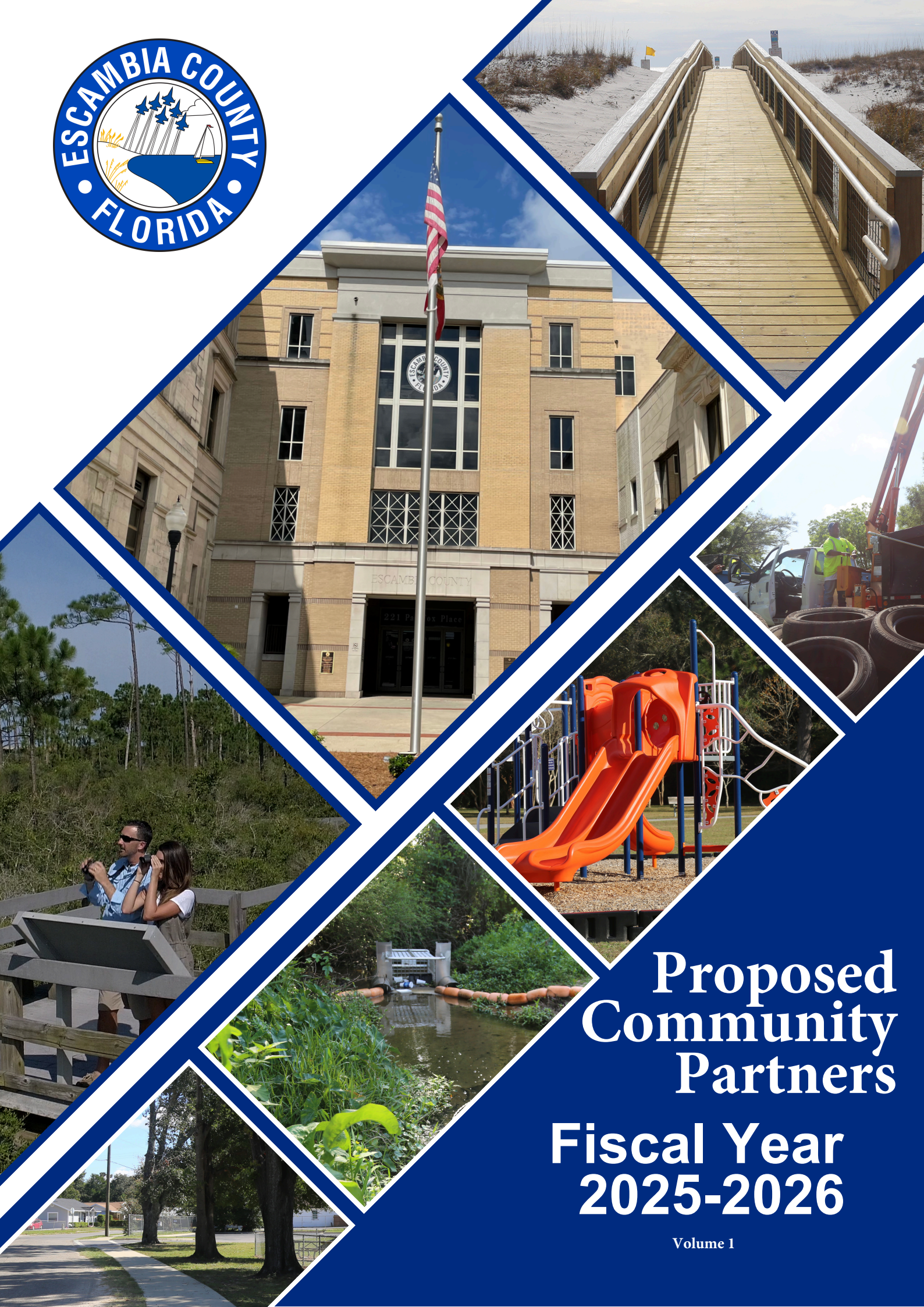

Proposed Community Partners

Fiscal Year 2025-2026

Volume 1

Table of Contents
Proposed Community Partners
Fiscal Year 2025-2026

General Fund 001

Volume 1

Tab Number	*Agency*		*Amount*
1	211 United Way	..... $	22,000.00
2	BRACE	..... $	100,000.00
3	Escambia County Community Health	..... $	450,000.00
4	Council on Aging of West Florida	..... $	45,000.00
5	EComfort	..... $	15,000.00
6	Gulf Coast Veterans Advocacy Council	..... $	30,000.00
7	Harvest Community Outreadh	..... $	5,000.00
8	Health & Hope	..... $	30,000.00
9	Lakeview Center Inc.	..... $	397,824.00
10	Pensacola Caring Hearts	..... $	42,000.00
11	Wildlife Sancturary	..... $	43,250.00

Tourist Development Tax Fund 108

Volume 2

13	Pensacon Pensacola	..... $	180,000.00
14	Foiling Events US Inc	..... $	500,000.00
15	African American Heritage Society	..... $	125,000.00
16	Pensacola Area Chamber	..... $	106,000.00
17	Juneteenth Fireworks (Place Holder)	..... $	50,000.00
18	Pensacola Beach Chamber	..... $	100,500.00
19	Pensacola Cigar Weekend	..... $	3,000.00
20	Pensacola Mardi Gras Foundation	..... $	250,000.00
21	Pensacola Sports	..... $	1,583,221.00
22	Pensacola Yacht Club	..... $	180,000.00
23	Naval Aviation Museum - Flight Academy	..... $	100,000.00
24	Visit Pensacola Unified	..... $	10,614,780.00
	VP/Arts, Culture and Entertainment	..... $	2,194,920.00
25	SRIA - Beach Renourishment	..... $	9,200,000.00

Table of Contents
Proposed Community Partners
Fiscal Year 2025-2026

Tab Number	*Agency*		*Amount*
26	West Florida Historic Preservation	..... $	265,000.00
27	William Banks Enterprises - GC Jazz Fest	..... $	250,000.00

Local Option Sales Tax Fund 353

Tab Number	*Agency*		*Amount*
28	Center for Independent Living	..... $	60,000.00
29	Gulf Coast Minority Chamber	..... $	75,000.00
30	Pensacola-Escambia Development Corp	..... $	600,000.00
31	NW Florida Defense Coalition	..... $	100,000.00
32	UWF Dept of Intercollegiate Athletics	..... $	5,000,000.00
33	Town of Century Economic Development	..... $	55,000.00

Solid Waste Fund 401

34	Keep Pensacola Beautiful	..... $	183,129.00

General Fund 001

211 – United Way

1

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- ✓ Submit a fully completed Agency Funding Request Application
- ✓ Submit a copy of your organization's current W-9
- ✓ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- ✓ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- ✓ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: _____United Way of West Florida _____

Agency Address: ___7100 Plantation Road, Suite 18, Pensacola, FL 32504

Program Name for which funding is being requested: ___211 Northwest Florida _____

Amount Requested: $22,000

Program Contact: _____Mary Zaledonis _____

Contact Email: _____mary.zaledonis@uwwf.org_____ Contact Phone: (850) 912-8163

25-Word Description of Program: 211 is a free information and referral service that connects individuals in need with resources that may be able to help them.

How many years has your organization been providing services in the County? 101 years

How many years has your organization received funding from the County? 13+ years

Explain how receiving funds from the County would have a significant impact on your organization:

Funds from Escambia County will provide vital support for 211 Northwest Florida. This service is available by phone 24/7 365 days a year, and by chat/text Monday through Friday, 8:00-5:00. This program works closely with the county to provide residents with important information about health and human service resources in the community. 211 is critically important during a disaster because survivors are triaged and connected with resources that can help respond quickly to their needs, as well as assist with long-term recovery. 211's presence in the community reduces non-emergency calls to 911, local law enforcement, and emergency management.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $20,982.00

Briefly discuss how last year's funds were used? Last year's county funding was instrumental in maintaining the vital operations of 211 Northwest Florida, an Alliance for Information and Referral Services (AIRS) accredited program. 211 provides those livening in, or visiting, Escambia and Santra Rosa counties with a single point of access for information on human services to meet a wide variety of needs.

The funding from the county supported the salaries of the trained staff who manage and regularly update the database, and who answer the calls and texts, connecting people with the help they need.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? _____

In 2025, 211 Northwest Florida received 41,905 contacts for help for the 10-county service area. Of those, 18,010 were from Escambia County, and represented 23,403 adults, 10,967 children, 3,787 seniors, 1,778 veterans in need. 211 Northwest Florida helped connect residents with resources that helped with utilities, food, rent/mortgage, health care, childcare, legal services, and more.

It is difficult to quantify the return on investment of this service. Individuals are connecting with resources, which means they can pay bills, access health care, and find support for their families. It is reasonable to assume that by connecting people with resources that ensure their basic needs are being met, mental health emergencies are mitigated. Because 211 serves Escambia County, 911 operators are not burdened by these calls, therefore 911 resources are being used for their intended purpose. These non-emergency calls also are not making their way to the Sheriff's Office, Fire Department or Emergency Services because 211 is answering them instead.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?

211 Northwest Florida has been a vital, continuous free service for the residents of Escambia County, and those visiting the area, since 2010. The 211 database contains information on a multitude of services including medical/dental and/or prescription assistance, clothing, food, shelter/housing, mental health or substance abuse treatment, rent/mortgage/utilities assistance and event diapers. 211 Northwest Florida has trained and certified Information and Referral Specialists available 24/7 to connect local citizens to the resources they need. The funding from the county will be sued to support the regular management and updating of the database; trained staff who answer the calls and texts to connect people with the help they need; and staff training. The importance of access to a human being 24 hours a day 365 days a year cannot be

emphasized enough.

211 empowers individuals and families with the information they need to resolve or mitigate the challenges they are experiencing. Trained Information and Referral Specialists assess the needs of callers and, based on the information obtained, provide guidance as to which local resource(s) may be of assistance and how to access those services. 211's database has 1800 active community and governmental resources. This number changes frequently as resources are updated and included in the database. Resource information is updated daily while all resources are formally updated annually as required by AIRS, the national accrediting body. As a member of AIRS we also have access to the National Data Platform, which has over 1 million verified resources. Local businesses and governmental partners accessing the database online can assist consumers, taxpayers and employees who may need help.

211's response during a disaster cannot be overstated. During a disaster, 211 activates and takes calls from individuals affected by the disaster. When a disaster affects the area, 211 ramps up to meet the need of impacted citizens and is vital to connecting callers in the affected areas to resources like safe shelter, food and water distribution sites, medication and health care resources, FEMA registration, tarps, and debris removal. 211 is present in the Emergency Operations Center (EOC) and is an integral part of processing calls for help and connecting survivors with assistance. It would be difficult for the county to handle the management of emergency operations while taking all the calls for assistance from residents. 211 is part of a national network and as such can access back-up when call volume exceeds the capacity of the local 211. 211 serves as an integral part of the triage process to ensure survivors' needs are recorded and directed to the resources that can assist them.

In addition to providing resource information to individuals in need, 211 keeps data on the calls, including the most frequently requested assistance; the zip code where the caller is from; whether an individual can access the service; and what services are requested but do not exist in the community, in other words, unmet needs. These statistics are critical to ensure that services are in place to address the challenges faced by county residents.

In October 2022, 211 Northwest Florida began taking calls for the 988 Suicide Prevention Lifeline. All 211 Information and Referral Specialists are trained crisis counselors. The number of 988 calls continues to increase each month.

Is your program a governmental function or requirement? If a governmental request, please site

regulatory/statutory requirement. Please explain:

211 is not a governmental function or requirement per se, however providing constituents with up-to-date information on local resources is an essential function of local government, which 211 helps fulfill. 211 partners with local government, FEMA and other disaster relief and recovery organization during time so natural and/or man-made disaster.

The investment in this service by the county is far less than the cost of the county would incur should it take on this service itself.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how

have you partnered with those organizations in the area:

There are no other organizations in this area that provide this type of service.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

211 Northwest Florida is the only Nationally Accredited (AIRS) Information and Referral Service in the region. There is no other agency in the area that has a comprehensive database of community resources, operates round the clock every day of the year, or has an existing infrastructure in place with trained professionals. Since 2010, 211 has brought the community and organization together to help people efficiently access services that help meet their needs. The real tie data captured are used to identify trends which highlight the greatest community needs reveal gaps in service sin the county. These data points are critical for agencies, local government and policy makers as they seek to improve the county and the lives of its residents.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: ___100____%
- Percentage for direct programming costs: _____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

211 Northwest Florida depends on multiple funding sources to operate around the clock. In addition to funding from Escambia County. 211 receives financial support from the City of Pensacola, Santa Rosa County, United Way of West Florida (UWWF), United Way of Northwest Florida, the Florida Department of Agriculture, the Florida Department of Health, NW Florida Health, Florida Department of Children and Families, corporate sponsors and private foundations. If the county is unable to fund the full amount of the request, UWWF will seek additional support from donor dollars or other funding sources. As a result, this may affect the amount of funding available for distribution to agencies through the Community Investment process.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: _____N/A_____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.

UWWF does not seek funding from other non-profits. Non-profit agencies receiving funding from UWWF conduct workplace campaigns, which allow their employees to donate to UWWF should they choose to do so.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1.Achieve at or above annual average of 95% customer service satisfaction *Note – Customer Satisfaction is an outcome required to be measured for ongoing accreditation with Inform USA (fka AIRS)	95%	94%	97.35%	%
2.Respond to 18,000	19601	17217	18010	%
3.				%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1.Achieve at or above annual average of 95% customer satisfaction	95%
2.Answer calls, connecting callers to resources that may help them (an estimated 36,000) individuals will be impacted by the resource information provided by 211)	18,000
3.	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1.Annual average rate of customer satisfaction for previous year	97.34%
2.Calls received in 2025	18010
3.	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$ 76,226	$ 194,331	$150,000
Programmatic Income	$ 57,331	$ 124,259	$ 100,000
County Funding/Direct Contribution	$ 20,982	$ 20,982	$ 22,000
County Funding by Other Source (a)	$ 8,000	$ 8,000	$ 8,000
City Funding	$ 10,000	$ 10,000	$ 10,000
Local Non-Profit Funding	$	$	$
State Funding	$ 1,503,933	$ 1,780,804	$ 1,780,804
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$ 13,500	$ 35,000	$ 35,000
Total Income	$ 1,689,972	$ 2,173,376	$ 2,105,804
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.)

Sheriff's Law Enforcement Trust Fund for the Street Survival Guide.

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.

Funds from Santa Rosa Emergency Operations, Santa Rosa County Sheriff, Milton Police Department, City of Milton – contributions to the Street Survival Guide.

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$ 1,197,264	$1,492,323	$1,500,000
Employee Benefits	$ 188,206	$ 280,992	$ 264,706
Professional Services	$ 33,845	$ 31107	$ 30,000
Contractual Services	$	$	$
Travel Expenses	$ 32,624	$ 16,107	$ 16,000
Rentals and Leases	$	$	$
Communication	$ 10,686	$ 10,536	$ 9,000
Postage and Freight	$ 144	$ 117	$ 150
Repair and Maintenance	$ 36,589	$ 54,763	$ 40,000
Printing and Binding	$ 52,231	$ 70,530	$ 60,000
Marketing and Promotion	$	$	$
Fuel	$	$	$
Supplies	$ 8,329	$ 9718	$ 9,000
Event Expenses	$	$	$
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$ 130,054	$ 207,183	$ 176,948
Total Expenses	$ 1,689,972	$ 2,173,376	$ 2,105,804.
Net Income - (Revenue minus Expense)	$ 0	$ 0	$ 0

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.

__N/A_____

_____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item.

Insurance, deprecation, utilities, and general occupancy expenses allocated to 211 NWFL for the use of UWWF facilities.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Fiscal Year
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.

   The expense table is programmatic and the financial statements are organizational.

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

   ___N/A_____

   _____

   _____

   _____

   _____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Laura Gilliam	President/CEO	$126196
Mary Zaledonis	VP of Impact Services	$85000
Tami Hodo	Director of Finance	$83790
Lauren Clark	VP of Philanthropy & Communications	$75000
Melissa Lewis	Director of Operations	$68250

5. Please provide the total amount of cash and investments on hand.

   Cash on hand as of January 30, 2025 is $1,351,209. Investments as of January 30, 2025 are $1,254,832

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   ___no_____

   _____

   _____

   _____

   _____

   _____

   _____

7. Does your organization require background checks from volunteers and staff? __yes___

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

3. Was there any increase in membership for the local chambers? _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

5. Can we reduce the taxpayer subsidy? _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Name

President/CEO 4/1/25

Title Date

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

United Way of West Florida, Inc

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

7100 Plantation Rd Ste 18

6 City, state, and ZIP code

Pensacola, FL 32504

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	9	–	0	6	5	1	0	7	6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** [signature] | **Date** 2/3/25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

IRS Department of the Treasury
Internal Revenue Service
P.O. Box 2508, Room 4010
Cincinnati OH 45201

In reply refer to: 4077989886
Aug. 16, 2019 LTR 4168C 0
59-0651076 000000 00
00025759
BODC: TE

UNITED WAY OF WEST FLORIDA INC
1301 W GOVERNMENT ST
PENSACOLA FL 32502-5314

023582

Employer ID number: 59-0651076
Form 990 required: Yes

Dear Taxpayer:

We're responding to your request dated July 03, 2019, about your tax-exempt status.

We issued you a determination letter in August 2005, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also show you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at www.irs.gov/forms-pubs or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m.,

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UNITED WAY OF WEST FLORIDA INC
1301 W GOVERNMENT ST
PENSACOLA FL 32502-5314

local time, Monday through Friday (Alaska and Hawaii follow Pacific time).

Thank you for your cooperation.

Sincerely yours,

Stephen A. Martin

Stephen A. Martin
Director, EO Rulings & Agreements

FINANCIAL STATEMENTS

UNITED WAY OF WEST FLORIDA, INC.

JUNE 30, 2024

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BROWN THORNTON ◆ PACENTA & Company, P.A.

Certified Public Accountants

Business & Financial Consultants

Michael D. Thornton, Shareholder
Jan M. Pacenta, Shareholder
Catherine T. Bond, Officer
John R. Dunaway, Of Counsel
Russell F. Lentz, Of Counsel
Sandy J. Queen, Officer
Sean K. Quigley, Officer

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way of West Florida, Inc.
Pensacola, Florida

Report of the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of United Way of West Florida, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2024 and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of West Florida, Inc. as of June 30, 2024, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of United Way of West Florida, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about United Way of West Florida, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of United Way of West Florida, Inc.'s internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about United Way of West Florida, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

Report on Summarized Comparative Information

We have previously audited the United Way of West Florida, Inc.'s 2023 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated July 2, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2023, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of state earnings and schedule of program/cost center actual expenses and revenues are presented for purposes of additional analysis and are not a required part of the financial statements. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March 20, 2025, on our consideration of United Way of West Florida, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of United Way of West Florida, Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering United Way of West Florida, Inc.'s internal control over financial reporting and compliance.

Brown Thornton Pacetta & Company, P.A.

Pensacola, Florida
March 20, 2025

STATEMENT OF FINANCIAL POSITION

UNITED WAY OF WEST FLORIDA, INC.

June 30, 2024
(with comparative totals for 2023)

ASSETS

	2024	2023
ASSETS		
Cash and cash equivalents	$ 1,510,776	$ 1,648,397
Pledges receivables, net	287,736	181,530
Grants receivable	306,767	311,158
Employee retention credit receivable	102,916	102,916
Prepaid expenses and other	62,340	33,552
Investments	1,198,610	1,109,816
Right-of-use operating asset	1,503	2,735
Property and equipment, net	959,288	821,059
Deposits	2,087	1,700
Total assets	$ 4,432,023	$ 4,212,863

LIABILITIES AND NET ASSETS

LIABILITIES		
Due to designated agencies	$ 84,301	$ 141,343
Due to provider	247,018	37,681
Allocations payable	675,129	469,465
Custodial funds payable	5,689	10,641
Accounts payable	62,238	15,383
Accrued expenses	113,913	73,734
Deferred revenue	64,158	15,470
Operating lease liability	1,503	2,735
Total liabilities	1,253,949	766,452
NET ASSETS		
Without donor restrictions	2,653,367	2,927,063
With donor restrictions	524,707	519,348
Total net assets	3,178,074	3,446,411
Total liabilities and net assets	$ 4,432,023	$ 4,212,863

The accompanying notes are an integral part of these financial statements.

STATEMENT OF ACTIVITIES

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024
(with comparative totals for 2023)

	2024			
	Net Assets Without Restriction	Net Assets With Donor Restriction	Total	2023 Total
Public support and revenue				
Gross campaign results	$ 1,626,656	$ 35,137	$ 1,661,793	$ 1,126,503
Less donor designations	(24,866)	-	(24,866)	(150,258)
Less provision for uncollectibles	(65,737)	-	(65,737)	(87,412)
Net campaign results	1,536,053	35,137	1,571,190	888,833
In-kind contributions - noncash	145,615	-	145,615	170,434
Contributions from outside service area	537	-	537	3,438
Investment return	95,719	-	95,719	63,072
Grant revenues	1,629,991	-	1,629,991	1,398,163
Contracts and program revenues	124,306	12,629	136,935	246,018
Gain on disposal of fixed assets	-	-	-	1,363,917
Other income	30,198	-	30,198	28,866
	3,562,419	47,766	3,610,185	4,162,741
Net assets released from restrictions				
Satisfaction of time and purpose	42,407	(42,407)	-	-
Total public support and revenues	3,604,826	5,359	3,610,185	4,162,741
Expenses				
Program services:				
Gross funds awarded/distributed	830,406	-	830,406	697,649
Less donor designations	(24,866)	-	(24,866)	(150,258)
Net funds awarded/distributed	805,540	-	805,540	547,391
Allocation expenses	79,564	-	79,564	79,410
Information and referral	1,814,733	-	1,814,733	1,415,592
Impact initiatives	154,649	-	154,649	126,825
Volunteer services	81,347	-	81,347	80,986
Total program services	2,935,833	-	2,935,833	2,250,204
Support services				
Fundraising	255,675	-	255,675	231,671
Organizational administration	666,418	-	666,418	503,745
Total supporting services	922,093	-	922,093	735,416
Payments to UW National	20,596	-	20,596	30,635
Total expenses	3,878,522	-	3,878,522	3,016,255
Change in net assets	(273,696)	5,359	(268,337)	1,146,486
Net assets, beginning of year	2,927,063	519,348	3,446,411	2,299,925
Net assets, end of year	$ 2,653,367	$ 524,707	$ 3,178,074	$ 3,446,411

The accompanying notes are an integral part of these financial statements.

STATEMENT OF FUNCTIONAL EXPENSES

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024
(with comparative totals for 2023)

	Program Services						Supporting Services			2024	2023
	Gross Funds Awarded/ Distributed	Allocation Services	Impact Initiatives	Information and Referral	Volunteer Services	Total Program Services	Fundraising	Organizational Administration	Total Supporting Services	Total Expenses	Total Expenses
Expenses											
Gross funds awarded/distributed	$ 830,406	$ -	$ -	$ -	$ -	$ 830,406	$ -	$ -	$ -	$ 830,406	$ 697,649
Less donor designations	(24,866)	-	-	-	-	(24,866)	-	-	-	(24,866)	(150,258)
Net funds awarded/distributed	805,540	-	-	-	-	805,540	-	-	-	805,540	547,391
Conference	-	-	2,023	42,335	1,194	45,552	8,520	4,989	13,509	59,061	-
Depreciation	-	1,424	2,847	23,722	4,745	32,738	6,643	8,542	15,185	47,923	29,808
Dues and subscriptions	-	159	1,561	4,598	384	6,702	1,071	3,264	4,335	11,037	14,214
Interest	-	-	-	-	-	-	-	-	-	-	269
Maintenance and repairs	-	2,520	18,747	62,069	7,878	91,214	19,709	28,718	48,427	139,641	125,177
Occupancy	-	1,613	4,386	40,029	2,629	48,657	9,301	39,012	48,313	96,970	94,788
Other	-	881	5,214	12,665	3,125	21,885	5,896	22,800	28,696	50,581	51,416
Operating lease	-	-	-	-	-	-	-	1,320	1,320	1,320	1,320
Personnel expenses	-	62,592	94,784	1,385,471	56,829	1,599,676	190,013	435,959	625,972	2,225,648	1,724,351
Postage	-	11	88	318	23	440	190	1,621	1,811	2,251	1,363
Printing and promotion	-	264	6,606	189,529	1,306	197,705	7,394	39,503	46,897	244,602	210,560
Professional services	-	9,952	16,245	33,701	1,065	60,963	5,951	62,539	68,490	129,453	117,722
Staff development	-	-	-	-	-	-	-	-	-	-	31,503
Supplies	-	135	2,111	9,287	2,148	13,681	911	18,071	18,982	32,663	15,830
Telephone	-	13	37	11,009	21	11,080	76	80	156	11,236	19,908
Total expenses, net of national dues	$ 805,540	$ 79,564	$ 154,649	$ 1,814,733	$ 81,347	$ 2,935,833	$ 255,675	$ 666,418	$ 922,093	3,857,926	2,985,620
Payments to UW National										20,596	30,635
Total expenses										$ 3,878,522	$ 3,016,255

The accompanying notes are an integral part of these financial statements.

STATEMENT OF CASH FLOWS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024
(with comparative totals for 2023)

	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ (268,337)	$ 1,146,486
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	47,923	29,808
(Gain) on disposal of property	-	(1,363,917)
Realized loss on sale of securities	4,746	10,246
Unrealized (gain) on investments	(78,162)	(52,637)
Provision for uncollectible accounts	127,511	-
Change in assets and liabilities		
Decrease (increase) in operating assets:		
Pledges receivable-net	(233,717)	448,079
Grants receivable	4,391	(43,590)
Operating lease right-of-use asset	1,232	(2,735)
Prepaid expenses	(28,788)	44,492
Deposits	(387)	(1,700)
Increase (decrease) in operating liabilities:		
Due to designated agencies	(57,042)	73,241
Allocations payable	205,664	23,668
Due to provider	209,337	-
Custodial funds payable	(4,952)	(57,122)
Accounts payable	46,855	3,279
Operating lease liability	(1,232)	2,735
Accrued expenses	40,179	29,692
Deferred revenue	48,688	(96,506)
Net cash provided by operating activities	63,909	193,519
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds on sale of securities	189,784	89,511
Purchases of investments	(205,162)	(103,777)
Acquisition of equipment	(186,152)	(784,307)
Proceeds on sale of property	-	1,692,629
Net cash provided (used) by investing activities	(201,530)	894,056
CASH FLOWS FROM FINANCING ACTIVITIES		
Net cash used by financing activities	-	-
NET INCREASE (DECREASE) IN CASH	(137,621)	1,087,575
Cash and equivalents, beginning of year	1,648,397	560,822
Cash and equivalents, end of year	$ 1,510,776	$ 1,648,397

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

UNITED WAY OF WEST FLORIDA, INC.

NOTE A - ORGANIZATION

United Way of West Florida, Inc. (the Organization) began as Greater Pensacola United Fund, Inc., in 1944, and as United Way of Escambia County, Inc., through May 28, 2019. The Organization increased its service area to include its neighboring county in 2019. A local volunteer Board of Directors governs the Organization. The mission of the Organization is uniting our community and leveraging resources to improve lives.

The Organization works with community partners, including a network of partner agencies, businesses, schools, governments, and other funding sources to raise funds through an annual campaign to raise support for participating agencies.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1. Financial Statement Presentation - The Organization reports information regarding its financial position and activities according to two classes of net assets.

   Net Assets Without Donor Restrictions - not subject to donor-imposed stipulations.
   Net Assets With Donor Restrictions - subject to donor-imposed stipulations.

   Net assets are classified based on externally imposed restrictions, if any, that may or may not be met by actions of management or by the passage of time.

2. Basis of Accounting - The Organization prepares its financial statements on the accrual basis of accounting, following accounting principles generally accepted in the United States of America for nonprofit organizations.

3. Cash and Cash Equivalents - For the purposes of the statements of cash flows, the Organization considers investments in highly liquid debt instruments with original maturities of three months or less to be cash equivalents. The Organization does not include cash held within its separate investment accounts (see note D) as cash and equivalents.

4. Contributions - The Organization records contributions as with or without restrictions, depending on the existence and/or nature of any donor restrictions. Donor-restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without restrictions and are reported as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same fiscal year are reported as net assets without restrictions.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

5. Pledges Receivable - Pledges receivable are unconditional promises to give. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Conditional promises to give are not included as support until such time as the conditions are substantially met. There were no conditional promises made to the Organization during the year ended June 30, 2024. An allowance for uncollectible pledges receivable is provided based on management's estimate using prior collection history and current economic conditions.

6. Grant Receivable - Grants receivable represents amounts receivable from grantor agencies for allowable expenses incurred on or before the end of the year. Management believes all expenses are allowable under the grant requirements and are fully collectible. As such, no allowance for doubtful accounts is considered necessary.

7. Investments - Investments are stated at fair value. Donated investments are recorded at fair value at the date of the gift as contributions of financial assets.

8. Property and Equipment - Property and equipment are carried at cost or, if donated, at fair market value on date of gift. The Organization capitalizes asset acquisitions over $5,000. Depreciation is calculated using the straight-line method over the estimated useful lives of the assets as follows:

Buildings and improvements	15 - 39 years
Furniture and fixtures	5 - 10 years
Equipment	5 - 7 years

9. Program Revenue - Revenue related to exchange transactions is recognized as goods and/or services are provided and is based on the amount expected to be received in exchange for those goods and/or services. The Organization recognizes client service revenue in the period in which performance obligations under its contracts are satisfied by transferring services to clients. The Organization measures the performance obligation on the date the services are provided to clients and third-party payers are sent.

10. Impairment of Long-Lived Assets - Management reviews asset carrying amounts whenever events or circumstances indicate that such carrying amounts may not be recovered. If such assets are considered impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair market value of the assets. As of June 30, 2024, none of the Organization's long-lived assets were considered to be impaired.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

11. Due to Designated Agencies - Donors contributing to the Organization may choose to designate that all or part of their contributions be distributed to specific agencies. These transactions are reported in the statement of activities as part of the Organization's campaign results and are then deducted to arrive at the net campaign revenue. Amounts deducted are carried as liabilities, net of an estimated allowance for uncollectible amounts, until paid to the designated agencies.

12. Donated Services and Materials - During the year ended June 30, 2024, 1,159 individuals volunteered from employers or local workplaces and unaffiliated volunteers participating in various volunteer activities, including but not limited to: Day of Caring, Stuff the Bus, Communities Caring at Christmas, Miracle on Palafox, the United Way Community Investment Process, and the United Way Ambassador Program. No value has been recognized for these volunteer hours in the financial statements, because the criteria established by the Financial Accounting Standards Board (FASB) for recognition of such volunteer efforts have not been satisfied.

    Nonfinancial assets are reported on a separate line item in the statement of activities, apart from contributions of cash or other financial assets.

    Donated services including media space (television and radio airtime and newspaper print space) are recorded if the services received created or enhanced long-lived assets, or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

    Donated materials and supplies are recorded at fair value at the date of donation.

13. Grants - The Organization records grant revenue over the period of the award and the performance obligations outlined by the grant provisions determine the timing of the revenue recognition. The transaction price is determined by provider agreement based on services to be rented. The unearned portion is recorded as deferred grant revenue on the statement of financial position. Deferred grant revenue totaled $64,158 at June 30, 2024.

14. Sublease Rental Income - Sublease rental income is recognized on a straight-line basis based on the aggregate minimum rental payments outlined in the lease agreements over the applicable lease terms as per ASU 2016-02.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

15. Allocation of Functional Expenses - The costs of providing various programs and other activities have been summarized on a functional basis in the statement of activities and in the statement of functional expenses. Accordingly, certain costs have been estimated and allocated among the programs and supporting services benefited based on management's judgement and other nonfinancial measures, trends, and time spent by function.

16. Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

17. Income Taxes - United Way of West Florida, Inc. is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for federal or state income taxes has been recognized. The Organization annually files federal information returns (Form 990), which are subject to possible examination by the taxing authorities until the expiration of the related statute of limitations, which is generally three years, for the years ended June 30, 2022, through 2024.

    Management believes it has no uncertain tax positions that qualify for either recognition or disclosure in the financial statements and no returns are currently under examination.

18. Comparative Financial Information - The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2023, from which the summarized information was derived.

    Certain accounts and activities in the prior year information have been reclassified to conform to the presentation in the current year financial statements. Opening balances of net assets with donor restriction and net assets without donor restriction were restated to reflect restrictions of $67,014 that were met in the year ended June 30, 2023.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

19. Leases - Leases are recognized on the statement of financial position the assets and liabilities for the rights and obligations created by leases with lease terms of more than twelve months. The recognition, measurement, and presentation of expenses and cash flows arising from a lease by a lessee will continue to primarily depend on its classification as a finance or operating lease. The Organization recorded a "right to use" operating asset and operating lease liability.

20. Events Occurring After the Reporting Date - The Organization has evaluated events and transactions that occurred between June 30, 2024 and March 20, 2025, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

NOTE C - PLEDGES RECEIVABLE

Pledges receivable and changes in the allowance for uncollectible amounts during the year ended June 30, 2024, are summarized as follows:

Pledges receivable	$	441,680
Allowance for uncollectible pledges:		
Balance - beginning of year		188,068
Add provision for uncollectible pledges		127,511
Deduct write-off of net uncollectible pledges and amounts received from prior campaigns		(161,635)
Balance - end of year		153,944
Pledges receivable - net	$	287,736

No discount has been applied to the pledge receivable balance at June 30, 2024, as all pledges are collectible within one year.

NOTE D - INVESTMENTS

The Fair Value Measurements (FASB Accounting Standards Codification 820-10) provides a framework for measuring fair value under generally accepted accounting principles. Fair Value Measurements establishes a fair value. This hierarchy consists of three broad levels; Level 1 consists of unadjusted quoted prices in active markets for identical assets and has the highest priority; Level 2 consists of observable inputs other than quoted prices for identical assets; and Level 3 consists of significant unobservable inputs and have the lowest priority. The Organization measures fair value using Level 1 inputs; there were no Level 2 or Level 3 inputs at June 30, 2024.

Fair value of assets measured on a recurring basis at June 30, 2024, are as follows:

	Fair Value	Level 1
Mutual funds - equity	$ 584,422	$ 584,422
Mutual funds - fixed income	298,984	298,984
	$ 883,406	$ 883,406

Cost, fair value and unrealized gains from acquisition until June 30, 2024, for assets held as investments are summarized as follows:

	Cost	Fair Value	Unrealized Gains
Cash	$ 315,204	$ 315,204	$ -
Mutual funds - equity	379,663	584,422	204,759
Mutual funds - fixed income	329,139	298,984	(30,155)
	$ 1,024,006	$ 1,198,610	$ 174,604

Cash in the money market account for the year ended June 30, 2024, is $315,204.

NOTE D - INVESTMENTS (Continued)

Investment return for the year ended June 30, 2024, is summarized as follows:

Dividends and interest	$	22,303
Realized loss on sales of securities		(4,746)
Less investment expense		(6,686)
		10,871
Unrealized gains on investments		84,848
Investment return	$	95,719

Investments at June 30, 2024, were included in the following net assets accounts:

Without restrictions	$	831,684
With restrictions		366,926
	$	1,198,610

NOTE E - PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of June 30, 2024:

Land	$	15,000
Building improvements		877,390
Furniture and fixtures		64,933
Furniture and equipment		219,117
		1,176,440
Less accumulated depreciation		(217,152)
Property and equipment - net	$	959,288

Depreciation expense totaled $47,923 for the year ended June 30, 2024.

NOTE F - DESIGNATIONS AND ALLOCATIONS PAYABLE

Due to designated agencies, allocations payable and custodial funds payable at June 30, 2024 represent either designations by donors or allocations payable as determined by the Organization. These amounts are all due and payable within one year.

NOTE G - OPERATING LEASE

The Organization recognizes right-of-use assets and lease liabilities for leases with terms greater than twelve months or for leases that contain a purchase option that is reasonably certain to be exercised. The Organization used one or more practical expedients, including short-term leases with terms twelve months or less to remain off the Organization's Statement of Financial Position. Leases are classified as either finance or operating leases. This classification dictates whether lease expense is recognized based on an effective interest method or on a straight-line basis over the term of the lease.

The Organization maintains an operating lease agreement for office equipment. Obligations under operating leases are recorded in the statement of activities. The monthly operating lease payments are $110 per month through August 1, 2025.

The Organization also entered into a month-to-month lease rental agreement during July to August 2023. Total space rental expenses as of June 30, 2024, are $18,800.

The following summarizes the line items in the statements of financial position which include amounts for operating leases as of June 30, 2024:

Right-of-use operating assets:	
Right-of-use operating assets	$ 1,503
Operating lease current liabilities	$ 1,284
Operating lease long-term liabilities	219
Total operating lease liabilities	$ 1,503

NOTE G - OPERATING LEASE (Continued)

The weighted average remaining lease term, weighted average discount rate, and related information as of June 30, 2024, are as follows:

	Operating Leases
Weighted-average remaining lease term	14
Weighted-average discount rate	4.10%
Average monthly payment	$ 110
Average number of payments remaining	14
Average discount rate	4.10%
Total right to use lease asset	$ 1,503
Total right to use lease liability	$ 1,503
Total cash paid	$ 5,049

At June 30, 2024 the Organization was obligated for minimum office equipment rental payments under operating leases having remaining terms in excess of one year for each of the next five years and in the aggregate as follows:

Year Ending June 30,	Operating
2025	$ 1,320
2026	220
2027	-
2028	-
2029	-
Thereafter	-
Total undiscounted cash flows	1,540
Less: present value discount	(37)
Total lease liabilities	$ 1,503

NOTE H - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted at June 30, 2024 for the following purposes or periods:

Subject to expenditure for specified purpose:		
Grants, fiscal agent funds, and other initiatives	$	156,953
Achieve Escambia		828
Total subject to expenditure for specified purpose		157,781
Endowment subject to Organization's spending policy and appropriation:		
Endowment funds (see Note I)		366,926
	$	524,707

Net assets were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified as follows:

Campaign pledges, other gifts	$	21,442
Annual Meeting, Miracle on Palafox, Stuff the Bus and Day of Caring		20,965
	$	42,407

NOTE I - ENDOWMENT FUNDS

Contributions to the endowment fund are subject to donor restrictions that stipulate the original principal of the gift is to be held in perpetuity with the income therefrom available as a contribution to the campaign each year. Income includes market value changes (unrealized and realized) and interest and dividends. The income therefrom is considered as an increase in net assets without restrictions since the Organization deems the restriction as met in the same reporting period. Any market declines below the original contributions are shown as a reduction in net assets without restrictions.

The Organization has adopted investment and spending policies for endowment assets that attempt to provide campaign contributions for the United Way of West Florida, Inc. Under these policies, as approved by the Board of Directors, endowment assets are invested in a manner that is intended to produce long-term growth of capital without undue exposure to risk.

NOTE I - ENDOWMENT FUNDS (Continued)

The composition and changes in endowment funds for the year ended June 30, 2024, are as follows:

Endowments:		
Endowment net assets, beginning of year	$	366,926
Investment income		9,264
Net unrealized and realized gains		30,496
Investment expenses		2,777
Amounts appropriated		(42,537)
Endowment net assets, end of year	$	366,926

NOTE J - CONTRIBUTIONS NONCASH

In-kind gifts include contributions of property and services and expensed as follows for the year ended June 30, 2024:

Printing, media advertising and promotion - information and referral	$	137,298
Donated goods for events		5,167
Donated use of space for events		3,150
	$	145,615

NOTE K - SUBLEASE RENTAL INCOME

The Organization has a month-to-month lease agreement for property in Escambia County requiring monthly rental payments of $9,400. Total rental payment for the year ended June 30, 2024, is $18,800. The sublease agreement disclosed below originates from this month-to-month lease agreement.

The Organization entered into a sublease agreement in March 2023 with a non-profit entity. The Organization is sub leasing and renting out a portion of its office space from the above lease agreement. The lease commenced March 1, 2023, and expired on October 31, 2023. The subtenant was leasing approximately half of the total square feet for $4,700 due monthly. Total rental income for the year ended June 30, 2024 is $9,400. Rental income is included in other revenue in the statement of activities.

NOTE L - EMPLOYEE BENEFIT PLAN

The Organization sponsors a 401K retirement plan through their employee leasing company. The plan covers substantially all the Organization's employees who have met certain service requirements. Employees' vesting is based on a five-year schedule. Employer contributions are 50% of employee contributions with a 3% cap on the employer match and totaled $21,589 during the year ended June 30, 2024.

NOTE M - RELATED PARTIES

Due to designated agencies represents the amount of contributions pledged and designated to other non-profit organizations, including the Organization's member agencies.

The Organization is required to make payments for membership privileges to the related national organization. For the year ended June 30, 2024, payments to national were $20,596.

NOTE N - CONCENTRATION OF RISK

The Organization maintains its cash accounts with two separate financial institutions. Cash accounts at each bank are insured by the Federal Deposit Insurance Corporation ("FDIC") up to $250,000 per financial institution. At June 30, 2024 the Organization had cash balances held by financial institutions in excess of insured limits of $1,307,495.

The Organization's services are funded primarily with grants from the United States Department of Health and Human Services passed through the Florida Department of Children and Families and its managing entity, Big Bend Community Based Care, Inc. d/b/a NWF Health Network. These grants totaled $1,406,898 or 39% of total revenues; grants receivable from these sources totaled $234,483 or 76% of total receivables. The Organization's ability to continue to provide the same level of services is contingent on annual appropriations by federal and state legislative bodies.

NOTE O - RISKS AND UNCERTAINTIES

The Organization invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the statement of net assets.

NOTE O - RISKS AND UNCERTAINTIES (Continued)

Each year the Organization records a provision for uncollectible pledges which is estimated based on past collection experience and current economic conditions. It is at least reasonably possible that changes in this estimate in the near term could be material to the financial statements.

Expenditures incurred by the Organization and the providers are subject to audit and possible disallowances by federal and state Organization. The Organization would be responsible for recovery (reimbursement to the grantor Organization) of disallowed. It is the opinion of management that, if audited, any adjustment for disallowed expenses would be immaterial. Unspent grant funds payable to the grantor totaled $247,018 at June 30, 2024. The amount represents unspent grant funds.

NOTE P - LIQUIDITY AND AVAILABILITY

The Organization's primary source of support is income from contributions. The Organization has a policy to manage its liquidity following three guiding principles: operating within a prudent range of financial stability; maintaining adequate liquidity to fund near-term operations; and maintaining sufficient resources to provide reasonable assurance that long-term operations will be maintained. The following table reflects the Organization's financial assets reduced by amounts not available for general expenditures within one year:

Financial Assets	
Cash and equivalents	$ 1,510,776
Receivables	697,419
Investments	1,198,610
Total	3,406,805
Less those unavailable for general expenditure within one year, due to:	
Net assets with donor restrictions	(524,707)
Financial assets available to meet cash needs	$ 2,882,098

SUPPLEMENTARY INFORMATION

UNITED WAY OF WEST FLORIDA, INC.

SCHEDULE OF STATE EARNINGS

Year Ended June 30, 2024

Total expenditures per statement of activities	$ 3,878,522
Less other state and federal funds	-
Less non-match SAMH funds	1,161,301
Less unallowable costs	-
Total allowable expenditures	$ 2,717,221
Maximum available earnings	$ 2,037,916
Amount of state funds requiring match	$ -
Amount due to department	$ -

See independent auditor's report and accompanying notes.

PROGRAM/COST CENTER ACTUAL EXPENSES AND REVENUES SCHEDULE

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

AUDIT SCHEDULE
ACTUAL EXPENSES AND REVENUES SCHEDULE

DATE PREPARED: 2/17/2025 **AGENCY:** United Way of West Florida, Inc.

BUDGET PERIOD: 7/1/2023-6/30/2024 **CONTRACT #** UW001

FUNDING SOURCES & REVENUES			SAHM COVERED SERVICES: STATE-FUNDED: Mental Health: Outreach 15	Mental Health: Information and Referral 30	Mental Health: Mental Health Total B	Substance Abuse: Outreach 15	Substance Abuse: Information and Referral 30	Substance Abuse: Substance Abuse Total C	Total for State SAMH-Funded Covered Services or Projects (B+C) D	Total for Non-State Funded Covered Services or Projects E	Total for All Covered Services or Projects (D+E) F	Non-SAMH Covered Services or Projects G	Total Funding (F+G) H
IA. STATE SAMH FUNDING													
Current Year Funding													
MH211	UW001	S	$ -	$ 443,557.00	$ 443,557.00	$ -	$ -	$ -	$ 443,557.00		$ 443,557.00		$ 443,557.00
MH981	UW001	F	-	232,905.00	232,905.00	-	-	-	232,905.00		232,905.00		232,905.00
MH988	UW001	F	-	404,704.00	404,704.00	-	-	-	404,704.00		404,704.00		404,704.00
MH98G	UW001	F	-	156,501.50	156,501.50	-	-	-	156,501.50		156,501.50		156,501.50
MHCBS	UW001	F	-	169,231.00	169,231.00	-	-	-	169,231.00		169,231.00		169,231.00
Total Current Year Funding			$ -	$ 1,406,898.50	$ 1,406,898.50	$ -	$ -	$ -	$ 1,406,898.50		$ 1,406,898.50		$ 1,406,898.50
Carry Forward Funding													
Funding			$ -	$ -	$ -	$ -	$ -	$ -	$ -		$ -		$ -
TOTAL STATE SAMH FUNDING =			$ -	$ 1,406,898.50	$ 1,406,898.50	$ -	$ -	$ -	$ 1,406,898.50		$ 1,406,898.50		$ 1,406,898.50
IB. OTHER GOVERNMENT FUNDING													
(1) Other State Agency Funding			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(2) Medicaid			-	-	-	-	-	-	-	-	-	-	-
(3) Local Government			-	-	-	-	-	-		81,125.00	81,125.00	107,369.00	188,494.00
(4) Federal Grants and Contracts			-	-	-	-	-	-		304,236.00	304,236.00	-	304,236.00
(5) In-kind from local govt. only			-	-	-	-	-	-	-	-	-	-	-
TOTAL OTHER GOVERNMENT FUNDING =			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 385,361.00	$ 385,361.00	$ 107,369.00	$ 492,730.00
IC. ALL OTHER REVENUES													
(1) 1st & 2nd Party Payments			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 84,331.00	$ 84,331.00	$ 31,770.00	$ 116,101.00
(2) 3rd Party Payments (except Medicare)			-	-	-	-	-	-	-	-	-	-	-
(3) Medicare			-	-	-	-	-	-	-	-	-	-	-
(4) Contributions and Donations			-	-	-	-	-	-	-	-	-	1,427,544.50	1,427,544.50
(5) Other			-	-	-	-	-	-	-	-	-	14,270.00	14,270.00
(6) In-kind			-	-	-			-	-	7,026.00	7,026.00	145,615.00	152,641.00
TOTAL ALL OTHER REVENUES =			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 91,357.00	$ 91,357.00	$ 1,619,199.50	$ 1,710,556.50
TOTAL FUNDING =			$ -	$ 1,406,898.50	$ 1,406,898.50	$ -	$ -	$ -	$ 1,406,898.50	$ 476,718.00	$ 1,883,616.50	$ 1,726,568.50	$ 3,610,185.00

See independent auditor's report and accompanying notes.

PROGRAM/COST CENTER ACTUAL EXPENSES AND REVENUES SCHEDULE (CONTINUED)

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

	SAMH COVERED SERVICES												
	STATE FUNDED												*except IIC & IID
	Mental Health			Substance Abuse									
EXPENSE CATEGORIES	Outreach 15	Information and Referral 30	Mental Health Total	Outreach 15	Information and Referral 30	Substance Abuse Total	Total for State SAMH-Funded Covered Services (B+C)	Total for Non-State Funded Covered Services	Total for All Covered Services (D+E)	Non-SAMH Covered Services	Other Support Costs (optional)	Administration	Total Expenses (F+G+H*+I*)
A			B			C	D	E	F	G	H	I	J
IIA. PERSONNEL EXPENSES													
(1) Salaries	$ -	$ 833,327.00	$ 833,327.00	$ -	$ -	$ -	$ 833,327.00	$ 363,937.00	$ 1,197,264.00	$ 727,839.00	$ -	$ -	$1,925,103.00
(2) Fringe Benefits	-	126,673.00	126,673.00	-	-	-	126,673.00	61,534.00	188,207.00	112,337.00	-	-	300,544.00
TOTAL PERSONNEL EXPENSES =	$ -	$ 960,000.00	$ 960,000.00	$ -	$ -	$ -	$ 960,000.00	$ 425,471.00	$ 1,385,471.00	$ 840,176.00	$ -	$ -	$2,225,647.00
IIB. OTHER EXPENSES													
(1) Building Occupancy	$ -	$ 336.00	$ 336.00	$ -	$ -	$ -	$ 336.00	$ -	$ 336.00	$ 37,286.00	$ -	$ 27,411.00	$ 65,033.00
(2) Professional Services	-	27,625.00	27,625.00	-	-	-	27,625.00	16,323.00	43,948.00	115,377.00	-	12,786.00	172,111.00
(3) Travel	-	10,034.00	10,034.00	-	-	-	10,034.00	22,565.00	32,599.00	11,288.00	-	-	43,887.00
(4) Equipment	-	5,925.00	5,925.00	-	-	-	5,925.00	-	5,925.00	-	-	-	5,925.00
(5) Food Services	-	3,005.00	3,005.00	-	-	-	3,005.00	797.00	3,802.00	29,964.00	-	-	33,766.00
(6) Medical and Pharmacy	-	-	-	-	-	-	-	-	-	-	-	-	-
(7) Subcontracted Services	-	-	-	-	-	-	-	-	-	-	-	-	-
(8) Insurance	-	-	-	-	-	-	-	-	-	13,128.00	-	15,660.00	28,788.00
(9) Interest Paid	-	-	-	-	-	-	-	-	-	-	-	-	-
(10) Operating Supplies & Expenses	-	48,803.00	48,803.00	-	-	-	48,803.00	54,126.00	102,929.00	1,005,105.00	-	53,239.00	1,161,273.00
(11) Other-Bad Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
(12) Donated Items	-	-	-	-	-	-	-	7,026.00	7,026.00	138,589.00	-	-	145,615.00
(13) Net funds awarded	-	-	-	-	-	-	-	-	-	-	-	-	-
(14) Payments to National	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL OTHER EXPENSES =	$ -	$ 95,728.00	$ 95,728.00	$ -	$ -	$ -	$ 95,728.00	$ 100,837.00	$ 196,565.00	$ 1,350,737.00	$ -	$ 109,096.00	$1,656,398.00
TOT. PERSONNEL & OTH. EXP. =	$ -	$ 1,055,728.00	$ 1,055,728.00	$ -	$ -	$ -	$ 1,055,728.00	$ 526,308.00	$ 1,582,036.00	$ 2,190,913.00	$ -	$ 109,096.00	$3,882,045.00
IIC. DISTRIBUTED INDIRECT COSTS													
(a) Other Support Costs (Optional)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(b) Administration	-	105,573.00	105,573.00	-	-	-	105,573.00	-	105,573.00	-	-	(109,096.00)	(3,523.00)
TOT. DISTR'D INDIRECT COSTS =	$ -	$ 105,573.00	$ 105,573.00	$ -	$ -	$ -	$ 105,573.00	$ -	$ 105,573.00	$ -	$ -	$ (109,096.00)	$ (3,523.00)
TOTAL ACTUAL OPER. EXPENSES =	$ -	$ 1,161,301.00	$ 1,161,301.00	$ -	$ -	$ -	$ 1,161,301.00	$ 526,308.00	$ 1,687,609.00	$ 2,190,913.00	$ 0.00	$ 0.00	$3,878,522.00
IID. UNALLOWABLE COSTS	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOT. ALLOWABLE OPER. EXP. =	$ -	$ 1,161,301.00	$ 1,161,301.00	$ -	$ -	$ -	$ 1,161,301.00	$ 526,308.00	$ 1,687,609.00	$ 2,190,913.00	$ -	$ -	$3,878,522.00
IIE. CAPITAL EXPENDITURES	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
IIIA. Unearned Funds	$ -	$ 245,597.50	$ 245,597.50	$ -	$ -	$ -	$ 245,597.50						

See independent auditor's report and accompanying notes.

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

Program Title	Federal CFDA Number	Pass-through Entity Identifying Number	Passed Through to Subrecipients	Total Federal Expenditures
Corporation for National and Community Service:				
Americorps Seniors Retired and Senior Volunteer Program (RSVP)	94.002	22SRHFL010	-	$ 42,996
Americorps Seniors Retired and Senior Volunteer Program (RSVP)	94.002	22SRHFL010	-	13,788
Total Corporation for National and Community Service				56,784
Department of the Treasury - Internal Revenue Service:				
Volunteer Income Tax Assistance Matching Grant Program	21.009	23VITA0208	-	3,776
Volunteer Income Tax Assistance Matching Grant Program	21.009	24VITA0262	-	35,750
Total Department of the Treasury				39,526
U.S. Department of Health and Human Services:				
Passed Through Big Bend Community Based Care, Inc. d/b/a NWF Health Network				
Substance Abuse and Mental Health Services - Projects of Regional & National Significance	93.243	UW001	-	389,371
Block Grants for Community Mental Health Services	93.958	UW001	-	573,882
Total NWF Health Network				963,253
Passed Through Florida Department of Children and Families:				
Passed Through Crisis Center of Tampa Bay				
Medical Assistance Program	93.778	LD994	-	247,402
Total Crisis Center of Tampa Bay				247,402
Total Medicaid Cluster				247,402
Total U.S. Department of Health and Human Services				1,210,655
Total Expenditures of Federal Awards				$ 1,306,965

See independent auditor's report and accompanying notes to schedule of expenditures of federal awards.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

UNITED WAY OF WEST FLORIDA, INC.

NOTE A - BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal award activity of United Way of West Florida, Inc. under programs of the federal government for the year ended June 30, 2024. The information in this Schedule is presented in accordance with the requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of United Way of West Florida, Inc., it is not intended to and does not present the financial position, changes in net assets, or cash flows of United Way of West Florida, Inc.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in The Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

The Organization's federal awards do not have any loans or loan guarantees.

The Organization did not receive any federal non-cash assistance for the fiscal year ended June 30, 2024.

NOTE C - U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES GRANTS

During the year ended June 30, 2024, funds totaling $1,406,898 were received from Big Bend Community Based Care, Inc. d/b/a NWF Health Network. The source of the funds included are federal (CFDA 60.153 and 93.243). Federal and state funds received from this provider totaled $963,253 and $443,645, respectively.

NOTE D - SUBRECIPIENTS

United Way of West Florida, Inc. did not have any subrecipients for the year ended June 30, 2024.

NOTE E - INDIRECT COST RATE

The Organization has elected not to use the 10% de minimis indirect cost rate as allowed under the Uniform Guidance.

REPORT ON AUDIT PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

BROWN THORNTON • PACENTA & Company, P.A.
Certified Public Accountants
Business & Financial Consultants

Michael D. Thornton, Shareholder
Jan M. Pacenta, Shareholder
Catherine T. Bond, Officer
John R. Dunaway, Of Counsel
Russell F. Lentz, Of Counsel
Sandy J. Queen, Officer
Sean K. Quigley, Officer

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Directors
United Way of West Florida, Inc.

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of United Way of West Florida, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2024, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated March 20, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered United Way of West Florida, Inc.'s internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of United Way of West Florida, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of United Way of West Florida, Inc.'s internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficient may exist that were not identified. Given these

limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. We identified certain deficiencies in internal control, described in the accompanying schedule of findings and questioned costs as items 2024-001 and 2024-002 that we consider to be significant deficiencies.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether United Way of West Florida, Inc.'s financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed instances or other matters that are required to be reported under *Governmental Auditing Standards* and which are described in the accompanying schedule of findings and questioned costs as item 2024-003.

United Way of West Florida, Inc.'s Response to Findings

Government Auditing Standards requires the auditor to perform limited procedures on United Way of West Florida Inc.'s response to the findings identified in our audit and described in the accompanying schedule of findings and questioned costs. United Way of West Florida Inc.'s response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Brown Thornton Pacetta & Company, P.A.

Pensacola, Florida
March 20, 2025

REPORT ON AUDIT PERFORMED IN ACCORDANCE WITH THE UNIFORM GUIDANCE

BROWN
THORNTON • PACENTA
& Company, P.A.
Certified Public Accountants
Business & Financial Consultants

Michael D. Thornton, Shareholder
Jan M. Pacenta, Shareholder
Catherine T. Bond, Officer
John R. Dunaway, Of Counsel
Russell F. Lentz, Of Counsel
Sandy J. Queen, Officer
Sean K. Quigley, Officer

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

To the Board of Directors
United Way of West Florida, Inc.

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited United Way of West Florida, Inc.'s compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of United Way of West Florida, Inc.'s major federal programs for the year ended June 30, 2024. The Organization's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, United Way of West Florida, Inc. complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2024.

Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of United Way of West Florida, Inc. and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program. Our audit does not provide a legal determination of United Way of West Florida, Inc.'s compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to United Way of West Florida, Inc.'s federal programs.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on United Way of West Florida, Inc.'s compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with generally accepted auditing standards, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about United Way of West Florida, Inc.'s compliance with the requirements of each major federal program as a whole.

In performing an audit in accordance with generally accepted auditing standards, *Government Auditing Standards*, and the Uniform Guidance, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding United Way of West Florida, Inc.'s compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.

- Obtain an understanding of United Way of West Florida, Inc.'s internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of United Way of West Florida, Inc.'s internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Other Matters

The results of our auditing procedures disclosed instances of noncompliance which are required to be reported in accordance with the Uniform Guidance and which are described in the accompanying schedule of findings and questioned costs as item 2024-003. Our opinion on each major federal program is not modified with respect to these matters.

Government Auditing Standards requires the auditor to perform limited procedures on United Way of West Florida, Inc.'s response to the noncompliance findings identified in our compliance audit described in the accompanying schedule of findings and questioned costs. United Way of West Florida, Inc.'s response was not subjected to the other auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

Report on Internal Control over Compliance

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance and therefore, material weaknesses or significant deficiencies may exist that were not identified. We did not identify any deficiencies that we consider to be material weaknesses. However, as discussed below, we did identify certain deficiencies in internal control over compliance that we consider to be a significant deficiency.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance. We consider the deficiency in internal control over compliance described in the accompanying schedule of findings and questioned costs as item 2024-003 to be a significant deficiency.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

Government Auditing Standards requires the auditor to perform limited procedures on United Way of West Florida, Inc.'s response to the internal control over the compliance finding identified in our compliance audit described in the accompanying schedule of findings and questioned costs. United Way of West Florida, Inc.'s response was not subjected to the other auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.



Pensacola, Florida
March 20, 2025

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

SECTION I - SUMMARY OF AUDITOR'S RESULTS

Financial Statements	
Type of auditor's report issued:	Unmodified
Internal control over financial reporting:	
Material weakness identified?	No
Significant deficiencies identified not to be considered material weakness?	Yes
Noncompliance material to financial statements noted?	No
Federal Awards	
Internal control over major programs:	
Material weakness identified?	No
Significant deficiencies identified not to be considered material weaknesses?	Yes
Type of auditor's report issued on compliance for major programs:	Unmodified
Any audit findings disclosed that are required to be reported in accordance with Uniform Guidance Section 516(a)	Yes

Identification of Major Programs and Projects

Federal Programs CFDA Number	Name of Federal Program or Cluster
93.243	Substance Abuse and Mental Health Services Projects of Regional and National Significance
93.958	Block Grants for Community Mental Health Services

Dollar threshold used to distinguish between Type A and Type B programs:	$750,000
Auditee qualified as a low-risk auditee	No

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

SECTION I - SUMMARY OF AUDITOR'S RESULTS (CONTINUED)

State Projects

CSFA Number	Name of State Program
None	

Dollar threshold used to distinguish between Type A and Type B programs: $ 300,000

SECTION II - FINANCIAL STATEMENTS FINDINGS

Finding 2024-001: Significant Deficiency: Untimely Completion of Monthly and Year-End Account Reconciliations, Resulting in Delayed Reporting and Discrepancies Between General Ledger and Subsidiary Ledgers

Criteria:
It is essential for the organization to reconcile its general ledger with subsidiary ledgers on a monthly and year-end basis. These reconciliations ensure that the financial records are complete and accurate, and that any discrepancies between the two ledgers are identified and corrected before financial statements are finalized. Reconciliation processes should be conducted in a timely manner and overseen by management to maintain the integrity of the financial reporting process.

Condition:
During the audit, it was found that the organization's general ledger accounts did not agree with the subsidiary ledgers, both for monthly and year-end account reconciliations and the reconciliations were not performed in a timely manner. The discrepancies between the two ledgers were not addressed in a timely manner, and the organization was unable to reconcile the accounts properly prior to closing the books at year-end. As a result, the financial statements required significant adjustment to account balances to accurately reflect the organization's financial position and activities.

Cause:
The discrepancies arose due to inadequate internal controls and insufficient review procedures in the financial statement close process. There was a lack of a formalized reconciliation process to ensure that monthly and year-end reconciliations were completed and reviewed in a timely and accurate manner. As a result, discrepancies between the general ledger and subsidiary ledgers were not identified and resolved before the year-end close.

SECTION II - FINANCIAL STATEMENTS FINDINGS (CONTINUED)

Effect:
As a result of this deficiency, the organization's financial statements were delayed, which could impair the decision-making ability of management and those charged with governance relying on timely and accurate financial information. The discrepancies between the general ledger and subsidiary ledgers suggest that the organization's financial records may not accurately reflect its true financial position.

Context:
This finding is part of the broader financial statement close process, where reconciling the general ledger with subsidiary ledgers is crucial to ensure accurate and timely financial reporting. The failure to complete these reconciliations as part of the regular monthly and year-end close processes indicates deficiencies in the organization's internal control environment and financial reporting procedures. These discrepancies have impacts on the reliability of the financial statements and the organization's ability to make informed financial decisions.

Recommendation:
It is recommended that the organization establish and implement a formalized reconciliation process for both monthly and year-end account reconciliations. This process should include clear guidelines and timelines for completing reconciliations, as well as regular monitoring to ensure compliance. Management should assign specific responsibilities for overseeing and reviewing the reconciliation process, ensuring that discrepancies between the general ledger and subsidiary ledgers are promptly identified and resolved. Additionally, stronger internal controls should be implemented to ensure that reconciliations are completed on time and are thoroughly reviewed for accuracy. Staff involved in the reconciliation process should receive adequate training to ensure they understand the importance of accurate and timely reconciliations. It is further recommended that the organization implements a formalized, ongoing training program for both accounting staff and oversight personnel focused on nonprofit accounting principles, regulatory requirements, and internal controls.

Views of Responsible Officials:
The responsible officials acknowledge the audit finding and agree that the discrepancies between the general ledger and subsidiary ledgers should have been identified and resolved in a timely manner and that the timely completion of monthly and year-end account reconciliations was not managed effectively. They recognize the importance of having a structured and consistent process in place for completing reconciliations and understand the impact that delayed reporting and discrepancies between the general ledger and subsidiary ledgers can have on the financial statements and decision-making. The organization is committed to strengthening its reconciliation process by implementing formalized procedures, including clear timelines and oversight responsibilities.

SECTION II - FINANCIAL STATEMENTS FINDINGS (CONTINUED)

The organization will provide additional training to staff and those with oversight to ensure adherence to the reconciliation process. Management will oversee this process more closely, ensuring that there is accountability at each stage of the financial close. The organization is committed to improving internal controls, training staff on best practices, and ensuring that these issues do not recur in future reporting periods.

Finding 2024-002: Significant Deficiency: Pledges Receivable and Allowance Not Reviewed or Adequately Adjusted

Criteria:
Pledges receivable and the related allowance for doubtful accounts must be periodically reviewed and adjusted for accuracy. The balances should reflect reasonable estimates of collectible amounts and must be reconciled to the trial balance at year-end.

Condition:
During the audit, it was found that the pledges receivable and the corresponding allowance for doubtful accounts were neither reviewed nor adequately adjusted at year-end. Furthermore, the balances did not agree with the trial balance as of the fiscal year-end.

Cause:
The underlying cause of this condition appears to be a lack of internal controls and oversight regarding the periodic review and reconciliation of pledges receivable and the allowance account. There may have been insufficient processes in place to ensure that adjustments were made in a timely manner or that the final balances matched the trial balance.

Effect:
As a result of this oversight, the financial statements may not accurately reflect the true value of pledges receivable and the corresponding allowance for doubtful accounts. This caused misstatement assets and income. The failure to reconcile these balances indicated a deficiency in internal controls over financial reporting.

Context:
The finding relates to the year-end financial close process, where proper reconciliation and review procedures were not followed. This resulted in discrepancies between the pledges receivable and the trial balance, which are critical to accurately presenting the organization's financial position in accordance with applicable accounting standards. This deficiency could potentially have a material impact on the financial statements.

SECTION II - FINANCIAL STATEMENTS FINDINGS (CONTINUED)

Recommendation:
It is recommended that the organization implement a formal process for the regular review and reconciliation of pledges receivable and the related allowance for doubtful accounts. This should include periodic evaluations to ensure the accuracy of the estimated collectability of pledges. Additionally, a review process should be established to ensure that these balances are accurately reflected in the trial balance at year-end, with appropriate adjustments made where necessary. The organization should also consider implementing stronger internal controls and oversight to ensure compliance with accounting standards and improve the accuracy of financial reporting.

Views of Responsible Officials:
The responsible officials acknowledge the finding and agree that the review and adjustment of pledges receivable and the related allowance for doubtful accounts should have been more thoroughly conducted. Going forward, the organization plans to implement a more structured process for reviewing and reconciling pledges receivable, including setting clear responsibilities for internal review, and will ensure that any necessary adjustments are made prior to finalizing the trial balance. The officials are committed to enhancing internal controls and will prioritize training staff to ensure that the financial close process is carried out with greater accuracy and compliance with applicable standards.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

SECTION III - FEDERAL AWARD FINDINGS

Finding 2024-003: Significant Deficiency: Inadequate Tracking of Unspent and Unearned Grant Funds Resulting in Amounts Due Back to the Grant Provider

Criteria:
Organizations must ensure accurate tracking of unspent and unearned grant funds. Unspent funds and unearned revenues should be properly identified and recorded in financial statements, and the organization must ensure compliance with grant terms, including returning any funds that were not spent or earned as required by the grant agreement. Failure to comply with these requirements can result in financial misstatements and the need to return funds to the grant provider.

Condition:
During the audit, it was identified that the organization did not adequately track unspent and unearned grant funds. As a result, certain amounts of unspent funds were not identified or reported in a timely manner, and the organization did not return these funds to the grant provider as required by the grant agreement until requested. This failure to properly track and report unspent funds led to the identification of amounts due back to the grant provider, which were not properly accounted for in the financial statements

Cause:
The cause of this deficiency appears to be the lack of a formalized tracking system for unspent and unearned grant funds. There were no clear processes in place to ensure that unspent or unearned funds were identified, monitored, and reported regularly. Additionally, there was insufficient oversight to ensure that grant conditions regarding the return of unspent funds were being met. The absence of a centralized system for tracking grant fund usage and compliance led to this oversight, and there was no clear process for notifying the responsible parties about amounts that needed to be returned.

Effect:
As a result of this deficiency, the organization failed to return unspent and unearned funds to the grant provider in accordance with the terms of the grant agreements. This could lead to potential non-compliance issues. The failure to track these funds also resulted in misstatements in the financial statements, as the amounts due back to the grant provider were not properly reflected.

Context:
This finding is part of the broader financial statement close process, with specific implications for the management of grant funds. It is essential to ensure that all unspent or unearned grant funds are properly tracked and returned when necessary. The failure to do so exposes the organization to financial, legal, and reputational risks that could affect its ability to secure future grants or maintain compliance with current grant conditions.

SECTION III - FEDERAL AWARD FINDINGS (CONTINUED)

Recommendation:
It is recommended that the organization implement a formalized process for tracking unspent and unearned grant funds. This process should include regularly reviewing grant agreements to ensure compliance with return provisions, setting up a system to track fund usage by grant, and identifying any unspent or unearned funds that need to be returned. The organization should assign responsibility for monitoring grant balances and ensure that regular reconciliations between general ledgers and grant tracking systems are performed. Management should also implement stronger oversight and internal controls to ensure that grant funds are tracked accurately, with designated staff ensuring compliance with all grant terms, including timely reporting and returning of unspent funds. Additionally, staff responsible for managing grants should receive training on proper tracking procedures, and a clear process should be developed for returning any unspent or unearned funds to the grant provider.

Views of Responsible Officials:
The responsible officials acknowledge the audit finding and agree that the failure to track unspent and unearned grant funds properly resulted in funds that should have been returned to the grant provider not being reported or remitted as required. They recognize the importance of adhering to grant terms and ensuring that unspent or unearned funds are properly monitored. The organization is committed to addressing this deficiency by establishing a formalized and centralized system for tracking all grant funds, including unspent or unearned amounts. The officials plan to implement a clear process for regularly reviewing grant status and ensuring compliance with all return provisions. They also recognize the need for improved internal controls and oversight to prevent similar issues in the future. Management is committed to enhancing its processes and will provide the necessary training to staff to ensure that these procedures are followed correctly moving forward.

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

For the year ended June 30, 2023, United Way of West Florida, Inc. had the audit findings reported in the Schedule of Findings and Questions Costs – Federal Programs for the year ended June 30, 2023.

Finding 2023-001: Documentation for Material Agreements and Documents (Significant Deficiency)

Condition:
The Organization's grant agreements and supporting documentation were not provided in a timely manner, resulting in delayed reporting.

Status:
There were no similar issues identified for the year ended June 30, 2024 audit. The finding is resolved.

Finding 2023-002: Financial Statement Close Process (Significant Deficiency)

Condition:
The Organization's account reconciliations and financial records were not completed and closed in a timely manner, resulting in delayed reporting and ledger accounts that did not agree with subsidiary ledgers.

Status:
The Organization performed and reviewed month-end reconciliation checklists. The organization has taken steps to address the prior year finding on account reconciliation, but full implementation of corrective procedures is still ongoing.

Finding 2023-003: Control Blank Checks (Significant Deficiency)

Condition:
Blank checks are being stored in unsecured locations, such as a file drawer in the business manager's office.

Status:
The Organization stored blank checks in locked cabinet and the keys kept by Director of Finance and Director of Operations which neither of them have authority to sign checks. There were no similar issues identified for the year ended June 30, 2024 audit. The finding is resolved.

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

UNITED WAY OF WEST FLORIDA, INC.

Year Ended June 30, 2024

Finding 2023-004 Reconciliation of Cash Accounts (Significant Deficiency)

Condition:
The bank reconciliations are currently being performed by the same employee that opens the bank statements and has access to the accounting software.

Status: The Organization implemented a review of the reconciliation by CEO to ensure changes were not made and that there were no unauthorized transactions. The finding is resolved.

Finding 2023-005: Non-Compliance with Grant Agreement Reporting Deadlines (Significant Deficiency)

Condition:
During the audit, Form CF-MH 1037 Reconciliation Report for the fiscal year ending on June 30, 2023, was not timely available. It was noted that the form had not yet been sent to the grantor agency by the deadline of December 31, 2023.

Status:
The organization submitted the Form 1037 by the deadline and also hired additional staff accountant to assist managing workload. There were no similar issues identified for the year ended June 30, 2024 audit. The finding is resolved.

Finding 2023-006: Reporting (Significant Deficiency)

Condition:
The audit and data collection form and reporting packages were not submitted to the Federal Audit Clearinghouse before the deadline.

Status:
There were no similar issues identified for the year ended June 30, 2024 audit. The finding is resolved.

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Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 07/01/22 , and ending 06/30/23

B Check if applicable:
- [X] Address change
- [ ] Name change
- [ ] Initial return
- [ ] Final return/ terminated
- [ ] Amended return
- [ ] Application pending

C Name of organization
United Way of West Florida, Inc.

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
7100 Plantation Rd. STE 18

City or town, state or province, country, and ZIP or foreign postal code
Pensacola FL 32504

D Employer identification number
59-0651076

E Telephone number
850-434-3157

G Gross receipts $ 4,690,331

F Name and address of principal officer:
Laura Gilliam
7100 Plantation Rd. STE 18
Pensacola FL 32504

H(a) Is this a group return for subordinates? [ ] Yes [X] No

H(b) Are all subordinates included? [ ] Yes [ ] No
If "No," attach a list. See instructions

I Tax-exempt status: [X] 501(c)(3) [ ] 501(c) ( ) (insert no.) [ ] 4947(a)(1) or [ ] 527

J Website: www.uwwf.org

H(c) Group exemption number

K Form of organization: [X] Corporation [ ] Trust [ ] Association [ ] Other

L Year of formation: 1944

M State of legal domicile: FL

Part I Summary

1 Briefly describe the organization's mission or most significant activities:
The mission of United Way of West Florida, Inc. is uniting our community and leveraging resources to improve lives.

2 Check this box [ ] if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	28
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	28
5 Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	42
6 Total number of volunteers (estimate if necessary)	6	933
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	2,332,400	2,742,806
9 Program service revenue (Part VIII, line 2g)	1,800	20,964
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	64,276	1,374,352
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	6,113	7,902
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	2,404,589	4,146,024
13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	935,841	697,649
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	1,242,658	1,724,352
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) 221,914		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	469,889	598,289
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	2,648,388	3,020,290
19 Revenue less expenses. Subtract line 18 from line 12	-243,799	1,125,734

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	3,087,390	4,244,750
21 Total liabilities (Part X, line 26)	787,465	766,454
22 Net assets or fund balances. Subtract line 21 from line 20	2,299,925	3,478,296

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

COPY

Sign Here

Signature of officer — Date

Laura Gilliam — President/CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check [ ] if self-employed	PTIN
Michael D. Thornton				P00150049

Firm's name: Brown Thornton Pacenta & Company, PA — Firm's EIN: 59-3478013

Firm's address: P.O. Box 12484, Pensacola, FL 32591 — Phone no. 850-434-3146

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes [ ] No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission:

The mission of United Way of West Florida, Inc. is uniting our community and leveraging resources to improve lives.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [ ] Yes [X] No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [ ] Yes [X] No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 657,449 including grants of $ 547,390) (Revenue $)

See Schedule O

4b (Code:) (Expenses $ 273,240 including grants of $ 150,259) (Revenue $)

Donors to the United Way of West Florida's Fall 2022 campaign designated $480,000 of their contributions to specific agency programs. To the extent possible, United Way works to ensure that all designations stay local in our service area, Escambia and Santa Rosa Counties. The revenues generated from designation distributions represent the fees United Way assesses to recipient agencies to offset the costs of fundraising and management related to these designations.

4c (Code:) (Expenses $ 1,289,112 including grants of $) (Revenue $)

See Schedule O

4d Other program services (Describe on Schedule O.)
(Expenses $ 80,093 including grants of $) (Revenue $)

4e Total program service expenses 2,299,894

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors?* See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9	X	
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10	X	
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f	X	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21	X	

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22	X	
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	8		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			X

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return — 2a: 42			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	5a		X
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5b		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5c		
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a	X	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	X	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		X
d	If "Yes," indicate the number of Forms 8282 filed during the year — 7d:			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		X
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		X
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 — 10a:			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities — 10b:			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders — 11a:			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) — 11b:			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year — 12b:			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans — 13b:			
c	Enter the amount of reserves on hand — 13c:			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	15		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16		X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17		

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI ☒

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	28		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	28		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed FL

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☒ Own website ☒ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Laura Gilliam President/CEO	45.00 0.00			X				120,187	0	6,328
(2) Megan Burke Marketing Chair	1.00 0.00	X						0	0	0
(3) Matt Couch Director	1.00 0.00	X						0	0	0
(4) Tammy Davies Director	1.00 0.00	X						0	0	0
(5) Kendrick Doidge Director	1.00 0.00	X						0	0	0
(6) Naisy Dolar Director	1.00 0.00	X						0	0	0
(7) Deborah Douma Director	1.00 0.00	X						0	0	0
(8) Cedric Durre Director	1.00 0.00	X						0	0	0
(9) Peter Dyson Director	1.00 0.00	X						0	0	0
(10) Donna Edwards Director	1.00 0.00	X						0	0	0
(11) Tom Della Flora Director	1.00 0.00	X						0	0	0

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12) John Floyd	1.00									
Director	0.00	X						0	0	0
(13) Jessica Griffen	1.00									
Director	0.00	X						0	0	0
(14) Clare Haenszel	1.00									
Treasurer	0.00	X						0	0	0
(15) Wesley Hall	1.00									
Director	0.00	X						0	0	0
(16) Larry Heringer	1.00									
Director	0.00	X		X				0	0	0
(17) Tony Kisner	1.00									
Secretary	0.00	X						0	0	0
(18) Wanda Kotick	1.00									
Director	0.00	X						0	0	0
(19) David Kuehl	1.00									
Director	0.00	X						0	0	0
1b Subtotal								120,187		6,328
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								120,187		6,328

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 1

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue
Check if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a 97,673				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e 1,429,987				
	f All other contributions, gifts, grants, and similar amounts not included above	1f 1,215,146				
	g Noncash contributions included in lines 1a-1f	1g $ 24,209				
	h Total. Add lines 1a–1f		2,742,806			
Program Service Revenue		Business Code				
	2a Discounted Agency Rental		20,964	20,964		
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g Total. Add lines 2a–2f		20,964			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		20,681	20,681		
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental inc. or (loss) 6c					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory 7a	102,978	1,795,000			
	b Less: cost or other basis and sales exps. 7b	113,224	431,083			
	c Gain or (loss) 7c	-10,246	1,363,917			
	d Net gain or (loss)		1,353,671	1,353,671		
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c). See Part IV, line 18	8a				
	b Less: direct expenses	8b				
	c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19	9a				
	b Less: direct expenses	9b				
	c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances	10a				
	b Less: cost of goods sold	10b				
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
	11a Other Income		5,045	5,045		
	b Designation Fee Income		2,851	2,851		
	c Merchandise Sales		6	6		
	d All other revenue					
	e Total. Add lines 11a–11d		7,902			
	12 Total revenue. See instructions		4,146,024	1,403,218	0	0

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	675,179	675,179		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	22,470	22,470		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	120,187	81,908	26,597	11,682
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	1,361,680	927,985	301,340	132,355
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	16,609	11,319	3,676	1,614
9 Other employee benefits	109,573	74,675	24,248	10,650
10 Payroll taxes	116,303	79,260	25,738	11,305
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	117,722	63,935	50,770	3,017
12 Advertising and promotion				
13 Office expenses	132,945	101,135	20,750	11,060
14 Information technology				
15 Royalties				
16 Occupancy	96,108	67,775	15,253	13,080
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	31,503	23,805	5,616	2,082
20 Interest	269		269	
21 Payments to affiliates	30,635	30,635		
22 Depreciation, depletion, and amortization	29,808	21,313	4,382	4,113
23 Insurance				
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Repairs	125,177	92,939	14,000	18,238
b Telephone	19,908	17,366	1,311	1,231
c Dues	14,214	8,195	4,532	1,487
d				
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	3,020,290	2,299,894	498,482	221,914
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		509,517	1	716,181
	2	Savings and temporary cash investments		301,334	2	1,182,274
	3	Pledges and grants receivable, net		629,609	3	181,530
	4	Accounts receivable, net		370,484	4	445,961
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use		2,292	8	2,292
	9	Prepaid expenses and deferred charges		75,752	9	31,260
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 990,288			
	b	Less: accumulated depreciation	10b 169,229	395,272	10c	821,059
	11	Investments—publicly traded securities		803,130	11	859,758
	12	Investments—other securities. See Part IV, line 11			12	
	13	Investments—program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11			15	4,435
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		3,087,390	16	4,244,750
Liabilities	17	Accounts payable and accrued expenses		56,146	17	89,119
	18	Grants payable		551,580	18	610,808
	19	Deferred revenue		111,976	19	15,470
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		67,763	21	48,322
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			25	2,735
	26	**Total liabilities.** Add lines 17 through 25		787,465	26	766,454
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		1,713,203	27	2,891,934
	28	Net assets with donor restrictions		586,722	28	586,362
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		2,299,925	32	3,478,296
	33	Total liabilities and net assets/fund balances		3,087,390	33	4,244,750

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☒

1	Total revenue (must equal Part VIII, column (A), line 12)	1	4,146,024
2	Total expenses (must equal Part IX, column (A), line 25)	2	3,020,290
3	Revenue less expenses. Subtract line 2 from line 1	3	1,125,734
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	2,299,925
5	Net unrealized gains (losses) on investments	5	52,637
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	3,478,296

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(20) Jack Lowrey	1.00									
Director	0.00	X						0	0	0
(21) Barbara MacNeil	1.00									
Director	0.00	X						0	0	0
(22) Amy Miller	1.00									
Board Chair	0.00	X						0	0	0
(23) Travis Morock	1.00									
Director	0.00	X						0	0	0
(24) Eric L. Myers	1.00									
Director	0.00	X						0	0	0
(25) Todd Philips	1.00									
Vice Chair	0.00	X						0	0	0
(26) Chris Scales	1.00									
Director	0.00	X						0	0	0
(27) Dan Schebler	1.00									
Director	0.00	X						0	0	0
1b Subtotal										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)										

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(28) Patrice Whitten	1.00									
Development Chair	0.00	X						0	0	0
(29) Brian Wyer	1.00									
Director	0.00	X						0	0	0
1b Subtotal										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)										

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

United Way of West Florida, Inc.

Employer identification number

59-0651076

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	3,155,772	3,190,751	3,300,774	2,332,400	2,742,806	14,722,503
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	3,155,772	3,190,751	3,300,774	2,332,400	2,742,806	14,722,503
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						14,722,503

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
7 Amounts from line 4	3,155,772	3,190,751	3,300,774	2,332,400	2,742,806	14,722,503
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	23,917	23,907	17,854	18,154	20,681	104,513
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						14,827,016

12	Gross receipts from related activities, etc. (see instructions)	12	584,904
13	**First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**		☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2022 (line 6, column (f) divided by line 11, column (f))	14	99.30%
15	Public support percentage from 2021 Schedule A, Part II, line 14	15	99.37%
16a	**33 1/3% support test—2022.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization		☒
b	**33 1/3% support test—2021.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization		☐
17a	**10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization		☐
b	**10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization		☐
18	**Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions		☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2021 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2022** (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from **2021** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI****)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by 0.035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1		
2 Enter 0.85 of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D – Distributions		Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	1	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4 Amounts paid to acquire exempt-use assets	4	
5 Qualified set-aside amounts (prior IRS approval required—*provide details in* **Part VI**)	5	
6 Other distributions (*describe in* **Part VI**). See instructions.	6	
7 **Total annual distributions.** Add lines 1 through 6.	7	
8 Distributions to attentive supported organizations to which the organization is responsive (*provide details in* **Part VI**). See instructions.	8	
9 Distributable amount for 2022 from Section C, line 6	9	
10 Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2022	(iii) Distributable Amount for 2022
1 Distributable amount for 2022 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2022 (reasonable cause required–*explain in* **Part VI**). See instructions.			
3 Excess distributions carryover, if any, to 2022			
a From 2017			
b From 2018			
c From 2019			
d From 2020			
e From 2021			
f **Total** of lines 3a through 3e			
g Applied to underdistributions of prior years			
h Applied to 2022 distributable amount			
i Carryover from 2017 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2022 from Section D, line 7: $			
a Applied to underdistributions of prior years			
b Applied to 2022 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* **Part VI**. See instructions.			
6 Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* **Part VI**. See instructions.			
7 **Excess distributions carryover to 2023.** Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2018			
b Excess from 2019			
c Excess from 2020			
d Excess from 2021			
e Excess from 2022			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

United Way of West Florida, Inc.

Employer identification number

59-0651076

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
2a Total number of conservation easements	
2b Total acreage restricted by conservation easements	
2c Number of conservation easements on a certified historic structure included in (a)	
2d Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☒ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c	Beginning balance	1c
d	Additions during the year	1d
e	Distributions during the year	1e
f	Ending balance	1f

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☒ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	1,053,159	1,180,870	910,341	1,205,718	1,203,501
b Contributions			249,431		
c Net investment earnings, gains, and losses	62,996	-120,693	202,647	44,840	58,858
d Grants or scholarships					
e Other expenditures for facilities and programs			-174,693	-333,240	-49,722
f Administrative expenses	-6,339	-7,018	-6,856	-6,977	-6,919
g End of year balance	1,109,816	1,053,159	1,180,870	910,341	1,205,718

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment 66.94 %
- b Permanent endowment 33.06 %
- c Term endowment %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

	Yes	No
3a(i) (i) Unrelated organizations		X
3a(ii) (ii) Related organizations		X
3b b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		15,000		15,000
b Buildings		758,224		758,224
c Leasehold improvements				
d Equipment		217,064	169,229	47,835
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)*				821,059

Part VII Investments – Other Securities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 12.)*		

Part VIII Investments – Program Related.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 13.)*		

Part IX Other Assets.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)*	

Part X Other Liabilities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Lease liabilities	2,735
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)*	2,735

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII [X]

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.
Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	4,194,628
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	52,637		
b	Donated services and use of facilities	2b	146,225		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	198,862
3	Subtract line 2e from line 1			3	3,995,766
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b	150,258		
c	Add lines 4a and 4b			4c	150,258
5	Total revenue. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 12.)*			5	4,146,024

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.
Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	3,016,257
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	146,225		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	146,225
3	Subtract line 2e from line 1			3	2,870,032
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b	150,258		
c	Add lines 4a and 4b			4c	150,258
5	Total expenses. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 18.)*			5	3,020,290

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part V, Line 4 - Intended Uses for Endowment Funds

The organization holds permanently restricted funds of $366,926 as of June 30, 2023. The organization can use the income therefrom for operations. The organization holds quasi-endowed funds of $742,890 as of June 30, 2023, for which the Board designated as a reserve fund, equivalent to 90 days of operations and are set aside in the event of future disasters or economic downturns in the community.

Part X - FIN 48 Footnote

United Way of West Florida, Inc. is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for federal or state income taxes has been recognized. The Organization

Part XIII Supplemental Information *(continued)*

annually files federal information returns (Form 990), which are subject to possible examination by the taxing authorities until the expiration of the related statue of limitations, which is generally three years, for the years ended June 30, 2020 - June 30, 2023.

Management believes it has no uncertain tax positions that qualify for either recognition or disclosure in the financial statements and no returns are currently under examination.

Part XI, Line 4b - Revenue Amounts Included on Return - Other

Designated Contributions	$	150,258

Part XII, Line 4b - Expense Amounts Included on Return - Other

Direct Designations	$	150,258

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

Attach to Form 990.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

United Way of West Florida, Inc.

Employer identification number

59-0651076

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? [X] Yes [ ] No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) ARC Gateway 3932 N 10th Ave Pensacola FL 32503	59-0940528	501c3	8,500				Designation/Alloc
(2) Autism Pensacola 10001 North Davis Highway, Bldg 1 Pensacola FL 32514	11-3643957	501c3	9,750				Designation/Alloc
(3) BigBrosBigSisters of NWFL 1320 Creighton Road Pensacola FL 32504	59-2996893	501c3	13,812				Designation/Alloc
(4) Boys & Girls Club of the Emerald Co 923 Denton Blvd NW Destin FL 32547	59-1267050	501c3	31,250				Designation/Alloc
(5) Capstone Adaptive Learning 2912 N E Street Pensacola FL 32501	59-0737912	501c3	38,000				Designation/Alloc
(6) Catholic Charities NWFL 11 North B St Pensacola FL 32502	59-3213644	501c3	22,250				Designation/Alloc
(7) Childrens Home Soc of FL 5766 S Semoran Blvd Orlando FL 32822	59-0192430	501c3	17,000				Designation/Alloc
(8) Council on Aging of WFL PO Box 17066 Pensacola FL 32522	59-1373939	501c3	50,250				Designation/Alloc
(9) Ecomfort Inc 2202 N Pace Blvd Pensacola FL 32505	20-8665559	501c3	9,750				Designation/Alloc

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

Attach to Form 990.

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OMB No. 1545-0047

2022

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Name of the organization

United Way of West Florida, Inc.

Employer identification number

59-0651076

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) Every Child a Reader in Esc PO Box 71 Pensacola FL 32591	26-1200860	501c3	26,750				Designation/Alloc
(2) Favorhouse of NW FL 2001 W Blount St Pensacola FL 32501	59-2075120	501c3	16,950				Designation/Alloc
(3) Feeding the Gulf Coast 5248 Mobile South St Theodore AL 36582	63-0821997	501c3	5,750				Designation/Alloc
(4) Gulf Kids House 3401 N 12th Ave Pensacola FL 32503	59-3520130	501c3	8,750				Designation/Alloc
(5) Health&Hope Clinic 1718 E Olive Rd Pensacola FL 32514	26-4336638	501c3	35,464				Designation/Alloc
(6) Legal Svcs of North FL 1741 N Palafox St Pensacola FL 32501	51-0197090	501c3	44,406				Designation/Alloc
(7) Lutheran Svcs of NWFL 4610 W Fairfield Dr Pensacola FL 32506	59-2198911	501c3	21,700				Designation/Alloc
(8) Northwest Florida Community Outreac PO Box 37632 Pensacola FL 32526	55-0805293	501c3	11,457				Designation/Alloc
(9) Pace Ctr for Girls 1028 Underwood Ave Pensacola FL 32504	59-2414492	501c3	14,750				Designation/Alloc

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

Attach to Form 990.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

United Way of West Florida, Inc.

Employer identification number

59-0651076

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) Pensacola United Methodist Communit 2600 W. Strong St. Pensacola FL 32505	63-0302145	501c3	17,810				Designation/Alloc
(2) Santa Rosa Kids House 5643 Stewart St Milton FL 32570	20-1524354	501c3	22,250				Designation/Alloc
(3) United Methodist 2600 West Strong Street Pensacola FL 32505	63-0302145	501c3	11,750				Designation/Alloc
(4) Valerie's House Inc PO Box 1955 Fort Myers FL 33902	47-3701240	501c3	20,900				Designation/Alloc
(5) Various Donor Designations Various Various FL 32591		501c3	150,259				
(6) Various Other Entities < $5,000 Various Various FL 32591		501c3	47,421				Designation/Alloc
(7) YMCA of NW Fl PO Box 13170 Pensacola FL 32591	59-0624465	501c3	9,750				Designation/Alloc
(8)							
(9)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

	(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
1	Emergency Assistance		22,470			
2						
3						
4						
5						
6						
7						

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

Part IV - Additional Information

United Way distributes grants through its annual Community Investment process, which includes solicitation of grant applications from our certified partner agencies. United Way volunteers to review all grant applications including review of application outcomes and measures. For any grants awarded, the recipient agency is required to provide semi annual reports detailing their accomplishments, in accordance with their original grant applications, including documenting their outcome results.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

United Way of West Florida, Inc.

Employer identification number

59-0651076

Form 990, Part III, Line 4a - First Accomplishment

United Way of West Florida, Inc. manages a Community Investment process to distribute donor contributions to non-profits serving Escambia and Santa Rosa Counties that are affecting positive community changes in the areas of health, education, and financial stability. Our goals are to reduce obesity and unhealthy behaviors while increasing stable and healthy independent living, increasing reading proficiency and decreasing poverty while stabilizing families with an increase in banking, employability, and sustainable financial success. We awarded $480,000 to partner agency programs through this process. In addition, we participated Stuff the Bus which distributed funds to Escambia and Santa Rosa School County Districts for the purpose of school supplies. We also partnered with local television and radio stations for Miracles on Palafox, which distributed gift cards to low-income families.

Form 990, Part III, Line 4c - Third Accomplishment

2022 -2023 was a time of growth and expansion for the program provided by 211NWFL. We continually offer our free service to anyone in need who calls our easy to remember 211 number 24 hours a day, 7 days a week - including all holidays. Our service area expanded from 8 to 10 counties with the addition of 988 the Suicide and Crisit Lifeline. The expanded service area required an increase staff capacity to serve all 10 counties plus 988 calls. Staff included day to day phone coverage, resource vetting and trainers. The 211NWFL contracted service area for the Florida Veterans Support Line counties serves 10 counties and expanded services by

offering a monthly Coffee with a Vet program and employees degreed full time veteran care coordinators and 1 full time veteran recourse specialist. The 211NWFL public website is a resource data base that contains information on over 1,700 human services for veterans, mental health, food assistance, daycare, support groups, and more. Local nonprofits, school staff and case management specialists also have access to the database to help their clients that may not have immediate access to a telephone or the internet. 211NWFL, including 988 and the Florida Veteran Support Line, provided 100,575 referrals which impacted 59,555 individuals and 2,872 Veterans.

Form 990, Part III, Line 4d - All Other Accomplishments

United Way is involved with a number of other initiatives designed to support its missions, including the following:

Ambassador program - Ambassadors are volunteers who are "loaned" to United Way by their employers to serve as the primary advocates for UWWF through the workplace campaigns. The ambassador program is designed to help participants develop their leadership skills and understanding of the non-profit community through regular training seminars that feature community leaders and non-profit leaders. Nine (9) Ambassadors volunteered 99 hours during the 2022-2023 campaign season.

Day of Caring - Day of Caring is the largest single volunteer service in Escambia and Santa Rosa Counties. Local volunteers are matched with non-profit agencies and schools to spend a full day or half day working on a variety of service projects. In total, 558 volunteers contributed 2,384 hours of volunteer labor, valued at an estimate $47,489.28 of community impact.

Name of the organization: United Way of West Florida, Inc.

Employer identification number: 59-0651076

SingleCare, formerly called Familywize is a longtime partner with the United Way system.

Working with nearly 1,000 United Ways dedicated to helping improve health and well-being of individuals, families, and communities. United Way helped 7,462 citizens save over

$816,672.90 on prescription medicine during this fiscal year.

VITA - VITA is the Volunteer Income Tax Assistance program, managed by United Way serves Escambia and Santa Rosa Counties. The program uses training IRS certified volunteers to provide free tax preparation for low income

individuals and families. In the last year, the VITA program prepared over 735 returns. The program saved users almost $161,700 in tax preparation fees.

RSVP - RSVP is a federally funded Retirement Senior Volunteer Program offered by United Way. Individuals 55 and older are matched with local volunteer sites recruited by United Way. RSVP offered 11 Lunch and Learn

events plus one holiday party. The program recruited and maintained 39 unduplicated RSVP members who recorded 1,211.75 service hours.

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990

A draft of the complete Form 990 is sent to all Board

members prior to submission. Board members are asked to review the document and direct any questions to the Chief Financial Officer.

Form 990, Part VI, Line 12c - Enforcement of Conflicts Policy

Part VI, Line 12c - All Board members are required to disclose annually,

any potential conflicts of interest in a written disclosure document.

Form 990, Part VI, Line 15a - Compensation Process for Top Official

Part VI, Line 15a - The CEO's salary is reviewed and approved by the Board of Directors annually. The salary is compared to similar non-profits locally and within the United Way system for reasonableness.

Form 990, Part VI, Line 15b - Compensation Process for Officers

Part VI, Line 15b - As a part of the annual budget process, the salaries of all staff, including the CEO and CFO, are reviewed by the Board's Finance committee and Human Resources committee.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation

United Way posts its most recently completed audited financial statements and Form 990 on its website for public inspection. In addition, the 990 is available on Guidestar.org and the organization is listed as a BBB accredited charity under the Better Business Bureau's Wise Giving Alliance.

Form 990, Part XI, Line 9 - Other Changes in Net Assets Explanation

Designated Contributions	$ -150,258
Direct Designations	$ 150,258

Form **8868**

(Rev. January 2022)

Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

▶ **File a separate application for each return.**

▶ **Go to *www.irs.gov/Form8868* for the latest information.**

OMB No. 1545-0047

Electronic filing *(e-file)*. You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits*.

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.	Taxpayer identification number (TIN)
United Way of West Florida, Inc.	59-0651076

Number, street, and room or suite no. If a P.O. box, see instructions.
7100 Plantation Rd. STE 18

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
Pensacola FL 32504

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ▶ Laura Gilliam
  7100 Plantation Rd. STE 18
  Pensacola FL 32504

Telephone No. ▶ 850-434-3157 Fax No. ▶

- If the organization does not have an office or place of business in the United States, check this box ▶ ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ▶ ☐. If it is for part of the group, check this box ▶ ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 05/15/24, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

▶ ☐ calendar year _____ or

▶ ☒ tax year beginning 07/01/22, and ending 06/30/23.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	3a	$	0
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	3b	$	0
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	3c	$	0

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

For Privacy Act and Paperwork Reduction Act Notice, see instructions.

ELF History Report

Client ID: 33628
Name: United Way of West Florida, Inc.
TIN: 59-0651076
SubID/AckId/RIN: 50371120232820072973
Return Type: 990 US EXT

Elf Event	Date/Time	User ID	Comment
ELF extension file created	10/09/23 10:27AM	aclark	
ELF extension file selected for transmission	10/09/23 02:50PM	dneal	
ELF extension file transmitted to CS	10/09/23 02:50PM	dneal	
ELF extension ACK received, return accepted	10/09/23 04:22PM	bjohnson	Ack issued by agency:10/09/2023 Postmark 10/09/2023 3:50:56 PM ET ELF filename=33628.990_EXT.2022_0.US.XEF Accepted SubID=50371120232820072973 AltReturn:1

General Fund 001

Be Ready Alliance Coordinating for Emergencies (BRACE)

2

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2026
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- ✓ Submit a fully completed Agency Funding Request Application
- ✓ Submit a copy of your organization's current W-9
- ✓ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- ✓ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- ✓ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Community Organizations Active in Disaster, Inc. dba Be Ready Alliance Coordinating for Emergencies, (BRACE)

Agency Address: 150 W. Maxwell St. Pensacola, FL 32501

Program Name for which funding is being requested: Resilient Escambia

Amount Requested: $ 100,000

Program Contact: Dr. Nick Jackson

Contact Email: njackson@bereadyalliance.org Contact Phone: (850) 530-5567

25-Word Description of Program: Lead and coordinate partner organizations and citizens in disaster prevention, preparedness, response, and recovery to make Escambia County safer, stronger, and more resilient to disasters.

How many years has your organization been providing services in the County? 19

How many years has your organization received funding from the County? 7

Explain how receiving funds from the County would have a significant impact on your organization:

This funding is critical to BRACE's mission to build community resilience and provide comprehensive disaster-related services in partnership with Escambia County. BRACE has not received County funding in the past two years, which has caused significant reductions in our ability to carry out our mission and perform the responsibilities asked of us by Escambia County Emergency Management.

The BRACE Board removed the previous CEO and selected Dr. Nick Jackson in September 2023. In November 2023, Escambia County Emergency Management selected BRACE to serve as its official fiscal agent, a decision that reflects the growing trust and collaboration between the two organizations. The role was formalized through an MOU agreement on February 22, 2024, giving BRACE the responsibility to receive, manage, and distribute emergency-related donations and grant funds on behalf of the County. BRACE has been providing this service at no cost, unlike other fiscal agents that

typically charge administrative fees of 7% to 15%. This partnership reflects both BRACE's strong financial management and its leadership in disaster response, offering the County a transparent, accountable, and efficient way to handle critical funds in times of crisis.

BRACE is the lead for the Escambia Long Term Recovery Group (LTRG) and has been recognized by the Florida Volunteer Organizations Active in Disasters as the model for long term recovery groups across the state. BRACE plays a vital role in supporting the county during disasters by uniting over 500 public and nonprofit partners to collaboratively address disaster preparedness, response, mitigation, and recovery. When a disaster strikes, BRACE activates its extensive network to assess unmet needs, secure resources, and streamline support for individuals and families impacted by the crisis. As the Lead for the LTRG, BRACE has set the standard in coordinating volunteers, managing donations, and facilitating case management, all while empowering Escambia County communities to rebuild stronger and more resilient. Their leadership ensures that recovery efforts are strategic, inclusive, and sustained well beyond the initial response phase. BRACE's ongoing partnership with Escambia County Emergency Management and deep commitment to whole-community recovery make the organization vital to the county's disaster preparedness and long-term resilience.

As the Lead Organization for Emergency Support Function 15 (Volunteers and Donations) in Escambia County's Comprehensive Emergency Management Plan, BRACE plays a vital role in coordinating efforts among government agencies, nonprofit partners, and the broader community. BRACE is responsible for maintaining the systems, relationships, and capacity needed to engage and mobilize more than 30,000 volunteers before, during, and after disasters—most of whom come from Long Term Recovery Group member agencies and Florida Voluntary Organizations Active in Disaster (VOAD) partners. This network supports complex operations and strengthens the County's ability to respond and recover efficiently during emergencies. County funding is essential to sustaining this level of operational readiness and ensuring BRACE can continue meeting the responsibilities outlined in its Memorandum of Understanding with Escambia County.

With County funding, BRACE will continue its nearly 20-year commitment to preparing all Escambia County residents for disasters through targeted outreach as well as education, and training opportunities. We serve individuals across every socio-economic level—including families, business owners, seniors, individuals with disabilities, veterans, and low-income households—by making preparedness information accessible, practical, and affordable. This is accomplished through in-person Community Emergency Response Team (CERT) classes for both adults and teens, disaster preparedness information distribution events, community workshops, social media outreach, and downloadable information on our website. Our programs include low-cost strategies that help households prepare with less financial strain and provide age-appropriate resources that not only empower children to help their families get ready but also relieve their own anxiety.

In 2024, BRACE launched the very successful Disaster Defender program as part of our Teen CERT initiative to expand access to emergency preparedness training for high school students. Now active in five of Escambia County's seven public high schools, the program is integrated into courses like HOSA, Skilled Trades, the Fire Academy, and JROTC. Since the 2024–2025 school year began, 176 students have graduated, with 491 more on track to complete the program by year's end. The Disaster Defender program is offered as a 9-week in-class or 12-hour online curriculum using district-provided computers, making it accessible to all students, including those from ALICE households. Based on FEMA guidelines, it builds leadership and disaster response skills. Graduates become Teen CERT members and earn service hours through projects such as park cleanups, and hydration support during community

events. These hours can be used for scholarships and may also earn national recognition through the President's Volunteer Service Award. The program promotes student engagement, workforce readiness, and civic responsibility. Without County funding, BRACE may not be able to continue this very successful program because we cannot afford to hire an individual to replace the volunteer who developed and has been coordinating the program.

Another very successful initiative that began in 2024 was the engaging of organized community groups in "group-based" CERT training to expand Escambia County's disaster response capacity. The Pensacola Jeep Club was the first to participate, with 22 members completing training and volunteering to support local efforts—filling sandbags, assisting at events, and attending monthly skill-building sessions. During the January 2025 snowstorm, they provided free four-wheel drive transportation for essential healthcare personnel, ensuring the continuity of critical services.

Other groups are interested in similar training, but without County funding, BRACE cannot provide the official CERT gear and supplies that support safety, visibility, and a sense of identity—especially when volunteers serve locally or deploy to other regions at the request of the County or State, as Escambia's CERT team did after Hurricane Helene in 2024. Funding is needed to sustain and grow this successful program.

As another service to Escambia County, BRACE offers free workshops for neighborhood associations to help identify local resources and assess neighbors' needs before a disaster occurs. With the group's permission, this information is shared with Escambia County Emergency Management during disasters to help prioritize critical needs and guide response efforts. These workshops support personalized planning and strengthen neighborhood-level readiness. The program is highly valued by the community, but without County funding, BRACE may not be able to continue it. Our goal is to ensure residents are "one week ready" and able to respond confidently to emergencies.

Every dollar invested in preparedness today saves lives and reduces costs tomorrow—and with County support, BRACE is positioned to continue serving as a force multiplier for Escambia's emergency readiness.

PRIOR YEAR FUNDING

(If none received, mark N/A and skip to the next section)

Amount Received Last Year, if applicable: _____N/A_____

Briefly discuss how last year's funds were used:

_____

_____N/A_____

_____

_____

_____

_____

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? ____N/A_____

_____

_____

_____

_____

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?

BRACE is requesting County funding to support a portfolio of high-impact disaster preparedness and volunteer coordination programs that fulfill public safety responsibilities that directly serve Escambia County residents. These funds will be used to maintain and expand services that strengthen individual, neighborhood, and community-level readiness while fulfilling BRACE's operational responsibilities under Escambia County's Comprehensive Emergency Management Plan.

Escambia County funding will cover core programs including managing Emergency Support Function 15 (Volunteers and Donations) under Escambia County's Comprehensive Emergency Management Plan, delivering Community Emergency Response Team training for adults and teens, and leading the in-school Disaster Defender Teen CERT initiative. Additional core programs include disaster preparedness workshops, countywide outreach events, and accessible educational resources offered both in person and online. Together, these programs promote preparedness across all socio-economic groups, improve household safety, and strengthen the County's overall ability to respond to emergencies.

With funding, BRACE will be able to lead and coordinate the adult and teen Community Emergency Response Team (CERT) classes to train members in support of County residents during disasters. In 2024 more than 100 county residents increased their ability to help their co-workers, families, and neighbors by completing CERT classes, The CERT training provided by BRACE is a comprehensive program that equips volunteers with essential disaster preparedness and emergency response skills. Designed using FEMA's standardized curriculum, CERT educates individuals about the potential hazards in their community and trains them in key areas such as fire safety, light search and rescue, disaster medical operations, and effective team organization. This consistent national approach ensures that volunteers are capable of supporting local emergency responders by taking action during the critical hours and days following a disaster. As part of the training, participants take part in mandatory hands-on disaster simulation that reinforces leadership, teamwork, and crisis management skills. receive a CERT backpack filled with standardized safety gear, including a helmet, gloves, goggles, a flashlight, a high-visibility vest, and a personal protection mask, ensuring they are prepared to assist safely and effectively during emergencies.

BRACE also operates a youth-focused Teen Community Emergency Response Team program and developed the Disaster Defenders initiative which brings CERT training directly into 5 of Escambia County's public high schools. Embedded into existing courses such as HOSA, Skilled Trades, Fire Academy, and JROTC, students receive the same high-quality FEMA-certified instruction as adult CERT members and also participate in a mandatory hands-on disaster simulation that reinforces leadership, teamwork, and crisis management skills. Unlike adult CERT members, Teen CERT members do not deploy in real emergencies but instead act as preparedness ambassadors, educating their families, supporting evacuation drills, and promoting community awareness. By offering this training within the school environment or as a flexible online course, BRACE removes common barriers such as transportation and cost, making disaster preparedness education accessible to a wide range of students. Since the 2024–2025 school year began, 176 students have graduated from the Disaster Defender program with 491 more on track to complete the program by the end of the school year. Both the adult and teen CERT programs play a vital role in strengthening Escambia County's community resilience and emergency readiness.

County funding will also help BRACE meet new state and school district requirements that call for Level 2 background screenings for all volunteers who deploy outside the region, as well as any individual participating in school-based disaster simulations. These screenings can cost $45 or more per person and are a necessary step in ensuring safety and compliance.

In addition, funding will support more group-based CERT classes for civic groups like the Pensacola Jeep Club that assisted healthcare workers get to work during the January snowstorm, disaster preparedness training for faith-based organizations that want to know how to prepare their congregations before a disaster, and other local organizations. Funding will also provide neighborhood preparedness workshops that help residents identify community-specific risks and resources; and year-round outreach activities that include family-focused educational events and preparedness material distribution. As an example, in September of 2024 BRACE had representatives at grocery stores in different socio-economic areas of the North, South, East and West areas of the County distributing Disaster Preparedness Guides and gift cards to highlight the need for preparedness and National Disaster Preparedness Month.

These programs are not just educational—they are operational. They multiply the County's disaster response capacity, equip residents with lifesaving skills, and create a ready network of volunteers that can be called on in times of crisis. With more frequent and severe weather events impacting Escambia County—including hurricanes, flooding, tornadoes, and even the rare snowstorm of January this year, —the need for trusted, community-based preparedness leadership is greater than ever. BRACE fills that role as an essential asset to Escambia County's overall emergency management system.

Is your program a governmental function or requirement? If a governmental request, please cite regulatory/statutory requirements. Please explain:

No, our program is not a government requirement, however, BRACE directly supports Public Safety and Emergency Management functions that protect the lives, health, and property of Escambia County residents, as outlined in the Memorandum of Understanding between BRACE and Escambia County. BRACE serves as the Lead Organization for

Emergency Support Function 15 (Volunteers and Donations) in the County's Comprehensive Emergency Management Plan (CEMP). According to the CEMP, the mission of Emergency Support Function 15 is "to coordinate the efficient and effective utilization of affiliated and unaffiliated volunteers and donated resources and information necessary to meet the needs of the impacted area(s) of Escambia County following a disaster or other incident of significance."

BRACE also supports Emergency Support Function 6 (Mass Care), assisting the lead agency with disaster sheltering and feeding operations. As defined in the CEMP, the mission of Emergency Support Function 6 is "to coordinate mass care, emergency assistance, and select human services to meet the needs of disaster survivors."

In addition, BRACE acts as a program facilitator for FEMA and Department of Homeland Security training initiatives, including Community Emergency Response Team (CERT) training, Teen CERT programs, and Citizen Corps activities. These efforts are closely aligned with local, state, and federal emergency preparedness objectives and serve a vital governmental function in protecting and preparing Escambia County's residents.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how you have partnered with those organizations in the area:

There are no other programs in Escambia County that match the scope, structure, and coordination role that BRACE fulfills in disaster preparedness and recovery. BRACE is the only recognized Community Organizations Active in Disaster (COAD) serving the county, and it plays a central role in coordinating voluntary, nonprofit, and faith-based organizations that assist disaster survivors throughout the recovery process. BRACE partners with Escambia County, the City of Pensacola, and the Town of Century to ensure an organized and equitable response to community needs following a disaster.

BRACE also serves as the Escambia County-based member of the Florida Voluntary Organizations Active in Disaster (Florida VOAD), representing local voluntary and faith-based organizations at the state level. This affiliation enables BRACE to request assistance from the 61 national members of the National VOAD network—groups that are often among the first to arrive after major disasters to provide services like muck-outs and emergency home repairs, including temporary roof tarping.

As the local administrator of COAD, BRACE leads the Escambia Long Term Recovery Group (LTRG), coordinating the recovery efforts of voluntary and faith-based organizations. BRACE ensures that all sectors of the community are fairly represented and that resources are used effectively to meet the unmet needs of low-income residents. BRACE holds regular "blue sky" meetings to maintain coordination among community partners, and during disaster recovery ("gray sky" conditions), the organization leads efforts to distribute community donations and disaster-related grant funding.

With more than 250 partner organizations—including United Way of West Florida, Council on Aging, Habitat for Humanity of Pensacola, Catholic Charities, the Salvation Army, Greater Pensacola Chamber of Commerce, Gulf Coast Minority Chamber of Commerce, and the University of West Florida—BRACE serves as a force multiplier in support of emergency management.

BRACE's work has been nationally recognized by FEMA's Individual and Community Preparedness Awards Program more times than any other locally based nonprofit disaster organization in the country.

The organization has received three top awards and ten honorable mentions, largely due to its effectiveness in building strong partnerships that accomplish more together than any single agency could do alone. BRACE is also frequently cited by the Florida Division of Emergency Management as a best practice for its leadership in engaging the whole community to achieve maximum disaster readiness.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

BRACE has the experience, partnerships, and infrastructure needed to serve as an effective lead agency for community-based disaster preparedness and volunteer coordination in Escambia County. For nearly 20 years, BRACE has served as the central hub for mobilizing volunteers, educating residents, and coordinating with local government and nonprofit partners before, during, and after disasters. As the only recognized Community Organizations Active in Disaster (COAD) in Escambia County, BRACE is uniquely positioned to lead programs that prepare individuals and neighborhoods for emergencies—programs that no other agency in the region offers at the same scale or with the same level of integration into the County's emergency management system.

BRACE is the best partnering agency for this work because it is already embedded in the County's Comprehensive Emergency Management Plan as the Lead Organization for Emergency Support Function 15 (Volunteers and Donations). In this role, BRACE is responsible for managing a network of over 30,000 volunteers, most of whom are affiliated with Long Term Recovery Group agencies and Florida VOAD partners. BRACE also serves as the County's official fiscal agent for disaster donations and grant funds, a responsibility it fulfills at no cost, providing transparency and accountability during times of crisis.

Our programs are community-driven, FEMA-aligned, and tailored to the needs of Escambia County. These include Adult and Teen CERT training, the Disaster Defender initiative in local high schools, group-based CERT classes for community organizations, neighborhood preparedness workshops, and hands-on disaster simulations. We work across all sectors—from school districts to civic groups—to ensure everyone, regardless of age or income, has access to high-quality, no-cost preparedness education. Through these efforts, we make it possible for residents to become "one week ready" and for local volunteers to safely support emergency response operations.

No other organization in Escambia County offers this combination of national training standards, direct partnership with the County, and deep local engagement. While other groups may offer components of disaster support—such as sheltering, food distribution, or recovery assistance—BRACE is the only agency that brings them all together, coordinates their efforts, and prepares the community before a disaster strikes.

This level of integration, trust, and impact—recognized by FEMA and the Florida Division of Emergency Management as a best practice—makes BRACE not just the best partner for these programs, but an essential asset to Escambia County.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____10____%
- Percentage for direct programming costs: **_____90_____%**

Our expense table (page 15) notes total salaries and wages for our organization, not specifically one particular program. A large portion of direct programming costs goes toward paying speakers and trainers who lead these education workshops. Only 10% of the county money is going towards administrative costs. Ninety percent of the money is going towards direct programming cost (which includes paying our speakers/trainers).

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

Escambia County has not funded BRACE for the past two years, and that lack of support has already had an impact on our ability to fully carry out the responsibilities outlined in our Memorandum of Understanding (MOU) with the County for disaster preparedness, response, and recovery. Choosing not to fund BRACE again—or funding at a reduced level—**could severely affect** the County's overall disaster resiliency and **would** limit the services available to the families who live here. BRACE is the only agency in Escambia County that provides this broad scope of disaster preparedness, volunteer coordination, public disaster preparedness education, and disaster recovery support. A reduction in funding would not only result in reduced capacity but would also force a reassessment and potential revision of the MOU with Escambia County, as BRACE would no longer be able to meet all outlined obligations without appropriate resources. Furthermore, because BRACE's work directly aligns with Department of Homeland Security/FEMA standards and Florida Division of Emergency Management priorities, underfunding these programs would create operational gaps that could not easily be filled by another agency. According to FEMA, every $1 spent on preparedness saves $6 in future losses, meaning that any funding not provided now could lead to much greater financial and human costs during future disasters.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: _____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.

N/A

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. **Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.**

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Reduce disaster-related deaths, injuries, damages, and losses by 10% through training programs and mobilizing up to 30,000 volunteers in partnership with local and national organizations.				
*Volunteers Attending Training	383	795	1,122	41.13%
*Volunteer Training Hours	2,542	3,222	4,855	50.68%
*Volunteers Capable of mobilizing and engaging	30,000	30,000	30,000	0
*Volunteers Mobilized	138	8	15	N/A
Volunteer Hours Mobilized	1690 hrs	413 hrs	3808 hrs	N/A
2. Enhance Escambia County's disaster resilience by 20% through targeted outreach and education, including training sessions and social media campaigns focused on preparedness, response, recovery and mitigation.				%
*Outreach events to inform, educate and train residents both in person and through social media platforms	92 events	112 events	80 events	28.57% events
*Social media outreach	23,900 social media	84,000 social media	114,800 social media	36.7% Social media
*Residents Attending Outreach Events	4,173	7,362	14,458	96.4%
3. Increase youth participation in disaster preparedness activities by 20% to build a culture of readiness among the next generation				
*Children/youth attending Emergency Preparedness Activities	**940**	**1,847**	**4,328**	**134.3%**

2. **Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."**

Program Goals	FY26
1. Reduce disaster-related loss of life, injury, property damage, and economic and environmental impact by 10% through training programs and the mobilization of up to 30,000 volunteers in partnership with local and national organizations.	
• Volunteers attending training	200
• Volunteer training hours	2,000
• Volunteers capable of mobilizing and engaging	30,000
2. Enhance Escambia County's disaster resilience by 20% through targeted outreach and education—including training sessions and social media campaigns—focused on preparedness, response, recovery, and mitigation.	
• Outreach events to inform, educate and train residents	50
• Residents attending outreach events	6,000
• Social media outreach	50,000
3. Increase youth participation in disaster preparedness activities by 20% to build a culture of readiness among the next generation.	
• Youths attending disaster preparedness activities and/or training	750

3. **Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."**

Baseline for Goals	FY26
1. Reduce disaster-related loss of life, injury, property damage, and economic and environmental impact by 10% through training programs and the mobilization of up to 30,000 volunteers in partnership with local and national organizations.	
• Volunteers attending training	100
• Volunteer training hours	1,000
• Volunteers capable of mobilizing and engaging	30,000
2. Enhance Escambia County's disaster resilience by 20% through targeted outreach and education—including training sessions and social media campaigns—focused on preparedness, response, recovery, and mitigation.	
• Outreach events to inform, educate and train residents	25
• Residents attending outreach events	3,000
• Social media outreach	14,500
4. .Increase youth participation in disaster preparedness activities by 20% to build a culture of readiness among the next generation	
Children/youth attending Emergency Preparedness Activities	500

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. Please round figures to the nearest whole dollar.

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$ 67,985.00	$ 50,000.00	$ 50,000.00
Programmatic Income	$ 0	$ 0	$ 0
County Funding/Direct Contribution	$ 0	$ 0	$ 100,000
County Funding by Other Source (a)	$ 0	$ 0	$ 0
City Funding	$ 40,000.00	$ 25,000.00	$ 15,000.00
Local Non-Profit Funding	$ 13,000.00	$ 10,000.00	$ 5,000.00
State Funding	$ 0	$ 0	$ 10,00.00
Federal Funding	$ 56,500.00	$54,0000.00	$53,000.00
Memberships	$ 0	$ 0	$ 0
Investment Income	$ 60.000.00	$ 47,000.00	$ 47,000.00
Other Income (b)	$ 245,500.00	$294,894.00	$ 200,000.00
Total Income	$ 482,985.00	$ 480,894.00	$ 480,000
	$	$	$
	$	$	$

(a) **Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.)**

N/A

(b) **Please explain by Fiscal Year any amount listed in the "Other Income" line item.**

With each fiscal year, BRACE received in-kind donations from AmeriCorps that totaled the community service hours provided by Volunteers In Service to America (VISTA) to Escambia County

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	3	5	**5**
Salaries and Wages	$ 202,760.00	$ 335,000.00	$ 287,000.00
Employee Benefits	$ 5,600.00	$ 5,600.00	$ 9,500.00
Professional Services	$ 32,900.00	$ 30,000.00	$ 30,000.00
Contractual Services	$ 23,500.00	$ 18,000.00	$ 4,000.00
Travel Expenses	$ 7,895.00	$ 5,000.00	$ 3,500.00
Rentals and Leases	$ 15,864.84	$ 12,000.00	$ 12,000.00
Communication	$ 7,000.00	$ 8,000.00	$ 8,000.00
Postage and Freight	$ 100.00	$ 150.00	$ 150.00
Repair and Maintenance	$ 0	$ 0	$ 0
Printing and Binding	$ 1,000.00	$ 3,500.00	$ 1,000.00
Marketing and Promotion	$ 2,500.00	$ 2,500.00	$ 2,500.00
Fuel	$ 4,180.00	$ 6,000.00	$ 3,000.00
Supplies	$ 3,000.00	$ 3,000.00	$ 2,000.00
Event Expenses	$ Not separated out	$ 25,000.00	$ 25,000.00
Capitalizable Assets for County Funding (a)	$ 0	$ 0	$ 0
Other Expenses (b)	$ 313,041.16	$ 173,000.00	$ 107,000.00
Total Expenses	$ 619,341.00	$ 626,750.00	$ 494,650.00
Net Income - (Revenue minus Expense)	$ (-136,356.00)	$ (-145,856.00)	$ (-14,650.00)

(a) **Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.**

N/A

(b) **Please explain any request listed in the "Other Expenses" line item.** Other Expenses include In-Kind Expenses of $107,000

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? BRACE operates on a Fiscal Year July 1 – June 30
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statement

On page 14 & 15 we mistakenly keyed in our board approved estimated budget for the Most Recently Completed Budget year FY2024. The audited budget is the accurate budget that should be used.

Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left-over/residual funds?

N/A

3. **Please list the salaries of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.**

Name	Position	Salary
Dr. Nick Jackson	CEO	$ 115,000
Robin Bridges	VISTA Supervisor	$ 60,000
Preston Marvel	IT Administrator / CERT Program Manager	$ 45,000
Caroline Klages	Development Coordinator	$ 40,000
Ashley Peck	Finance Support Manager	$ 27,000

Please provide the total amount of cash and investments on hand. $1,000,716.59 in a CD and $90,331,96 in bank accounts

4. **Does your organization charge fees for services? If so, provide a list of fees charged.**

BRACE does not currently charge fees for services

5. **Does your organization require background checks from volunteers and staff?**

BRACE requires background checks from staff, VISTA members, and office volunteers. In order for volunteers to be deployed in response to a disaster outside this area, they must also pass a background check.

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A:

____N/A_____

1. What is your agency's Strategic Plan? _____

2. How many jobs were created this year over last year by zip code? _____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

3. Was there any increase in membership for the local chambers? _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

5. Can we reduce the taxpayer subsidy? _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Nick Jackson
Name

CEO 3/31/25
Title Date

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Community Organizations Active in Disaster Inc.

2 Business name/disregarded entity name, if different from above.

DBA as BRACE

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

150 W. Maxwell Street

6 City, state, and ZIP code

Pensacola, FL 32501

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

2	0	–	4	8	1	5	8	9	1

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** Nick Jackson **Date** 3/12/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUN 23 2006

COMMUNITY ORGANIZATIONS ACTIVE IN
DISASTER INC
C/O PATRICIA D LOTT
25 W CEDAR ST
PENSACOLA, FL 32502

Employer Identification Number:
20-4815891
DLN:
17053160016046
Contact Person:
RENEE RAILEY NORTON ID# 31172
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
June 30
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
April 24, 2006
Contribution Deductibility:
Yes
Advance Ruling Ending Date:
June 30, 2010

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. During your advance ruling period, you will be treated as a public charity. Your advance ruling period begins with the effective date of your exemption and ends with advance ruling ending date shown in the heading of the letter.

Shortly before the end of your advance ruling period, we will send you Form 8734, Support Schedule for Advance Ruling Period. You will have 90 days after the end of your advance ruling period to return the completed form. We will then notify you, in writing, about your public charity status.

Please see enclosed Information for Exempt Organizations Under Section 501(c)(3) for some helpful information about your responsibilities as an exempt organization.

Letter 1045 (DO/CG)

DEC 12 2006

COMMUNITY ORGANIZATIONS ACTIVE IN

We have sent a copy of this letter to your representative as indicated in your power of attorney.

Sincerely,

Lois G. Lerner
Director, Exempt Organizations
Rulings and Agreements

Enclosures: Information for Organizations Exempt Under Section 501(c)(3)
Statute Extension

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning 07/01/23 **, and ending** 06/30/24

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 150 WEST MAXWELL STREET

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32501

D Employer identification number: 20-4815891

E Telephone number: 850-444-7135

G Gross receipts$: 172,447

F Name and address of principal officer: NICK JACKSON

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.BEREADYALLIANCE.ORG

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2006

M State of legal domicile: FL

Part I Summary

1 Briefly describe the organization's mission or most significant activities: SEE SCHEDULE O

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

Activities & Governance	**3** Number of voting members of the governing body (Part VI, line 1a)	**3**	11
	4 Number of independent voting members of the governing body (Part VI, line 1b)	**4**	11
	5 Total number of individuals employed in calendar year 2023 (Part V, line 2a)	**5**	4
	6 Total number of volunteers (estimate if necessary)	**6**	1066
	7a Total unrelated business revenue from Part VIII, column (C), line 12	**7a**	0
	b Net unrelated business taxable income from Form 990-T, Part I, line 11	**7b**	0

		Prior Year	Current Year
Revenue	**8** Contributions and grants (Part VIII, line 1h)	235,318	101,726
	9 Program service revenue (Part VIII, line 2g)		0
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	43	50,719
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		11,443
	12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	235,361	163,888
Expenses	**13** Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
	14 Benefits paid to or for members (Part IX, column (A), line 4)		0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	199,901	322,551
	16a Professional fundraising fees (Part IX, column (A), line 11e)		0
	b Total fundraising expenses (Part IX, column (D), line 25) 6,571		
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	299,135	167,494
	18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	499,036	490,045
	19 Revenue less expenses. Subtract line 18 from line 12	-263,675	-326,157

		Beginning of Current Year	End of Year
Net Assets or Fund Balances	**20** Total assets (Part X, line 16)	1,745,799	1,437,853
	21 Total liabilities (Part X, line 26)	132,516	13,844
	22 Net assets or fund balances. Subtract line 21 from line 20	1,613,283	1,424,009

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: Nick Jackson — Date: 11/19/24

NICK JACKSON CEO

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
JOSHUA C. DURST	JOSHUA C. DURST			P00436839

Firm's name: DURST JORDAN CPA PA — Firm's EIN: 45-0529207

Firm's address: 4459-B HIGHWAY 90 MILTON, FL 32571 — Phone no. 850-995-5000

May the IRS discuss this return with the preparer shown above? See instructions ☐ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

DAA

Form **990** (2023)

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☒

1 Briefly describe the organization's mission:

SEE SCHEDULE O

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 298,803 including grants of$) (Revenue $)

TO REDUCE THE LOSS OF LIFE, INJURY, PROPERTY DAMAGE, ENVIRONMENTAL IMPACT, AND ECONOMIC LOSS DUE RESULTING FROM DISASTERS THROUGH COMMUNICATION, COOPERATION, COLLABORATION, AND COORDINATION BETWEEN PRIVATE, PUBLIC, AND NON-PROFIT ORGANIZATIONS ACTIVE IN ONE OR MORE PHASES OF EMERGENCY MANAGEMENT.

4b (Code:) (Expenses $ including grants of$) (Revenue $)

N/A

4c (Code:) (Expenses $ including grants of$) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of$) (Revenue $)

4e Total program service expenses 298,803

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b	X	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18	X	
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33	X	
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	**2a** 4			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		**2b**		X
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		**3a**		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*		**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		**4a**		X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		**5b**		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		**6a**		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		**7a**		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		**7c**		
d	If "Yes," indicate the number of Forms 8282 filed during the year	**7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		**7e**		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		**7f**		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		**7g**		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		**7h**		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		**8**		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?		**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		**9b**		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	**10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	**10b**			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	**11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	**11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	**12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.		**13a**		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	**13b**			
c	Enter the amount of reserves on hand	**13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		**14a**		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*		**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.		**15**		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.		**16**		X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.		**17**		

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	11		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	11		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed NONE

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

ASHLEY PECK 150 W MAXWELL STREET

PENSACOLA FL 32501 850-444-7135

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) NICK JACKSON CEO	40.00 0.00	X						25,769	0	0
(2) NICOLE COXWELL BOARD MEMBER	5.00 0.00	X						0	0	0
(3) MIKE EDDINS SECRETARY	5.00 0.00	X		X				0	0	0
(4) DIANNE JAMES BOARD MEMBER	5.00 0.00	X						0	0	0
(5) DAVID LISTER TREASURER	5.00 0.00	X		X				0	0	0
(6) BRIAN NALL PRESIDENT	5.00 0.00	X		X				0	0	0
(7) DOUG REHM BOARD MEMBER	5.00 0.00	X						0	0	0
(8) JIM RICHARDSON BOARD MEMBER	5.00 0.00	X						0	0	0
(9) MARALEE SARTAIN BOARD MEMBER	5.00 0.00	X						0	0	0
(10) SUE STRAUGHN BOARD MEMBER	5.00 0.00	X						0	0	0
(11) EAMONN WHEELOCK VICE PRESIDENT	5.00 0.00	X		X				0	0	0

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12) MELISSA STOKER BOARD MEMBER	5.00 0.00		X					0	0	0
(13)										
(14)										
(15)										
(16)										
(17)										
(18)										
(19)										
1b **Subtotal**								25,769		
c **Total from continuation sheets to Part VII, Section A**										
d **Total (add lines 1b and 1c)**								25,769		

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	85,276				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	16,450				
	g Noncash contributions included in lines 1a-1f	1g	$ 593				
	h **Total.** Add lines 1a–1f			101,726			
Program Service Revenue		Business Code					
	2a						
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a–2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			50,719			50,719
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
			(i) Real	(ii) Personal			
	6a Gross rents	6a					
	b Less: rental expenses	6b					
	c Rental inc. or (loss)	6c					
	d Net rental income or (loss)						
			(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	7a					
	b Less: cost or other basis and sales exps.	7b					
	c Gain or (loss)	7c					
	d Net gain or (loss)						
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c). See Part IV, line 18	8a	20,002				
	b Less: direct expenses	8b	8,559				
	c Net income or (loss) from fundraising events			11,443			11,443
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
	11a						
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a–11d						
	12 **Total revenue.** See instructions			163,888	0	0	62,162

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	25,769	16,750	9,019	
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	296,782	218,057	78,725	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	22,442		22,442	
12 Advertising and promotion	981		981	
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy	32,827	21,302	11,525	
17 Travel	9,244		9,244	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	229		229	
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	11,959	11,959		
23 Insurance	14,474		14,474	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a PROGRAM SUPPLIES	25,630	25,630		
b OFFICE EXPENSES	17,679		17,679	
c OUTSIDE CONTRACT SERVICES	14,426		14,426	
d OTHER EXPENSES	6,571			6,571
e All other expenses	11,032	5,105	5,927	
25 **Total functional expenses.** Add lines 1 through 24e	490,045	298,803	184,671	6,571
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	1,507,174	1	6,334
	2	Savings and temporary cash investments	145,601	2	1,351,215
	3	Pledges and grants receivable, net	21,502	3	26,074
	4	Accounts receivable, net		4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges	11,835	9	11,376
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 59,796			
	b	Less: accumulated depreciation — 10b: 16,942	54,813	10c	42,854
	11	Investments—publicly traded securities		11	
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	4,874	15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	1,745,799	16	1,437,853
Liabilities	17	Accounts payable and accrued expenses	10,182	17	13,844
	18	Grants payable		18	
	19	Deferred revenue	117,991	19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	4,343	25	
	26	**Total liabilities.** Add lines 17 through 25	132,516	26	13,844
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ☒ and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	1,613,283	27	1,408,659
	28	Net assets with donor restrictions		28	15,350
		Organizations that do not follow FASB ASC 958, check her ☐ and complete lines 29 through 33.			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	1,613,283	32	1,424,009
	33	Total liabilities and net assets/fund balances	1,745,799	33	1,437,853

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ... X

1	Total revenue (must equal Part VIII, column (A), line 12)	1	163,888
2	Total expenses (must equal Part IX, column (A), line 25)	2	490,045
3	Revenue less expenses. Subtract line 2 from line 1	3	-326,157
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,613,283
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	114,574
7	Investment expenses	7	
8	Prior period adjustments	8	22,309
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,424,009

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ...

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis	2b	X	
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	X	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

Form 990 - Federal General Footnote

Description

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. (DBA BE READY ALLIANCE COORDINATING FOR EMERGENCIES) OWNS 100% OF A SUBSIDIARY, BRACE, LLC. THE SUBSIDIARY, BRACE, LLC, IS A DISREGARDED ENTITY FOR INCOME TAX FILING PURPOSES, AND HAS BEEN CONSOLIDATED ON THIS RETURN.

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.	20-4815891

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☒ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions) **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f) divided by line 11, column (f)) **14** %

15 Public support percentage from 2022 Schedule A, Part II, line 14 **15** %

16a **33 1/3% support test — 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support test — 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test — 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test — 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	381,711	925,646	235,318	235,310	101,726	1,879,711
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	11,295	16,905	6,125		20,002	54,327
3 Gross receipts from activities that are not an unrelated trade or business under section 513	476,973	512,621	410,708			1,400,302
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5	869,979	1,455,172	652,151	235,310	121,728	3,334,340
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						3,334,340

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6	869,979	1,455,172	652,151	235,310	121,728	3,334,340
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	57	41	76	43	50,719	50,936
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	57	41	76	43	50,719	50,936
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)					269	269
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	870,036	1,455,213	652,227	235,353	172,716	3,385,545

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	98.49 %
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	99.99 %

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	2 %
18 Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests — 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support tests — 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

- a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*
- b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*
- c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in **Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D – Distributions			Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019			
b	Excess from 2020			
c	Excess from 2021			
d	Excess from 2022			
e	Excess from 2023			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

PART III, LINE 12 - OTHER INCOME DETAIL

$ 269

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization
COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.

Employer identification number
20-4815891

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[X] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ . . . . . .

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
COMMUNITY ORGANIZATIONS ACTIVE

Employer identification number
20-4815891

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1		$ 56,756	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2		$ 25,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3		$ 10,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2023
Open to Public Inspection

Name of the organization
COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.

Employer identification number
20-4815891

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a	Total number of conservation easements	2a
b	Total acreage restricted by conservation easements	2b
c	Number of conservation easements on a certified historic structure included on line 2a	2c
d	Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items.

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment %
- b Permanent endowment %
- c Term endowment %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		59,796	16,942	42,854
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				42,854

Part VII Investments – Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col. (B))*		

Part VIII Investments – Program Related

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	287,021
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b	114,574		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	114,574
3	Subtract line **2e** from line **1**			3	172,447
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b	-8,559		
c	Add lines **4a** and **4b**			4c	-8,559
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	163,888

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	498,604
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d	8,559		
e	Add lines **2a** through **2d**			2e	8,559
3	Subtract line **2e** from line **1**			3	490,045
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	490,045

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART XI, LINE 4B - REVENUE AMOUNTS INCLUDED ON RETURN - OTHER

COST OF DIRECT BENEFITS $ -8,559

PART XII, LINE 2D - EXPENSE AMOUNTS INCLUDED IN FINANCIALS - OTHER

COST OF DIRECT BENEFITS $ 8,559

Part XIII Supplemental Information *(continued)*

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization: COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.

Employer identification number: 20-4815891

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- **a** ☐ Mail solicitations
- **b** ☐ Internet and email solicitations
- **c** ☐ Phone solicitations
- **d** ☐ In-person solicitations
- **e** ☐ Solicitation of non-government grants
- **f** ☐ Solicitation of government grants
- **g** ☐ Special fundraising events

2a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

	(i) Name and address of individual or entity (fundraiser)	**(ii)** Activity	**(iii)** Did fund-raiser have custody or control of contributions? Yes	No	**(iv)** Gross receipts from activity	**(v)** Amount paid to (or retained by) fundraiser listed in col. **(i)**	**(vi)** Amount paid to (or retained by) organization
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
Total							

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II **Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1 DISASTER DASH (event type)	(b) Event #2 (event type)	(c) Other events NONE (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	1 Gross receipts	20,002			20,002
	2 Less: Contributions				
	3 Gross income (line 1 minus line 2)	20,002			20,002
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses	8,559			8,559
	10 Direct expense summary. Add lines 4 through 9 in column (d)				8,559
	11 Net income summary. Subtract line 10 from line 3, column (d)				11,443

Part III **Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes % ☐ No	☐ Yes % ☐ No	☐ Yes % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities:

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain:

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain:

11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No

13 Indicate the percentage of gaming activity conducted in:

a	The organization's facility	**13a**	%
b	An outside facility	**13b**	%

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name

Address

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

b If "Yes," enter the amount of gaming revenue received by the organization $ and the amount of gaming revenue retained by the third party $

c If "Yes," enter name and address of the third party:

Name

Address

16 Gaming manager information:

Name

Gaming manager compensation $

Description of services provided

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year $

Part IV Supplemental Information.

Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization: COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.

Employer identification number: 20-4815891

FORM 990 - ORGANIZATION'S MISSION

TO REDUCE THE LOSS OF LIFE, INJURY, PROPERTY DAMAGE, ENVIRONMENTAL IMPACT, AND ECONOMIC LOSS RESULTING FROM DISASTERS THROUGH COMMUNICATION, COOPERATION, COLLABORATION, AND COORDINATION BETWEEN PRIVATE, PUBLIC, AND NON-PROFIT ORGANIZATIONS ACTIVE IN ONE OR MORE PHASES OF EMERGENCY MANAGEMENT.

FORM 990, PART VI, LINE 11B - ORGANIZATION'S PROCESS TO REVIEW FORM 990

THE FORM 990 IS CIRCULATED TO THE BOARD EITHER IN PERSON DURING A SCHEDULED BOARD MEETING OR VIA EMAIL FOR REVIEW AND APPROVAL BEFORE BEING FILED.

FORM 990, PART VI, LINE 12C - ENFORCEMENT OF CONFLICTS POLICY

DUE TO THE HIGH RELIANCE ON VOLUNTEERS AND IN-KIND DONATIONS, THE VOLUME OF ACTUAL FINANCIAL TRANSACTIONS IS LOW. THEREFORE, STAFF AND THE EXECUTIVE COMMITTEE, BASED ON THEIR KNOWLEDGE OF THE BUSINESS AFFILIATIONS OF BOARD MEMBERS AND STAFF, ARE ABLE TO EFFECTIVELY IDENTIFY CIRCUMSTANCES WHERE A CONFLICT OF INTEREST MAY ARISE AND TAKE ACTION TO ENSURE COMPLIANCE WITH THE POLICY. STAFF AND THE EXECUTIVE COMMITTEE OBTAIN KNOWLEDGE OF BUSINESS AFFILIATIONS THROUGH VARIOUS MEANS, INCLUDING AN ANNUAL DISCLOSURE.

FORM 990, PART VI, LINE 15A - COMPENSATION PROCESS FOR TOP OFFICIAL

THE EXECUTIVE COMMITTEE, WHICH IS INDEPENDENT OF THE EXECUTIVE DIRECTOR AND DIRECTOR OF OPERATIONS & READINESS, CONSIDERED COMPARATIVE DATA FROM OTHER NON-PROFITS. THIS COMPARATIVE DATA INCLUDED FORM 990 INFORMATION AS WELL AS OUR PROFESSIONAL KNOWLEDGE GATHERED DEALING WITH NON-PROFITS. THE EXECUTIVE

Name of the organization	Employer identification number
COMMUNITY ORGANIZATIONS ACTIVE	20-4815891

COMMITTEE MINUTES REFLECT THE DECISION MADE AFTER DELIBERATION.

FORM 990, PART VI, LINE 15B - COMPENSATION PROCESS FOR OFFICERS

THE EXECUTIVE COMMITTEE, WHICH IS INDEPENDENT OF THE EXECUTIVE DIRECTOR AND DIRECTOR OF OPERATIONS & READINESS, CONSIDERED COMPARATIVE DATA FROM OTHER NON-PROFITS. THIS COMPARATIVE DATA INCLUDED FORM 990 INFORMATION AS WELL AS OUR PROFESSIONAL KNOWLEDGE GATHERED DEALING WITH NON-PROFITS. THE EXECUTIVE COMMITTEE MINUTES REFLECT THE DECISION MADE AFTER DELIBERATION.

FORM 990, PART VI, LINE 19 - GOVERNING DOCUMENTS DISCLOSURE EXPLANATION

DOCUMENTS ARE AVAILABLE TO THE PUBLIC UPON REQUEST.

FORM 990, PART XI, LINE 9 - OTHER CHANGES IN NET ASSETS EXPLANATION

COST OF DIRECT BENEFITS	$ 8,559
COST OF DIRECT BENEFITS	$ -8,559

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization: COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC.

Employer identification number: 20-4815891

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) BE READY ALLIANCE COORDINATING FOR 150 W MAXWELL ST 20-4815891 PENSACOLA FL 32501	VOLUNTEER	FL			COMMUNITY
(2)					
(3)					
(4)					
(5)					

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) No
(1)							
(2)							
(3)							
(4)							
(5)							

Part III **Identification of Related Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Dispro-portionate alloc.? Yes	(h) Dispro-portionate alloc.? No	(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) General or managing partner? No	(k) Percentage ownership
(1)												
(2)												
(3)												
(4)												

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) Section 512(b)(13) controlled entity? No
(1)									
(2)									
(3)									
(4)									

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

		Yes	No
1	During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II–IV?		
a	Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity **1a**		
b	Gift, grant, or capital contribution to related organization(s) **1b**		
c	Gift, grant, or capital contribution from related organization(s) **1c**		
d	Loans or loan guarantees to or for related organization(s) **1d**		
e	Loans or loan guarantees by related organization(s) **1e**		
f	Dividends from related organization(s) **1f**		
g	Sale of assets to related organization(s) **1g**		
h	Purchase of assets from related organization(s) **1h**		
i	Exchange of assets with related organization(s) **1i**		
j	Lease of facilities, equipment, or other assets to related organization(s) **1j**		
k	Lease of facilities, equipment, or other assets from related organization(s) **1k**		
l	Performance of services or membership or fundraising solicitations for related organization(s) **1l**		
m	Performance of services or membership or fundraising solicitations by related organization(s) **1m**		
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) **1n**		
o	Sharing of paid employees with related organization(s) **1o**		
p	Reimbursement paid to related organization(s) for expenses **1p**		
q	Reimbursement paid by related organization(s) for expenses **1q**		
r	Other transfer of cash or property to related organization(s) **1r**		
s	Other transfer of cash or property from related organization(s) **1s**		

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a–s)	(c) Amount involved	(d) Method of determining amount involved
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations? Yes	(e) No	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership
(1)													
(2)													
(3)													
(4)													
(5)													
(6)													
(7)													
(8)													
(9)													
(10)													
(11)													

Part VII **Supplemental Information.**
Provide additional information for responses to questions on Schedule R. See instructions.

Tax-Exempt Interest on Investments

Description	Amount	Unrelated Business	Exclusion Code	Postal Code	Acquired after 6/30/75	InState Muni ($ or %)
	$ 50,719		14			
TOTAL	$ 50,719					

Form 990, Part IX, Line 11g - Other Fees for Service (Non-employee)

Description	Total Expenses	Program Service	Management & General	Fund Raising
	$ 22,442	$	$ 22,442	$
TOTAL	$ 22,442	$ 0	$ 22,442	$ 0

Form 990, Part IX, Line 24e - All Other Expenses

Description	Total Expenses	Program Service	Management & General	Fund Raising
TELEPHONE	$ 6,381	$ 5,105	$ 1,276	$
BANK CHARGES	2,076		2,076	
MEMBERSHIP DUES	1,889		1,889	
TAXES AND LICENSES	686		686	
TOTAL	$ 11,032	$ 5,105	$ 5,927	$ 0

Schedule A, Part III, Line 1(e)

Description	Amount
	$ 85,276
CONTRIBUTIONS	15,588
IN KIND CONTRIBUTIONS	593
OTHER	269
TOTAL	$ 101,726

CONSOLIDATED FINANCIAL STATEMENTS

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

June 30, 2022 and 2021

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BROWN
THORNTON • PACENTA
& Company, P.A.
Certified Public Accountants
Business & Financial Consultants

Michael D. Thornton, Shareholder
Jan M. Pacenta, Shareholder
Catherine T. Bond, Officer
John R. Dunaway, Of Counsel
Russell F. Lentz, Of Counsel
Sandy J. Queen, Officer
Sean K. Quigley, Officer

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Community Organizations Active in Disasters, Inc.
and Subsidiary

Opinion

We have audited the accompanying consolidated financial statements of Community Organizations Active in Disasters, Inc. (a nonprofit organization) and Subsidiary, which comprise the statements of financial position as of June 30, 2022 and 2021, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Community Organizations Active in Disasters, Inc. and Subsidiary as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Community Organizations Active in Disasters, Inc. 's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Community Organizations Active in Disasters, Inc.'s internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Community Organizations Active in Disasters, Inc. 's ability to continue as a going concern for a reasonable period of time.

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

Brown Shuman Pacetta & Company, P.A.

Pensacola, Florida
April 21, 2023

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

June 30, 2022 and 2021

ASSETS

	2022	2021
ASSETS		
Cash	$ 1,846,029	$ 703,666
Accounts receivable, net of allowance for uncollectible accounts of $1,000 and $1,000	2,600	13,848
Grants receivable	122,532	35,496
Prepaid expenses	20,407	29,912
Property and equipment, net	138	535,094
Property held for lease, net	-	535,302
Total assets	$ 1,991,706	$ 1,853,318

LIABILITIES AND NET ASSETS

LIABILITIES		
Accounts payable	$ 63,279	$ 21,580
Accrued expenses	7,048	11,799
Deferred revenue	44,422	224,491
Security deposits	-	35,139
Note payable - PPP Loan	-	55,318
Note payable to Escambia County	-	300,000
Contingent note payable to Escambia County	-	466,667
Total liabilities	114,749	1,114,994
NET ASSETS		
Without donor restriction	1,876,957	732,827
With donor restriction	-	5,497
Total net assets	1,876,957	738,324
Total liabilities and net assets	$ 1,991,706	$ 1,853,318

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF ACTIVITIES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2022

	Without Donor Restriction	With Donor Restriction	Total
REVENUE AND SUPPORT			
Contributions	$ 10,626	$ -	$ 10,626
Donated services and other in-kind contributions	157,726	-	157,726
Contract revenue	16,724	-	16,724
Grant revenue	785,423	-	785,423
Rental income	410,708	-	410,708
Interest income	76	-	76
PPP loan forgiveness	55,318	-	55,318
Gain on disposal of property	965,677	-	965,677
Other income	61,442	-	61,442
Special events	6	-	6
Net assets released from restrictions	5,497	(5,497)	-
TOTAL REVENUE AND SUPPORT	2,469,223	(5,497)	2,463,726
EXPENSES			
Program services			
Heritage Oaks	390,789	-	390,789
Preparedness and mitigation	23,471	-	23,471
Response and Deepwater Horizon	630,900	-	630,900
Recovery	101,937	-	101,937
Faith-Based	20,014	-	20,014
Total program services	1,167,111	-	1,167,111
Supporting services			
General and administrative	155,749	-	155,749
Fundraising	2,233	-	2,233
Total supporting services	157,982	-	157,982
TOTAL EXPENSES	1,325,093	-	1,325,093
CHANGE IN NET ASSETS	1,144,130	(5,497)	1,138,633
NET ASSETS, BEGINNING OF YEAR	732,827	5,497	738,324
NET ASSETS, END OF YEAR	$ 1,876,957	$ -	$ 1,876,957

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF ACTIVITIES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2021

	Without Donor Restriction	With Donor Restriction	Total
REVENUE AND SUPPORT			
Contributions	$ 50,224	$ -	$ 50,224
Donated services and other in-kind contributions	174,562	-	174,562
Contract revenue	6,500	-	6,500
Grant revenue	260,206	2,014	262,220
Rental income	513,271	-	513,271
Interest income	41	-	41
PPP loan forgiveness	55,318	-	55,318
Other income	15,140	-	15,140
Special events	1,764	-	1,764
Net assets released from restrictions	13,000	(13,000)	-
TOTAL REVENUE AND SUPPORT	1,090,026	(10,986)	1,079,040
EXPENSES			
Program services			
Heritage Oaks	559,134	-	559,134
Preparedness and mitigation	25,392	-	25,392
Response and Deepwater Horizon	232,334	-	232,334
Recovery	103,712	-	103,712
Faith-Based	22,802	-	22,802
Total program services	943,374	-	943,374
Supporting services			
General and administrative	87,946	-	87,946
Fundraising	2,941	-	2,941
Total supporting services	90,887	-	90,887
TOTAL EXPENSES	1,034,261	-	1,034,261
CHANGE IN NET ASSETS	55,765	(10,986)	44,779
NET ASSETS, BEGINNING OF YEAR	677,062	16,483	693,545
NET ASSETS, END OF YEAR	$ 732,827	$ 5,497	$ 738,324

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2022

	Heritage Oaks	Preparedness & Mitigation	Response & Deepwater Horizon	Recovery	Faith-Based	Total Program Services	General & Administrative	Fund Raising	Total Supporting Services	Total Expenses
Accounting and legal	$ 44,639	$ 3,434	$ 13,735	$ 5,494	$ 1,374	$ 68,676	$ 3,615	$ -	$ 3,615	$ 72,291
Annual meeting	824	487	2,181	970	388	4,850	-	-	-	4,850
Awards and grants	-	-	-	-	-	-	1,937	-	1,937	1,937
Bank charges	-	-	-	-	-	-	2,704	-	2,704	2,704
Depreciation	35,576	-	-	-	-	35,576	359	-	359	35,935
Direct assistance	1,790	-	400,307	-	-	402,097	448	-	448	402,545
Insurance	55,888	-	-	-	-	55,888	6,210	-	6,210	62,098
Interest	11,965	-	-	-	-	11,965	-	-	-	11,965
Management fee	-	-	-	-	-	-	-	-	-	-
Marketing and promotions	150	89	400	178	71	888	-	157	157	1,045
Membership dues	182	109	484	215	86	1,076	189	-	189	1,265
Office	3,783	2,373	10,677	4,745	1,898	23,476	4,187	-	4,187	27,663
Outside contract services	15,911	1,060	2,122	1,061	1,061	21,215	1,118	-	1,118	22,333
Personnel	96,010	12,104	181,568	80,696	12,104	382,482	128,913	-	128,913	511,395
Postage	46	28	126	56	22	278	47	47	94	372
Printing and copying	33	18	87	39	16	193	38	28	66	259
Program supplies	1,104	793	2,543	886	604	5,930	-	-	-	5,930
Rent	3,018	537	4,849	2,155	216	10,775	1,612	-	1,612	12,387
Repairs and maintenance	(1,282)	56	251	112	45	(818)	98	-	98	(720)
Special events	1,032	609	2,733	1,215	486	6,075	-	-	-	6,075
Taxes and licenses	8,929	-	-	-	-	8,929	993	-	993	9,922
Telephone	4,968	564	3,387	1,693	677	11,289	1,254	-	1,254	12,543
Training and development	20	9	46	20	5	100	26	-	26	126
Travel and meetings	2,043	1,201	5,404	2,402	961	12,011	2,001	2,001	4,002	16,013
Utilities	104,160	-	-	-	-	104,160	-	-	-	104,160
Total	$ 390,789	$ 23,471	$ 630,900	$ 101,937	$ 20,014	$1,167,111	$ 155,749	$ 2,233	$ 157,982	$ 1,325,093

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2021

	Heritage Oaks	Preparedness & Mitigation	Response & Deepwater Horizon	Recovery	Faith-Based	Total Program Services	General & Administrative	Fund Raising	Total Supporting Services	Total Expenses
Accounting and legal	$ 15,270	$ 1,175	$ 4,699	$ 1,880	$ 470	$ 23,494	$ 1,237	$ -	$ 1,237	$ 24,731
Annual meeting	944	555	2,499	1,111	444	5,553	-	-	-	5,553
Awards	-	-	-	-	-	-	-	-	-	-
Bank charges	-	-	-	-	-	-	1,248	-	1,248	1,248
Depreciation and amortization	44,180	-	-	-	-	44,180	446	-	446	44,626
Direct assistance	11,707	-	-	-	-	11,707	2,927	-	2,927	14,634
Insurance	39,643	-	-	-	-	39,643	4,405	-	4,405	44,048
Interest	8,900	-	-	-	-	8,900	-	-	-	8,900
Marketing and promotions	653	385	1,730	769	308	3,845	-	679	679	4,524
Membership dues	155	92	414	184	74	919	162	-	162	1,081
Office	5,675	3,339	15,024	6,677	2,671	33,386	5,892	-	5,892	39,278
Outside contract services	58,275	3,885	7,770	3,885	3,885	77,700	4,089	-	4,089	81,789
Personnel	188,291	11,878	178,171	79,187	11,878	469,405	59,163	-	59,163	528,568
Postage	89	53	237	105	42	526	88	88	176	702
Printing and copying	80	47	213	95	38	473	90	68	158	631
Program supplies	842	494	2,224	989	395	4,944	-	-	-	4,944
Rent	3,255	581	5,230	2,324	232	11,622	1,737	-	1,737	13,359
Repairs and maintenance	54,397	37	167	74	30	54,705	66	-	66	54,771
Special events	206	122	549	244	98	1,219	-	-	-	1,219
Taxes and licenses	6,889	-	-	-	-	6,889	766	-	766	7,655
Telephone	6,074	690	4,141	2,070	828	13,803	1,534	-	1,534	15,337
Training and development	1,592	796	3,582	1,592	398	7,960	1,990	-	1,990	9,950
Travel and meetings	2,147	1,263	5,684	2,526	1,011	12,631	2,106	2,106	4,212	16,843
Utilities	109,870	-	-	-	-	109,870	-	-	-	109,870
Total	$ 559,134	$ 25,392	$ 232,334	$ 103,712	$ 22,802	$ 943,374	$ 87,946	$ 2,941	$ 90,887	$ 1,034,261

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENTS OF CASH FLOWS

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Years Ended June 30, 2022 and 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 1,138,633	$ 44,779
Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities:		
Depreciation and amortization	35,935	44,626
Forgiveness of contingent note payable	(93,333)	(93,333)
PPP loan forgiveness	(55,318)	(55,318)
Gain on insurance claim	-	(12,590)
Gain on disposal of property	(965,677)	-
(Increase) decrease in operating assets:		
Accounts receivable	11,248	(4,075)
Grant receivable	(87,036)	(10,261)
Prepaid expenses	9,505	(9,638)
Increase (decrease) in operating liabilities:		
Accounts payable	41,699	8,128
Accrued expenses	(39,890)	4,954
Deferred revenues	(180,069)	224,491
Net cash provided (used) by operating activities	(184,303)	141,763
CASH FLOWS FROM INVESTING ACTIVITIES		
Cash paid for purchase of property and equipment	-	(133,486)
Proceeds from insurance claim	-	128,066
Proceeds from sale of property	2,000,000	-
Net cash provided (used) by investing activities	2,000,000	(5,420)
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on long-term debt	(673,334)	(116)
Proceeds from long-term debt	-	55,318
Net cash provided (used) by financing activities	(673,334)	55,202
NET INCREASE IN CASH	1,142,363	191,545
Cash, beginning of year	703,666	512,121
Cash, end of year	$ 1,846,029	$ 703,666

See independent auditor's report and accompanying notes.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

NOTE A - ORGANIZATION AND NATURE OF ACTIVITIES

Community Organizations Active in Disasters, Inc. was formed in April 2006, as a nonprofit organization in the State of Florida. The Organization is made up of a local network that links community, governmental, and faith-based organizations, businesses, and volunteers during disasters to address emergency management issues. The Organization receives funding for its programs through rental income, governmental grants, reimbursable contracts, and financial and in-kind donations.

The consolidated financial statements include BRACE, LLC, a wholly owned subsidiary of Community Organizations Active in Disasters, Inc. During the fiscal year ended June 30, 2010, BRACE, LLC purchased Heritage Oaks Mobile Home Park with funding received through Escambia County to assist in preserving and providing long-term affordable rental and privately owned residences for Escambia County, Florida residents. The mobile home park was sold in April 2022.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1. Basis of Accounting - The Organization prepares their financial statements on the accrual basis of accounting, following accounting principles generally accepted in the United States of America for nonprofit organizations.

2. Principles of Consolidation - These consolidated financial statements include the balances and financial activities of Community Organization Active in Disasters, Inc. and BRACE, LLC (the Organization). All material inter-company balances and transactions are eliminated in the consolidation.

3. Financial Statement Presentation - The Organization is required to report information regarding its financial position and activities according to two classes of net assets:

   Without donor restrictions - Not subject to donor-imposed stipulations.

   With donor restrictions - Subject to donor-imposed stipulations.

4. Cash and Cash Equivalents - For the purposes of the statement of cash flows, the Organization considers all liquid investments with an original maturity of three months or less to be cash equivalents. There were no cash equivalents at June 30, 2022 and 2021.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

5. Accounts Receivable - Accounts receivable is stated at unpaid balances and are presented net of an allowance for uncollectible accounts. The allowance for uncollectible accounts is based on historical experience, coupled with a review of the current status of existing receivables. Receivables will be charged off in the period in which management determines the receivable to be uncollectible. Recoveries of receivables previously charged off are recorded as income when received.

6. Property and Equipment and Property Held for Lease - Acquisitions of furniture and equipment of $5,000 or more are capitalized at cost or, if donated, at estimated fair market value at the time of donation. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulations, contributions of property and equipment are recorded as unrestricted support. Depreciation is provided on the straight-line basis over estimated useful lives of the assets as follows:

Buildings and building improvements	39 years
Land improvements	7 - 20 years
Furniture and equipment	5 - 7 years
Computer, software, and website	3 - 5 years
Property held for lease	7 - 27 ½ years

7. Contingent Note Payable to Escambia County - As explained in Note F, the Organization has a contingent note payable to Escambia County for Neighborhood Stabilization Program (NSP) funds received from the County and used to acquire and operate Heritage Oaks Mobile Home Park in accordance with a Development Agreement between the County and the Organization.

   The Organization complied with all the requirements of the Development Agreement and the related mortgage note payable. The conditional note payable was non-interest bearing and was forgiven in the amount of $93,333, each year the Organization remained in compliance with the forgiveness terms. Beginning with the fiscal year ended June 30, 2012, the forgiven amount of $93,333 has been recorded as grant revenue, each year through June 30, 2022. The mobile home park was sold in April 2022 and the remaining balance of the conditional note was repaid, in full.

8. Contributions - Contributions made and received are recorded as with donor restricted or without donor restricted support depending on the existence and/or nature of any donor restrictions.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted for future periods or donor-restricted for specific purposes are reported as restricted support that increases those net asset classes. However, if a restriction is fulfilled in the same time period in which the contribution is received, the contribution is reported as support without donor restriction.

When a donor-stipulated time restriction expires or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statement of activities as net assets released from restriction.

9. Grants - The Organization records grant revenue over the period of the award and the provisions of the grant determine the timing of revenue recognition. Grant expenses are recognized when incurred. Amounts that have been awarded and earned but not received are recorded as grants receivable. Grant funds received and not yet earned are reported as deferred revenues on the statement of financial position.

10. Program Revenue - Revenue related to exchange transactions is recognized as goods and/or services are provided and is based on the amount expected to be received in exchange for those goods and/or services. The Organization recognizes client service revenue in the period in which performance obligations under its contracts are satisfied by transferring services to clients. The Organization measures the performance obligation on the date the services are provided and bills to clients and third-party payers are sent. Contract receivables, assets, and liabilities at July 1, 2020 were $25,235, zero, and $35,139, respectively.

11. Advertising Expense - The Organization uses advertising to promote its programs among the audiences they service. The costs in purchasing advertising and promotions are expensed when incurred. The Organization expensed $1,045 and $4,524, for the fiscal years ended June 30, 2022 and 2021, respectively. These costs are recorded as marketing and promotions expense in the consolidated statement of functional expenses.

12. In-kind Contributions and Services - Contributed goods and services are reflected in the accompanying consolidated statement of activities at their estimated values on date of receipt.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Donated services are recognized as contributions if the services create or enhance nonfinancial assets or require specialized skills, which are performed by people with those skills, and would otherwise be purchased by the Organization.

13. Allocation of Functional Expenses - The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of activities and in the consolidated statement of functional expenses. Costs are charged to program services, general and administrative, and fundraising based on direct expenditures incurred. Expenses not directly chargeable to these functional categories have been estimated and allocated among the programs and supporting services benefited based on management's best judgment.

14. Use of Estimates - The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

15. Income Tax - Community Organizations Active in Disasters, Inc. and Subsidiary file a consolidated tax return. Community Organizations Active in Disasters, Inc. is exempt from income tax under Section 501(c)(3) of the U.S. Internal Revenue Code and contributions to it are tax deductible within the limitations prescribed by the Code. The Organization has been classified as a publicly-supported entity, which is not a private foundation under Section 509(a) of the Code.

    BRACE, LLC is a single member LLC as defined by Reg. 301.7701-3(b), and is a wholly owned subsidiary of Community Organizations Active in Disasters, Inc. Pursuant to this regulation, BRACE, LLC is disregarded as a separate entity and is treated as a component of Community Organizations Active in Disasters, Inc. Accordingly, no provision for income taxes is included in the consolidated financial statements.

    Tax-exempt nonprofit entities such as Community Organizations Active in Disasters, Inc. may have tax positions that require evaluation for uncertainty. For example, a tax position might be the entity's status as tax exempt. In addition, a tax position might involve unrelated business income subject to income taxes. The Organization believes that any tax positions it has taken or expects to take that are more-likely-than-not sustainable, as described in the Codification, would not be material to the financial statements taken as a whole. Accordingly, no liability has been provided for unrecognized tax benefits, nor has any interest or penalty been accrued.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Organization's information and tax returns for the years ended June 30, 2020 through 2022 are subject to examination by the Internal Revenue Service and state authorities, generally for three years after they were filed.

16. Recent Financial Accounting Pronouncements - In February 2016, the FASB issued ASU 2016-02, *Leases*, which requires lessees to recognize on the statement of financial position the assets and liabilities for the rights and obligations created by leases with lease terms of more than twelve months. The recognition, measurement, and presentation of expenses and cash flows arising from a lease by a lessee will continue to primarily depend on its classification as a finance or operating lease. However, unlike current U.S. GAAP, which requires only capital leases to be recognized on the statement of financial position, ASU 2016-02 will require both types of leases to be recognized on the statement of financial position. ASU 2016-02 also requires disclosures about the amount, timing, and uncertainty of cash flows arising from leases. These disclosures include qualitative and quantitative requirements, providing additional information about the amounts recorded in the financial statements. This standard is effective for fiscal periods beginning after December 15, 2021. The Organization plans to adopt this ASU for its year ending June 30, 2023.

17. Comparative Financial Information - Certain accounts and activities in the prior year information have been reclassified to conform to the presentation in the current year financial statements.

18. Events Occurring After the Reporting Date - The Organization has evaluated events and transactions that occurred between June 30, 2022 and April 21, 2023, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

NOTE C - PROPERTY AND EQUIPMENT

Major classifications of property and equipment at June 30, 2022 and 2021, were as follows:

	2022	2021
Land and land improvements	$ -	$ 629,298
Building and building improvements	-	29,350
Furniture and equipment	6,638	30,276
Computer software and website	30,797	30,797
	37,435	719,721
Less accumulated depreciation	(37,297)	(184,627)
Property and equipment, net	$ 138	$ 535,094

Depreciation expense for the years ended June 30, 2022 and 2021 was $11,683 and $15,575, respectively.

NOTE D - PROPERTY HELD FOR LEASE

The following is a summary of property held for lease as of June 30, 2021:

	2021
Temporary housing units	$ 307,111
Unit improvements	547,935
Units not in service	13,222
	868,268
Less accumulated depreciation	(332,966)
Property held for lease, net	$ 535,302

The Organization leased temporary housing units and travel trailers that they own through Heritage Oaks Mobile Home Park. Other units in the Park are owned by the tenants. Certain units were undergoing construction at June 30, 2021. The mobile home park was sold in April 2022 for $2,000,000, resulting in a gain of $965,677.

NOTE D - PROPERTY HELD FOR LEASE (Continued)

Depreciation on the property held for lease during the fiscal years ended June 30, 2022 and 2021 was $24,252 and $29,051, respectively.

NOTE E - NOTES PAYABLE

The Organization received an SBA loan for $55,318 on April 8, 2020. The interest rate is 1%. The term of the loan is 24 months with the first 6 months of principal and interest payments deferred with interest accruing, then converting to monthly principal and interest payments, amortized over 18 months, at 1%. The loan is made pursuant to the Paycheck Protection Program as part of the Coronavirus Aid, Relief, and Economic Security Act. The loan was forgiven in full in December 2020 and is included in other income on the Statement of Activities for the year ended June 30, 2021.

The Organization received an SBA loan for $55,318 on April 7, 2021. The interest rate is 1%. The term of the loan is 24 months with the first 6 months of principal and interest payments deferred with interest accruing, then converting to monthly principal and interest payments, amortized over 18 months, at 1%. The loan is made pursuant to the Paycheck Protection Program as part of the Consolidated Appropriations Act. The loan was forgiven in full in November 2021 and is included in other income on the Statement of Activities for the year ended June 30, 2022.

NOTE F - CONTINGENT NOTE PAYABLE TO ESCAMBIA COUNTY

Escambia County advanced Neighborhood Stabilization Program (NSP) funds to the Organization in accordance with a Development Agreement between the County and the Organization. The NSP funds were provided as long-term financing for the acquisition and management of Heritage Oaks Mobile Home Park, including the preliminary expenditures. This included outlays related to the negotiations in connection with the acquisition of the foreclosed property, as well as infrastructure improvements, and securing and transporting manufactured housing units to the Park.

The County awarded NSP funds to the Organization in the amount of $1,400,000. The award was recognized by a note which was formally executed on September 16, 2010, for this amount, and is secured by Heritage Oaks Mobile Park. In the event of default of any terms or obligations pursuant to the mortgage, including the sale, conveyance, transfer, or assignment of any interest in the property referred to in the mortgage or the failure of the Organization to comply with the rental rates, occupancy restrictions and conditions specified in the mortgage, the total principal balance will be due and payable.

NOTE F - CONTINGENT NOTE PAYABLE TO ESCAMBIA COUNTY (Continued)

If the Organization is not in default of any terms or obligations of the mortgage within fifteen years, the principal balance shall be reduced by 6.666% of the original amount per year on the anniversary date of the note. On the fifteenth anniversary of the note, the balance due shall be reduced to zero. The note is noninterest bearing, except in the event of default as stipulated within the note.

The balance due on the contingent note payable was repaid, in full, in April 2022 with the sale of Heritage Oaks Mobile Home Park.

NOTE G - DUE TO ESCAMBIA COUNTY

During March 2011, the Organization entered into an agreement with Escambia County to receive funding in the amount of $300,000 for ongoing renovations and infrastructure improvements to Heritage Oaks Mobile Home Park. The loan was refinanced in May 2013.

The loan was set to mature in May 2026, with interest at a rate of 3%, and was secured by Heritage Oaks Mobile Home Park real estate, buildings, improvements, and fixtures therein. Interest only payments in the amount of $750 were due each month beginning June 1, 2011, and a balloon principle payment at maturity in the amount of $300,000. The balance due to Escambia County at June 30, 2021 was $300,000. The loan was paid, in full, in April 2022 when the mobile home park was sold. Interest expenses totaled $9,000 and $9,000 for each of the years ended June 30, 2022 and 2021.

NOTE H - GRANTS

During the year ended June 30, 2022, the Organization was awarded a grant from United Way of West Florida, Inc. in the amount of $47,774, a grant from Escambia Counting in the amount of $95,000, and grants from Florida-Bahamas Synod, ELCA in the amount of $70,000 for a construction manager's salary, $10,000 for human resources support, $10,000 for financial administrative support, and $15,000 for administrative support. The ELCA also awarded funds to the Organization to assist in unmet needs of eligible recipients for disaster assistance with grant revenues totaling $292,023 for the year ended June 30, 2022.

During the year ended June 30, 2021, the Organization was awarded a grant from United Way of West Florida, Inc.'s Hurricane Sally Relief Fund in the amount of $50,000 for emergency work and a grant from Escambia County in the amount of $95,000.

NOTE I - DONATED SERVICES AND OTHER IN-KIND CONTRIBUTIONS

The value of in-kind contributions and services as revenue in the consolidated financial statements and the corresponding program expenses for the years ended June 30, 2022 and 2021 are as follows:

	Heritage Oaks	Preparedness & Mitigation	Response	Recovery	Faith-Based	General & Administrative	Fundraising	Total
Personnel	$ 9,424	$ 6,472	$ 98,928	$ 36,751	$ 3,913	$ -	$ -	$155,488
Direct assistance	2,238	-	-	-	-	-	-	2,238
Rent	-	-	-	-	-	-	-	-
2022 Total	$ 11,662	$ 6,472	$ 98,928	$ 36,751	$ 3,913	$ -	$ -	$157,726

	Heritage Oaks	Preparedness & Mitigation	Response	Recovery	Faith-Based	General & Administrative	Fundraising	Total
Personnel	$ 10,095	$ 71,205	$ 41,700	$ 39,368	$ 4,192	$ -	$ -	$166,561
Direct assistance	7,449	-	-	-	-	-	-	7,449
Rent	104	125	121	83	25	42	52	552
2021 Total	$ 17,648	$ 71,330	$ 41,821	$ 39,452	$ 4,217	$ 42	$ 52	$174,562

Additionally, a substantial number of volunteers donated significant amounts of time to the Organization in various capacities; however, these donated services are not reflected in the financial statements, since these services do not meet the criteria for recognition as contributed services.

NOTE J - NET ASSETS WITH DONOR RESTRICTION

Net assets with donor restriction at June 30, 2021 consisted of $5,497 for disaster relief. There were no net assets with donor restriction at June 30, 2022.

NOTE K - FINANCIAL ASSETS AVAILABLE FOR GENERAL EXPENDITURES

The following reflects the Organization's financial assets as of June 30, 2022, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of June 30, 2022.

	2022
Financial assets, at year-end	$ 1,971,161
Net assets with donor restrictions	-
Financial assets available to meet cash needs for general expenditures within one year	$ 1,971,161

The Organization at times receives restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE L - SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

Cash payments for interest for the years ended June 30, 2022 and 2021 were $9,000 for each of the years.

Debt forgiveness on the contingent note payable to Escambia County totaled $93,333 each year during the years ended June 30, 2022 and 2021.

NOTE M - OPERATING LEASE

In 2011, the Organization entered into a lease for a facility in Pensacola under a month-to-month operating lease requiring annual rental payments of $15,840, half of which is an in-kind donation of rent to the Organization. Rent expense for the year ended June 30, 2022 and 2021 was $13,359 and $23,036, respectively.

NOTE N - HURRICANE SALLY

On September 16, 2020, Hurricane Sally hit the Gulf Coast causing damage to the Organization's mobile home park. In the prior year, the Organization received insurance proceeds in the amount of $128,066. The insured repair expenses totaled $115,476. The reported gain in other income is $12,590. Uninsured remedies and damages were $12,667. The Organization restored the units during the year ended June 30, 2021.

NOTE O - CONCENTRATION OF CREDIT RISK

Financial instruments, which potentially subject the Organization to concentrations of credit risk, include cash in banks and certificates of deposit in excess of federally insured limits. The Organization manages this risk by maintaining its cash in various high-quality financial institutions. The funds in these accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. The uninsured cash balance was $1,366,886 at June 30, 2022.

CONSOLIDATED FINANCIAL STATEMENTS

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

June 30, 2023 and 2022

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Sandy J. Queen, Officer
Sean K. Quigley, Officer

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Community Organizations Active in Disasters, Inc.
and Subsidiary

Opinion

We have audited the accompanying consolidated financial statements of Community Organizations Active in Disasters, Inc. (a nonprofit organization) and Subsidiary, which comprise the statements of financial position as of June 30, 2023 and 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Community Organizations Active in Disasters, Inc. and Subsidiary as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Community Organizations Active in Disasters, Inc.'s ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Community Organizations Active in Disasters, Inc.'s internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Community Organizations Active in Disasters, Inc. 's ability to continue as a going concern for a reasonable period of time.

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

Brown Thornton Pacetta & Company, P.A.

Pensacola, Florida
April 3, 2024

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

June 30, 2023 and 2022

ASSETS

	2023	2022
ASSETS		
Cash	$ 1,652,775	$ 1,846,029
Accounts receivable, net of allowance for uncollectible accounts of $1,000	-	2,600
Grants receivable	21,502	122,532
Prepaid expenses	12,366	20,407
Operating lease right-to-use asset	4,343	-
Property and equipment, net	54,813	138
Total assets	$ 1,745,799	$ 1,991,706

LIABILITIES AND NET ASSETS

LIABILITIES		
Accounts payable	$ 7,302	$ 63,279
Accrued expenses	2,881	7,048
Deferred revenues	117,991	44,422
Operating lease liability	4,343	-
Total liabilities	132,517	114,749
NET ASSETS		
Without donor restriction	1,613,282	1,876,957
With donor restriction	-	-
Total net assets	1,613,282	1,876,957
Total liabilities and net assets	$ 1,745,799	$ 1,991,706

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF ACTIVITIES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2023

	Without Donor Restriction	With Donor Restriction	Total
REVENUE AND SUPPORT			
Contributions	$ 8,853	$ -	$ 8,853
Donated services and other nonfinancial contributions	166,349	-	166,349
Contract revenue	2,458	-	2,458
Grant revenue	216,462	-	216,462
Interest income	43	-	43
TOTAL REVENUE AND SUPPORT	394,165	-	394,165
EXPENSES			
Program services			
Preparedness and mitigation	30,106	-	30,106
Response and Deepwater Horizon	322,314	-	322,314
Recovery	180,686	-	180,686
Faith-Based	28,627	-	28,627
Total program services	561,733	-	561,733
Supporting services			
General and administrative	90,803	-	90,803
Fundraising	5,304	-	5,304
Total supporting services	96,107	-	96,107
TOTAL EXPENSES	657,840	-	657,840
CHANGE IN NET ASSETS	(263,675)	-	(263,675)
NET ASSETS, BEGINNING OF YEAR	1,876,957	-	1,876,957
NET ASSETS, END OF YEAR	$ 1,613,282	$ -	$ 1,613,282

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF ACTIVITIES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2022

	Without Donor Restriction	With Donor Restriction	Total
REVENUE AND SUPPORT			
Contributions	$ 10,626	$ -	$ 10,626
Donated services and other nonfinancial contributions	157,726	-	157,726
Contract revenue	16,724	-	16,724
Grant revenue	785,423		785,423
Rental income	410,708	-	410,708
Interest income	76	-	76
PPP loan forgiveness	55,318	-	55,318
Gain on disposal of property	965,677	-	965,677
Other income	61,442	-	61,442
Special events	6	-	6
Net assets released from restrictions	5,497	(5,497)	-
TOTAL REVENUE AND SUPPORT	2,469,223	(5,497)	2,463,726
EXPENSES			
Program services			
Heritage Oaks	390,789	-	390,789
Preparedness and mitigation	23,471	-	23,471
Response and Deepwater Horizon	630,900	-	630,900
Recovery	101,937	-	101,937
Faith-Based	20,014	-	20,014
Total program services	1,167,111	-	1,167,111
Supporting services			
General and administrative	155,749	-	155,749
Fundraising	2,233	-	2,233
Total supporting services	157,982	-	157,982
TOTAL EXPENSES	1,325,093	-	1,325,093
CHANGE IN NET ASSETS	1,144,130	(5,497)	1,138,633
NET ASSETS, BEGINNING OF YEAR	732,827	5,497	738,324
NET ASSETS, END OF YEAR	$ 1,876,957	$ -	$1,876,957

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2023

	Preparedness & Mitigation	Response & Deepwater Horizon	Recovery	Faith-Based	Total Program Services	General & Administrative	Fund Raising	Total Supporting Services	Total Expenses
Accounting and legal	$ 2,227	$ 9,137	$ 8,682	$ 2,227	$ 22,273	$ 1,172	$ -	$ 1,172	$ 23,445
Annual meeting	190	953	571	190	1,904	-	-	-	1,904
Awards and grants	-	-	-	-	-	-	-	-	-
Bank charges	-	-	-	-	-	1,712	-	1,712	1,712
Depreciation	-	5,137	-	-	5,137	52	-	52	5,189
Direct assistance	-	56,063	50,000	-	106,063	26,516	-	26,516	132,579
Insurance	-	11,242	-	-	11,242	1,249	-	1,249	12,491
Interest	-	-	-	-	-	-	-	-	-
Management fee	-	-	-	-	-	-	-	-	-
Marketing and promotions	157	783	470	157	1,567	-	276	276	1,843
Membership dues	323	1,617	970	323	3,233	571	-	571	3,804
Office	1,265	6,321	3,794	1,265	12,645	2,232	-	2,232	14,877
Outside contract services	729	8,754	3,647	1,459	14,589	768	-	768	15,357
Personnel	15,604	187,243	93,622	15,604	312,073	46,632	-	46,632	358,705
Postage	17	84	50	17	168	28	28	56	224
Printing and copying	-	-	-	-	-	-	-	-	-
Program supplies	1,025	5,125	3,075	1,025	10,250	-	-	-	10,250
Rent	1,510	7,545	4,529	1,510	15,094	2,256	-	2,256	17,350
Repairs and maintenance	-	-	-	-	-	-	-	-	-
Special events	79	391	236	79	785	-	-	-	785
Taxes and licenses	-	551	-	-	551	61	-	61	612
Telephone	1,422	2,844	1,777	1,066	7,109	790	-	790	7,899
Training and development	1,058	3,527	1,764	705	7,054	1,764	-	1,764	8,818
Travel and meetings	4,500	14,997	7,499	3,000	29,996	5,000	5,000	10,000	39,996
Total	$ 30,106	$ 322,314	$ 180,686	$ 28,627	$ 561,733	$ 90,803	$ 5,304	$ 96,107	$ 657,840

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Year Ended June 30, 2022

	Heritage Oaks	Preparedness & Mitigation	Response & Deepwater Horizon	Recovery	Faith-Based	Total Program Services	General & Administrative	Fund Raising	Total Supporting Services	Total Expenses
Accounting and legal	$ 44,639	$ 3,434	$ 13,735	$ 5,494	$ 1,374	$ 68,676	$ 3,615	$ -	$ 3,615	$ 72,291
Annual meeting	824	487	2,181	970	388	4,850	-	-	-	4,850
Awards and grants	-	-	-	-	-	-	1,937	-	1,937	1,937
Bank charges	-	-	-	-	-	-	2,704	-	2,704	2,704
Depreciation	35,576	-	-	-	-	35,576	359	-	359	35,935
Direct assistance	1,790	-	400,307	-	-	402,097	448	-	448	402,545
Insurance	55,888	-	-	-	-	55,888	6,210	-	6,210	62,098
Interest	11,965	-	-	-	-	11,965	-	-	-	11,965
Management fee	-	-	-	-	-	-	-	-	-	-
Marketing and promotions	150	89	400	178	71	888	-	157	157	1,045
Membership dues	182	109	484	215	86	1,076	189	-	189	1,265
Office	3,783	2,373	10,677	4,745	1,898	23,476	4,187	-	4,187	27,663
Outside contract services	15,911	1,060	2,122	1,061	1,061	21,215	1,118	-	1,118	22,333
Personnel	96,010	12,104	181,568	80,696	12,104	382,482	128,913	-	128,913	511,395
Postage	46	28	126	56	22	278	47	47	94	372
Printing and copying	33	18	87	39	16	193	38	28	66	259
Program supplies	1,104	793	2,543	886	604	5,930	-	-	-	5,930
Rent	3,018	537	4,849	2,155	216	10,775	1,612	-	1,612	12,387
Repairs and maintenance	(1,282)	56	251	112	45	(818)	98	-	98	(720)
Special events	1,032	609	2,733	1,215	486	6,075	-	-	-	6,075
Taxes and licenses	8,929	-	-	-	-	8,929	993	-	993	9,922
Telephone	4,968	564	3,387	1,693	677	11,289	1,254	-	1,254	12,543
Training and development	20	9	46	20	5	100	26	-	26	126
Travel and meetings	2,043	1,201	5,404	2,402	961	12,011	2,001	2,001	4,002	16,013
Utilities	104,160	-	-	-	-	104,160	-	-	-	104,160
Total	$ 390,789	$ 23,471	$ 630,900	$ 101,937	$ 20,014	$ 1,167,111	$ 155,749	$ 2,233	$ 157,982	$ 1,325,093

See independent auditor's report and accompanying notes.

CONSOLIDATED STATEMENTS OF CASH FLOWS

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

Years Ended June 30, 2023 and 2022

	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ (263,675)	$ 1,138,633
Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities:		
Depreciation and amortization	5,189	35,935
Forgiveness of contingent note payable	-	(93,333)
PPP loan forgiveness	-	(55,318)
Gain on disposal of property	-	(965,677)
(Increase) decrease in operating assets:		
Accounts receivable	2,600	11,248
Grant receivable	101,030	(87,036)
Prepaid expenses	8,041	9,505
Operating lease right-to-use asset	(4,343)	-
Increase (decrease) in operating liabilities:		
Accounts payable	(55,977)	41,699
Accrued expenses	(4,167)	(39,890)
Deferred revenues	73,569	(180,069)
Operating lease liabilities	4,343	-
Net cash used by operating activities	(133,390)	(184,303)
CASH FLOWS FROM INVESTING ACTIVITIES		
Cash paid for purchase of property and equipment	(59,864)	-
Proceeds from sale of property	-	2,000,000
Net cash provided (used) by investing activities	(59,864)	2,000,000
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on long-term debt	-	(673,334)
Net cash used by financing activities	-	(673,334)
NET INCREASE (DECREASE) IN CASH	(193,254)	1,142,363
Cash, beginning of year	1,846,029	703,666
Cash, end of year	$ 1,652,775	$ 1,846,029

See independent auditor's report and accompanying notes.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

NOTE A - ORGANIZATION AND NATURE OF ACTIVITIES

Community Organizations Active in Disasters, Inc. was formed in April 2006, as a nonprofit organization in the State of Florida. The Organization is made up of a local network that links community, governmental, and faith-based organizations, businesses, and volunteers during disasters to address emergency management issues. The Organization receives funding for its programs through rental income, governmental grants, reimbursable contracts, and financial and in-kind donations.

The consolidated financial statements include BRACE, LLC, a wholly owned subsidiary of Community Organizations Active in Disasters, Inc. During the fiscal year ended June 30, 2010, BRACE, LLC purchased Heritage Oaks Mobile Home Park with funding received through Escambia County to assist in preserving and providing long-term affordable rental and privately owned residences for Escambia County, Florida residents. The mobile home park was sold in April 2022.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1. Basis of Accounting - The Organization prepares their financial statements on the accrual basis of accounting, following accounting principles generally accepted in the United States of America for nonprofit organizations.

2. Principles of Consolidation - These consolidated financial statements include the balances and financial activities of Community Organization Active in Disasters, Inc. and BRACE, LLC (the Organization). All material inter-company balances and transactions are eliminated in the consolidation.

3. Financial Statement Presentation - The Organization is required to report information regarding its financial position and activities according to two classes of net assets:

   Without donor restrictions - Not subject to donor-imposed stipulations.

   With donor restrictions - Subject to donor-imposed stipulations.

4. Cash and Cash Equivalents - For the purposes of the statement of cash flows, the Organization considers all liquid investments with an original maturity of three months or less to be cash equivalents. There were no cash equivalents at June 30, 2023 and 2022.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

5. Accounts Receivable - Accounts receivable is stated at unpaid balances and are presented net of an allowance for uncollectible accounts. The allowance for uncollectible accounts is based on historical experience, coupled with a review of the current status of existing receivables. Receivables will be charged off in the period in which management determines the receivable to be uncollectible. Recoveries of receivables previously charged off are recorded as income when received.

6. Property and Equipment - Acquisitions of furniture and equipment of $5,000 or more are capitalized at cost or, if donated, at estimated fair market value at the time of donation. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulations, contributions of property and equipment are recorded as unrestricted support. Depreciation is provided on the straight-line basis over estimated useful lives of the assets as follows:

Furniture, equipment, and vehicles	5 - 7 years
Computer, software, and website	3 - 5 years

7. Contingent Note Payable to Escambia County - As explained in Note E, the Organization has a contingent note payable to Escambia County for Neighborhood Stabilization Program (NSP) funds received from the County and used to acquire and operate Heritage Oaks Mobile Home Park in accordance with a Development Agreement between the County and the Organization.

   The Organization complied with all the requirements of the Development Agreement and the related mortgage note payable. The conditional note payable was non-interest bearing and was forgiven in the amount of $93,333, each year the Organization remained in compliance with the forgiveness terms. Beginning with the fiscal year ended June 30, 2012, the forgiven amount of $93,333 has been recorded as grant revenue, each year through June 30, 2022. The mobile home park was sold in April 2022 and the remaining balance of the conditional note was repaid, in full.

8. Contributions - Contributions made and received are recorded as with donor restricted or without donor restricted support depending on the existence and/or nature of any donor restrictions.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted for future periods or donor-restricted for specific purposes are reported as restricted support that increases those net asset classes. However, if a restriction is fulfilled in the same time period in which the contribution is received, the contribution is reported as support without donor restriction.

When a donor-stipulated time restriction expires or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statement of activities as net assets released from restriction.

9. Grants - The Organization records grant revenue over the period of the award and the provisions of the grant determine the timing of revenue recognition. Grant expenses are recognized when incurred. Amounts that have been awarded and earned but not received are recorded as grants receivable. Grant funds received and not yet earned are reported as deferred revenues on the statement of financial position.

10. Program Revenue - Revenue related to exchange transactions is recognized as goods and/or services are provided and is based on the amount expected to be received in exchange for those goods and/or services. The Organization recognizes client service revenue in the period in which performance obligations under its contracts are satisfied by transferring services to clients. The Organization measures the performance obligation on the date the services are provided and bills to clients and third-party payers are sent.

11. Advertising Expense - The Organization uses advertising to promote its programs among the audiences they service. The costs in purchasing advertising and promotions are expensed when incurred. The Organization expensed $1,843 and $1,045, for the fiscal years ended June 30, 2023 and 2022, respectively. These costs are recorded as marketing and promotions expense in the consolidated statement of functional expenses.

12. In-kind Contributions and Services - Contributed goods and services are reflected in the accompanying consolidated statement of activities at their estimated values on date of receipt.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

During the year ended June 30, 2022, the Organization adopted Accounting Standards Update (ASU) 2020-07, Presentation and Disclosures by Not-for-Profit Entities for nonfinancial assets as a separate line item in the statement of activities, apart from contributions of cash or other financial assets. The standard also increased the disclosure requirement around contributed nonfinancial assets, including disaggregating by category the types of contributed nonfinancial assets a nonprofit entity has received. Adoption of this standard did not have a significant impact on the financial statements, with the exception of additional disclosures.

Donated services are recognized as contributions if the services create or enhance nonfinancial assets or require specialized skills, which are performed by people with those skills, and would otherwise be purchased by the Organization.

13. Allocation of Functional Expenses - The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of activities and in the consolidated statement of functional expenses. Costs are charged to program services, general and administrative, and fundraising based on direct expenditures incurred. Expenses not directly chargeable to these functional categories have been estimated and allocated among the programs and supporting services benefited based on management's best judgment.

14. Use of Estimates - The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

15. Income Tax - Community Organizations Active in Disasters, Inc. and Subsidiary file a consolidated tax return. Community Organizations Active in Disasters, Inc. is exempt from income tax under Section 501(c)(3) of the U.S. Internal Revenue Code and contributions to it are tax deductible within the limitations prescribed by the Code. The Organization has been classified as a publicly-supported entity, which is not a private foundation under Section 509(a) of the Code.

BRACE, LLC is a single member LLC as defined by Reg. 301.7701-3(b), and is a wholly owned subsidiary of Community Organizations Active in Disasters, Inc. Pursuant to this regulation, BRACE, LLC is disregarded as a separate entity and is treated as a component of Community Organizations Active in Disasters, Inc. Accordingly, no provision for income taxes is included in the consolidated financial statements.

Tax-exempt nonprofit entities such as Community Organizations Active in Disasters, Inc. may have tax positions that require evaluation for uncertainty. For example, a tax position might be the entity's status as tax exempt. In addition, a tax position might involve unrelated business income subject to income taxes. The Organization believes that any tax positions it has taken or expects to take that are more-likely-than-not sustainable, as described in the Codification, would not be material to the financial statements taken as a whole. Accordingly, no liability has been provided for unrecognized tax benefits, nor has any interest or penalty been accrued.

The Organization's information and tax returns for the years ended June 30, 2021 through 2023 are subject to examination by the Internal Revenue Service and state authorities, generally for three years after they were filed.

16. Recent Financial Accounting Pronouncements - During the year ended June 30, 2023, the Organization adopted ASU 2016-02, Leases (Topic 842) which requires lessees to recognize on the statement of financial position the assets and liabilities for the rights and obligations created by leases with lease terms of more than twelve months. The Organization reflected the impact of initially adopting ASC 842 as of the beginning of the year of adoption; therefore, prior period amounts have not been adjusted and continue to be reported in accordance with the previous accounting guidance in ASC 840. The adoption of ASC 842 had a material impact on the statement of financial position but did not have a significant impact on the statement of activities and statement of cash flows. There were no changes in net assets as a result of the adoption. The most significant impact was the recognition of right-of-use assets under operating leases and operating lease liabilities for operating leases.

    The Organization elected the available practical expedients to account for its existing leases under the new guidance, without reassessing (a) whether any expired or existing contracts contain a lease, (b) whether classification of capital or operating leases would be different in accordance with the new guidance, or (c) whether the unamortized initial direct costs, if any, before transition adjustments would have met the definition of initial direct costs in the new guidance at lease commencement.

17. Comparative Financial Information - Certain accounts and activities in the prior year information have been reclassified to conform to the presentation in the current year financial statements.

Events Occurring After the Reporting Date - The Organization has evaluated events and transactions that occurred between June 30, 2023 and April 3, 2024, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

NOTE C - PROPERTY AND EQUIPMENT

Major classifications of property and equipment at June 30, 2023 and 2022, were as follows:

	2023	2022
Furniture, equipment, and vehicles	$ 66,434	$ 6,638
Computer software and website	30,797	30,797
	97,231	37,435
Less accumulated depreciation	(42,418)	(37,297)
Property and equipment, net	$ 54,813	$ 138

Depreciation expense for the years ended June 30, 2023 and 2022 was $5,189 and $11,683, respectively.

NOTE D - PAYCHECK PROTECTION PROGRAM NOTE PAYABLE FORGIVENESS

The Organization received an SBA loan for $55,318 in April 2021 pursuant to the Paycheck Protection Program as part of the Consolidated Appropriations Act. The interest rate was 1% with repayment terms of 24 months with the first 6 months of principal and interest payments deferred with interest accruing, then converting to monthly principal and interest payments, amortized over 18 months, at 1%. The loan was forgiven in full in November 2021 and is included in other income on the Statement of Activities for the year ended June 30, 2022.

NOTE E - HERITAGE OAKS MOBILE HOME PARK

Heritage Oaks mobile home park was sold in April 2022 for $2,000,000, resulting in a gain of $965,677. Depreciation on the property held for lease during the fiscal years ended June 30, 2022 was $24,252.

Contingent Note Payable to Escambia County

Escambia County advanced Neighborhood Stabilization Program (NSP) funds to the Organization in accordance with a Development Agreement between the County and the Organization. The NSP funds were provided as long-term financing for the acquisition and management of Heritage Oaks Mobile Home Park, including the preliminary expenditures. This included outlays related to the negotiations in connection with the acquisition of the foreclosed property, as well as infrastructure improvements, and securing and transporting manufactured housing units to the Park.

NOTE E - HERITAGE OAKS MOBILE HOME PARK (Continued)

The County awarded NSP funds to the Organization in the amount of $1,400,000. The award was recognized by a note which was formally executed on September 16, 2010, for this amount, and was secured by Heritage Oaks Mobile Park. In the event of default of any terms or obligations pursuant to the mortgage, including the sale, conveyance, transfer, or assignment of any interest in the property referred to in the mortgage or the failure of the Organization to comply with the rental rates, occupancy restrictions and conditions specified in the mortgage, the total principal balance will be due and payable.

Each year the Organization was not in default of any terms or obligations of the mortgage within fifteen years, the principal balance was reduced by 6.666% of the original amount per year on the anniversary date of the note. On the fifteenth anniversary of the note, the balance due shall be reduced to zero. The note is noninterest bearing, except in the event of default as stipulated within the note.

Debt forgiveness on the contingent note payable to Escambia County totaled $93,333 during the year ended June 30, 2022. The balance due on the contingent note payable was repaid, in full, in April 2022 with the sale of Heritage Oaks Mobile Home Park.

Due to Escambia County
During March 2011, the Organization entered into an agreement with Escambia County to receive funding in the amount of $300,000 for ongoing renovations and infrastructure improvements to Heritage Oaks Mobile Home Park. The loan was refinanced in May 2013.

The loan was set to mature in May 2026, with interest at a rate of 3%, and was secured by Heritage Oaks Mobile Home Park real estate, buildings, improvements, and fixtures therein. Interest only payments in the amount of $750 were due each month beginning June 1, 2011, and a balloon principal payment at maturity in the amount of $300,000. The balance due to Escambia County at June 30, 2021 was $300,000. The loan was paid, in full, in April 2022 when the mobile home park was sold. Interest expenses totaled $9,000 for the year ended June 30, 2022.

NOTE F - GRANTS

During the year ended June 30, 2023, the Organization was awarded a grant from United Way of West Florida, Inc. in the amount of $45,830, a grant from AmeriCorps VISTA in the amount of $53,500, and grants from Florida-Bahamas Synod, ELCA to support unmet needs of eligible recipients for disaster assistance. During the year ended June 30, 2023, 84 percent of the Organization's grant revenues were from three providers. The unearned funds remaining in deferred grant revenues were repaid during 2023 and 2024.

NOTE F - GRANTS (Continued)

During the year ended June 30, 2022, the Organization was awarded a grant from United Way of West Florida, Inc. in the amount of $47,774, a grant from Escambia County in the amount of $95,000, and grants from Florida-Bahamas Synod, ELCA to support unmet needs of eligible recipients for disaster assistance.

NOTE G - DONATED SERVICES AND OTHER IN-KIND CONTRIBUTIONS

The value of in-kind contributions and services as revenue in the consolidated financial statements and the corresponding program expenses for the years ended June 30, 2023 and 2022 are as follows:

	Preparedness & Mitigation	Response	Recovery	Faith - Based	General & Administrative	Fundraising	Total
Personnel	$ 7,622	$ 107,352	$ 39,860	$ 3,970	$ -	$ -	$ 158,804
Direct assistance	-	7,545	-	-	-	-	7,545
2023 Total	$ 7,622	$ 114,897	$ 39,860	$ 3,970	$ -	$ -	$ 166,349

	Heritage Oaks	Preparedness & Mitigation	Response	Recovery	Faith - Based	General & Administrative	Fundraising	Total
Personnel	$ 9,424	$ 6,472	$ 98,928	$ 36,751	$ 3,913	$ -	$ -	$ 155,488
Direct assistance	2,238	-	-	-	-	-	-	2,238
2022 Total	$ 11,662	$ 6,472	$ 98,928	$ 36,751	$ 3,913	$ -	$ -	$ 157,726

Additionally, a substantial number of volunteers donated significant amounts of time to the Organization in various capacities; however, these donated services are not reflected in the financial statements, since these services do not meet the criteria for recognition as contributed services.

NOTE H - FINANCIAL ASSETS AVAILABLE FOR GENERAL EXPENDITURES

The following reflects the Organization's financial assets as of June 30, 2023, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of June 30, 2023.

	2023
Financial assets, at year-end	$ 1,674,277
Net assets with donor restrictions	-
Financial assets available to meet cash needs for general expenditures within one year	$ 1,674,277

The Organization at times receives restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE I - SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

Cash payments for interest for the years ended June 30, 2022 was $9,000.

Debt forgiveness on the contingent note payable to Escambia County totaled $93,333 during the year ended June 30, 2022.

NOTE J - LEASES

The Organization recognizes right-to-use lease assets and lease liabilities for leases with terms greater than 12 months or for leases that contain a purchase option that is reasonably certain to be exercised. The Organization used one or more practical expedients, including short-term leases with terms twelve months or less to remain off the Organization's Statement of Financial Position. Leases are classified as either finance or operating leases. This classification dictates whether lease expense is recognized based on an effective interest method or on a straight-line basis over the term of the lease.

NOTE J - LEASES (Continued)

In 2011, the Organization entered into a lease for a facility in Pensacola under a month-to-month operating lease requiring annual rental payments of $15,840, half of which is an in-kind donation of rent to the Organization. Rent expense for the year ended June 30, 2023 and 2022 was $14,755 and $ $12,387 , respectively.

The Organization also entered into the storage lease agreements used in operations on a month-to-month or as needed basis. Total storage rent expense for the year ended June 30, 2023 was $3,715.

In June 2023, the Organization entered into an office equipment lease under a three-year operating agreement requiring annual rental payments of $1,619 through June 2026.

The following summarizes the line items in the statements of financial position which include amounts for operating leases as of June 30, 2023:

	2023
Operating Leases:	
Operating lease right-to-use assets	$ 4,343
Operating lease current liabilities	$ 1,342
Operating lease long-term liabilities	3,001
Total operating leases liabilities	$ 4,343

Right to use assets obtained in exchange for new operating lease liabilities during the year ended June 30, 2023 totaled $4,343.

The following table displays the weighted average term and discount rates, and related information as of June 30, 2023:

	Operating Lease
Average monthly payment	$ 135
Weighted-average remaining lease term	36
Weighted-average discount rate	7.40%
Total operating right-to-use lease asset	$ 4,343
Total operating lease liability	$ 4,343
Total cash paid	$ -

NOTE J - LEASES (Continued)

At June 30, 2023, the Organization was obligated for minimum rental payments under operating leases having remaining terms in excess of one year for each of the next five years and in the aggregate as follows:

Year Ending June 30,	Operating Lease
2024	$ 1,619
2025	1,619
2026	1,619
2027	-
2028	-
Thereafter	-
Total undiscounted cash flows	4,857
Less: present value discount	(514)
Total lease liabilities	$ 4,343

NOTE K - CONCENTRATION OF CREDIT RISK

Financial instruments, which potentially subject the Organization to concentrations of credit risk, include cash in banks and certificates of deposit in excess of federally insured limits. The Organization manages this risk by maintaining its cash in various high-quality financial institutions. The funds in these accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. The uninsured cash balance was $1,257,174 at June 30, 2023.

COMMUNITY ORGANIZATIONS ACTIVE IN DISASTERS, INC. AND SUBSIDIARY

AUDIT OF CONSOLIDATED
FINANCIAL STATEMENTS

YEAR ENDED JUNE 30, 2024

DURST JORDAN, CPA, PA

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Community Organizations Active in Disasters, Inc. and Subsidiary

Opinion

We have audited the accompanying consolidated financial statements of Community Organizations Active in Disasters, Inc. (a nonprofit organization) and Subsidiary (the Organization), which comprise the consolidated statement of financial position as of June 30, 2024, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Community Organizations Active in Disasters, Inc. and Subsidiary as of June 30, 2024, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

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



Durst Jordan, CPA, PA
Pace, FL
November 19, 2024

Community Organizations Active in Disasters, Inc. and Subsidiary
Consolidated Statement of Financial Position
As of June 30, 2024

ASSETS

Current Assets	
Cash	$ 53,924
Certificates of deposit	1,303,625
Grants receivable	26,074
Prepaid expenses	11,376
Total current assets	1,394,999
Non-Current Assets	
Property and equipment, net of accumulated depreciation of $16,942	42,854
Total non-current assets	42,854
Total Assets	$ 1,437,853

LIABILITIES AND NET ASSETS

Current Liabilities	
Accounts payable	$ 355
Accrued payroll	6,056
Accrued vacation	7,433
Total current liabilities	13,844
Net Assets	
Net assets without donor restrictions	1,408,659
Net assets with donor restrictions	15,350
Total net assets	1,424,009
Total Liabilities and Net Assets	$ 1,437,853

The accompanying notes are an integral part of these financial statements.

Community Organizations Active in Disasters, Inc. and Subsidiary
Consolidated Statement of Activities
For the year ended June 30, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support			
Contributions	$ 2,088	$ 13,500	$ 15,588
In-kind contributions	115,167	-	115,167
Grant revenue	85,276	-	85,276
Interest income	50,719	-	50,719
Special event revenue	20,002	-	20,002
Other income	269	-	269
Net assets released from restrictions	20,814	(20,814)	-
Total Revenue and Support	294,335	(7,314)	287,021
Expenses			
Program services	298,803	-	298,803
Supporting services:			
General and administrative	184,671	-	184,671
Special events and fundraising	15,130	-	15,130
Total Expenses	498,604	-	498,604
Change in Net Assets	(204,269)	(7,314)	(211,583)
Net Assets - Beginning of Year	1,612,928	22,664	1,635,592
Net Assets - End of Year	$ 1,408,659	$ 15,350	$ 1,424,009

The accompanying notes are an integral part of these financial statements.

Community Organizations Active in Disasters, Inc. and Subsidiary

Consolidated Statement of Functional Expenses

For the year ended June 30, 2024

	Program Services	Supporting Services: General and Administrative	Supporting Services: Special Events and Fundraising	Total Expenses
Accounting and legal	$ -	$ 22,442	$ -	$ 22,442
Annual meeting	-	229	-	229
Bank charges	-	2,076	-	2,076
Cost of direct benefits to donors	-	-	8,559	8,559
Depreciation	11,959	-	-	11,959
In-kind rent	10,058	6,706	-	16,764
Insurance	-	14,474	-	14,474
Marketing and promotion	-	981	-	981
Membership dues	-	1,889	-	1,889
Occupancy	11,244	4,819	-	16,063
Office expenses	-	17,679	-	17,679
Outside contract services	-	14,426	-	14,426
Personnel	234,807	87,744	-	322,551
Program supplies	25,630	-	-	25,630
Special events	-	-	6,571	6,571
Taxes and licenses	-	686	-	686
Telephone	5,105	1,276	-	6,381
Travel and meetings	-	9,244	-	9,244
Total expenses	$ 298,803	$ 184,671	$ 15,130	$ 498,604

The accompanying notes are an integral part of these financial statements.

Community Organizations Active in Disasters, Inc. and Subsidiary
Consolidated Statement of Cash Flows
For the year ended June 30, 2024

Cash Flows from Operating Activities	
Change in net assets	$ (211,583)
Adjustments to reconcile change in net assets to net cash from operating activities:	
Depreciation	11,959
Change in operating assets and liabilities:	
Certificates of deposit	(46,452)
Grants receivable	(4,572)
Prepaid expenses	990
Accounts payable	(7,300)
Accrued payroll	10,607
Deferred revenue	(95,327)
Net cash from operating activities	(341,678)
Cash Flows from Investing Activities	
Investment in certificates of deposit	(1,257,173)
Net cash from investing activities	(1,257,173)
Net Change in Cash	(1,598,851)
Cash - Beginning of Year	1,652,775
Cash - End of Year	$ 53,924

The accompanying notes are an integral part of these financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organization and Purpose

Community Organizations Active in Disasters, Inc. was formed in April 2006 as a nonprofit organization in the State of Florida. The Organization is made up of a local network that links community, governmental, and faith-based organizations, businesses, and volunteers during disasters to address emergency management issues. The Organization receives funding for its programs through governmental grants, reimbursable contracts, and financial and in-kind donations.

The consolidated financial statements include BRACE, LLC, a wholly owned subsidiary of Community Organizations Active in Disasters, Inc.

Both organizations will be referred to collectively as "the Organization" in these notes to the consolidated financial statements.

B. Basis of Accounting and Presentation

The accompanying consolidated financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) Topic 958, Not-for-Profit Entities. Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. A description of the net asset categories are as follows:

Net assets without donor restrictions – The part of net assets of a not-for-profit that is not subject to donor-imposed restrictions. Net assets without donor restrictions may be designated for specific purposes by action of the Board of Directors.

Net assets with donor restrictions – The part of net assets of a not-for-profit that is subject to donor-imposed restrictions. Some donors impose restrictions that are temporary in nature or purpose restricted. Other donors impose restrictions that are perpetual in nature that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Purpose restricted net assets are deemed to be restricted for the donor-specified purpose by explicit donor stipulation. Once appropriated, purpose restricted assets are released to net assets without donor restrictions.

C. Principles of Consolidation

These consolidated financial statements include the balances and financial activities of Community Organizations Active in Disasters, Inc. and BRACE, LLC (the Organization). Significant intra-entity accounts and transactions have been eliminated in consolidation.

D. Cash and Cash Equivalents

The Organization considers all highly liquid investment instruments with original maturities of three months or less as cash equivalents. There were no cash equivalents at June 30, 2024.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

E. Accounts Receivable

Accounts receivable is stated at unpaid balances and are presented net of an allowance for uncollectible accounts. The allowance for uncollectible accounts is based on historical experience, coupled with a review of the current status of existing receivables. Receivables will be charged off in the period in which management determines the receivable to be uncollectible. Recoveries of receivables previously charged off are recorded as income when received.

F. Property and Equipment

Acquisitions of furniture and equipment of $5,000 or more are capitalized at cost or, if donated, at estimated fair market value at the time of donation. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulations, contributions of property and equipment are recorded as unrestricted support. Depreciation is provided on the straight-line basis over estimated useful lives of the assets as follows:

Furniture, equipment, and vehicles	5 – 7 years
Computer, software, and website	3 – 5 years

G. Grants

Public support revenue from local governments and government grants is recorded based upon the terms of the grantor allotment which generally provides that revenue is earned when the allowable costs of the specific grant provisions have been incurred or the performance of the services has been rendered.

H. Contributions

The Organization records contributions received as an increase in net assets without donor restrictions unless specifically restricted by the donor. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the same reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions depending on the nature of the restriction. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

I. In-kind Contributions

The Organization records various types of contributed nonfinancial assets (in-kind contributions) including wages, rent, goods, and services. Contributed professional services are recognized if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributions of tangible assets are recognized at fair value when received. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

J. Advertising Costs

Advertising costs are expensed as incurred. For the year ended June 30, 2024, marketing and promotion costs of $981 were incurred. They are recorded as marketing and promotions expense in the accompanying consolidated financial statements.

K. Income Taxes

Community Organizations Active in Disasters, Inc. and Subsidiary file a consolidated tax return. Community Organizations Active in Disasters, Inc. is exempt from income tax under Section 501(c)(3) of the U.S. Internal Revenue Code and contributions to it are tax deductible within the limitations prescribed by the Code. The Organization has been classified as a publicly supported entity, which is not a private foundation under Section 509(a) of the Code.

BRACE, LLC is a single member LLC as defined by Reg. 301.7701-3(b), and is a wholly owned subsidiary of Community Organizations Active in Disasters, Inc. Pursuant to this regulation, BRACE, LLC is disregarded as a separate entity and is treated as a component of Community Organizations Active in Disasters, Inc. Accordingly, no provision for income taxes is included in the consolidated financial statements.

L. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

M. Functional Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of activities and in the consolidated statement of functional expenses. Costs are charged to program services, general and administrative, and fundraising based on direct expenditures incurred. Expenses not directly chargeable to these functional categories have been estimated and allocated among the programs and supporting services benefited based on management's best judgment.

N. Subsequent Events

Management has evaluated subsequent events through November 19, 2024, the date which the consolidated financial statements were available for issue.

NOTE 2 – CERTIFICTATES OF DEPOSIT

Certificates of deposits (CDs) are recorded at cost plus accrued interest. The Organization has two certificates of deposit that mature within a year of June 30, 2024. All CDs that mature within a year are recorded as current assets.

NOTE 3 – PROPERTY AND EQUIPMENT

Property and equipment consist of the following for the year ended June 30, 2024:

Vehicles	$	59,796
Less: accum. depreciation		(16,942)
Property and equipment, net	$	42,854

Depreciation expense for the year ended June 30, 2024 was $11,959.

NOTE 4 – COMPENSATED ABSENCES

The Organization's policy is that employees can carry over up to 80 hours of accrued paid time off to the following year. Accrued vacation totaled $7,433 as of June 30, 2024.

NOTE 5 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions as of June 30, 2024 are restricted as follows:

Disaster relief	$	10,107
Salaries		5,243
Total net assets with donor restrictions	$	15,350

Net assets were released from donor restrictions by incurring expenses that satisfy the restricted purposes.

NOTE 6 – IN-KIND CONTRIBUTIONS

The value of in-kind contributions and services as revenue in the consolidated financial statements and the corresponding program expenses for the year ended June 30, 2024, are as follows:

	Revenue Recognized	Utilization	Valuation
In-kind rent	$ 16,764	G&A, Program	Estimated fair value based on comparable rent per square foot in the area
In-kind personnel	97,810	Program	Estimated fair value based on actual hourly rate
In-kind supplies	593	Program	Estimated fair value based on market value of supplies when received
Total	$ 115,167		

NOTE 6 – IN-KIND CONTRIBUTIONS (CONTINUED)

Additionally, a substantial number of volunteers donated significant amounts of time to the Organization in various capacities; however, these donated services are not reflected in the financial statements, since these services do not meet the criteria for recognition as contributed services.

NOTE 7 – CONCENTRATIONS

The Organization maintains cash and certificates of deposit in local banks, which are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000 per banking institution. As of June 30, 2024, the uninsured cash balance was $1,057,755.

Approximately 62% of total revenue for the year ended June 30, 2024 was provided by three donors.

NOTE 8 – AVAILABILITY OF FINANCIAL ASSETS

The following reflects the Organization's financial assets as of June 30, 2024, reduced by amounts not available for general use within one year of the balance sheet date:

Financial assets:	
Cash	$ 53,924
Grants receivable	26,074
Certificates of deposit	1,303,625
Total financial assets at 6/30/2024	1,383,623
Less those unavailable for general expenditure within one year, due to:	
Donor restrictions	(15,350)
Financial assets available to meet cash needs for general expenditures within one year	$ 1,368,273

The Organization at times receives restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year.

ESCAMBIA COUNTY BOARD OF COUNTY COMMISSIONERS

COUNTY ADMINISTRATION TRANSMITTAL MESSAGE

Date:	2/26/2024
To:	Travis Tompkins, Public Safety
From:	Cecelia Amos, County Administration
BCC Meeting:	2/22/2024
Agenda Item:	CAR I-4
RE:	Amended and Restated Memorandum of Understanding Between Community Organizations Active in Disaster, Inc. DBA Be Ready Alliance Coordinating for Emergencies and Escambia County, Florida

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See attached partially executed, original of the document noted above. Once fully executed, please return to our office for filing with the Board Minutes.

Escambia County
Clerk's Original
2/22/2024 CAR I-4

AMENDED AND RESTATED MEMORANDUM OF UNDERSTANDING BETWEEN COMMUNITY ORGANIZATIONS ACTIVE IN DISASTER, INC. D/B/A/ BE READY ALLIANCE COORDINATING FOR EMERGENCIES AND ESCAMBIA COUNTY, FLORIDA

THIS AMENDED AND RESTATED MEMORANDUM OF UNDERSTANDING (MOU) is made and entered into by and between Community Organizations Active in Disaster, Inc. D/B/A Be Ready Alliance Coordinating for Emergencies, a Florida not-for-profit corporation (hereinafter referred to as "BRACE"), with a principal address of 150 West Maxwell Street, Pensacola, Florida 32501, and Escambia County, a political subdivision of the State of Florida (hereinafter referred to as "County"), with administrative offices located at 221 Palafox Place, Pensacola, Florida 32502.

WITNESSETH:

Date: 2/26/2024 Verified By:

WHEREAS, facilitating emergency preparedness, response, recovery, and mitigation is of vital importance to safeguard the life and property of citizens in Escambia County; and

WHEREAS, the mission of BRACE is to reduce loss of life, injury, property damage, environmental impact and economic loss due to disaster through fostering communication, cooperation, collaboration and coordination among community, faith-based, non-profit, private and public organizations active in one or more phases of emergency management; and

WHEREAS, the vision of BRACE is for Escambia County to be the most disaster resilient community in America; and

WHEREAS, the purpose of BRACE is to engage our community in disaster preparedness, response, and recovery; and

WHEREAS, on or about February 18, 2016, the parties entered into a MOU to set forth terms by which BRACE would support the Escambia County Emergency Operations Center (EOC) emergency preparedness, response, recovery, and mitigation activities; and

WHEREAS, the parties have agreed to enter into this Amended and Restated MOU in support of Escambia County's efforts to coordinate and implement emergency preparedness, response, recovery, and mitigation activities.

NOW, THEREFORE, in consideration of the mutual promises, covenants, and conditions therein, the parties agree as follows:

ARTICLE I. PURPOSE.

1.1 The recitals contained in the preamble of this agreement are declared to be true and correct and are hereby incorporated in this agreement.

1.2 The purpose of this Amended and Restated MOU is to set forth terms by which BRACE will support the Escambia County Emergency Operations Center (EOC) emergency preparedness, response, recovery, and mitigation activities. This Amended and Restated MOU shall supersede in its entirety the Memorandum of Understanding, dated February 18, 2016, between Community Organizations Active in Disaster, Inc. D/B/A Be Ready Alliance Coordinating for Emergencies and Escambia County, Florida.

ARTICLE II. RESPONSIBILITIES OF THE PARTIES.

2.1 **BRACE** agrees to:

A. Provide leadership and coordination services as the co-lead for Emergency Support Function (ESF) 15-Volunteers and Donations operations, including, but not limited to, the following:

1. Co-lead and coordinate planning activities that develop plans and procedures in support of the ESF 15 mission as identified within the County CEMP as appropriate.

2. Participate in Emergency Management training and coordinate training activities needed for ESF 15 lead and support organization staff to maintain knowledge, skills, and abilities to maximize efficiencies in working within an EOC Incident Command System (ICS) operation and to support mission operations identified for ESF 15 as appropriate.

3. Participate in Emergency Management exercises and coordinate the engagement of lead and support organization's staff that test and enhance knowledge, skills, and abilities to maximize efficiencies in working within an EOC/ICS operation and to support mission operations identified for ESF 15 as appropriate.

4. Co-lead ESF 15 as may be necessary for the implementation of the entire ESF 15 mission operations.

5. Provide and coordinate ESF 15 mission expertise, guidance, suggestions, recommendations, data, information, and potential solutions as it may relate to issues, problems, and challenges that exist or may exist throughout the entire disaster response and recovery process with other EOC liaisons, functional units, and EOC management staff related to and through the EOC organization liaisons and EOC management structure to develop, implement, guide, and direct EOC operations in the most efficient and effective manner for the delivery of response and recovery service(s) to the community.

6. Identify appropriate staff and staffing levels to lead and coordinate the ESF 15 desk and responsibilities within the EOC as appropriate when EOC operations are mobilized and liaison support is requested. Encourage and solicit staffing support from ESF 15 and other community organizations as needed and appropriate.

7. Coordinate with the EOC Human Services Branch Director to maintain procedures and access to the Government Point of Distribution (GPOD) for volunteer organizations and service providers to be able to draw commodities and other emergency resources from the GPOD within negotiated guidelines as identified by the EOC Human Services Branch Director.

8. Assist in educating, coordinating, and developing, in support of and in coordination with, Volunteer Florida and Florida Voluntary Organizations Active in

Disaster (FLVOAD) member organizations, forms, processes, and procedures for affiliated and unaffiliated volunteers and volunteer organizations to document in-kind services with the goal of being able to apply those in-kind services to the non-federal share of local government costs related to eligible response and recovery expenses in a federally declared disaster as appropriate.

9. Verify, validate, and clarify any planning, training, exercise, and/or operational financial responsibility expectations for any expenses that potentially could be incurred by BRACE and/or any other support organizations BRACE may be coordinating or soliciting in support of EOC or Emergency Management activities that may be requested of BRACE, ESF 15, or other EOC liaisons and support organizations.

10. Seek pre-approval for any expenses that will not be expected to be absorbed by BRACE, and during EOC mobilization, follow the pre-approval/pre-authorization process identified in **Appendix A**, attached hereto and incorporated herein. When the EOC is not mobilized, BRACE should seek pre-approval/pre-authorization from Emergency Management. Any expenses incurred by BRACE or other EOC or ESF support agencies that are not pre-approved/pre-authorized will be at risk for not being reimbursed by the County. All approvals and authorizations must be in writing. Nothing in this agreement will limit or exclude BRACE from directly pursuing reimbursement for disaster response and recovery expenses from potential federal, state, or "responsible party" programs as those programs may identify eligibility by federal or state law, or by other programmatic rules and guidelines as those programs may define.

B. Coordinate, manage, and oversee ESF 15 Volunteer operations as a co-lead organization more specifically as follows:

1. Coordinate affiliated volunteers and volunteer organizations as they may present themselves to the community to leverage the limited resources and services that will maximize the delivery of goods and services to people in need and minimize the gaps within the community.

2. Provide timely expertise, guidance, suggestions, recommendations, data, and information to EOC management as to the potential need for a Volunteer Team Assignment Center (VTAC) operation within the community, and as may be requested, oversee and coordinate any mutual aid resource request for such operations.

3. Assist Hillcrest Baptist Church with any VTAC operation as an EOC/ESF 15 liaison between the donated goods warehouse manager(s) and the EOC operations as it may relate to mobilization and demobilization of the operation, acquiring and compiling data and information, relaying status reports, and identifying issues or problems that may need to be addressed by EOC management.

4. Document activities, data, and information on the VTAC operation as appropriate.

5. Oversee the VTAC or the operational equivalent for affiliated volunteers serving with National Voluntary Organizations Active in Disaster (NVOAD) and FVOAD member organizations, as well as Florida ESF 15 lead and support organizations and/or BRACE partner organizations. This operation may co-locate within the VTAC should that operation be mobilized and as appropriate.

6. May, in coordination with ESF 6 and Citizen Information Center (CIC), coordinate and oversee agencies within the VTAC.

C. Coordinate, manage, and oversee ESF 15 Donation operations as a co-lead organization more specifically as follows:

1. Coordinate donations of goods and equipment that may be offered and delivered to the community with local non-profit organizations that have the capacity to accept those donations and willingness to utilize those donations in support of disaster response and recovery or redistribute those resources to people in need within the community as appropriate.

2. Provide timely expertise, guidance, suggestions, recommendations, data, and information to EOC management as to the potential need for a donated goods warehouse operation within the community, and as may be requested, oversee and coordinate any mutual aid resource request for such operations.

3. Coordinate and oversee any donated goods warehouse operation as an EOC/ESF 15 liaison between the donated goods warehouse manager(s) and the EOC operations as it may relate to mobilization and demobilization of the operation, acquiring and compiling data and information, relaying status reports, and identifying issues or problems that may need to be addressed by EOC management.

4. Receive monetary donations provided in support of ESF 15 and Escambia County Long-Term Recovery Group (LTRG) disaster response and recovery activities in Escambia County and ensure the responsible allocation and disbursement of said funds in accordance with applicable guidelines, rules, and regulations. The County will not assume any responsibility for the receipt, maintenance, or disbursement of funds donated to and received by or on behalf of BRACE.

5. Maintain accurate financial records and other supporting documentation regarding the receipt and disbursement of monetary donations received by BRACE in support of ESF 15 and LTRG activities, including, but not limited to, bank statements, transaction reports, account balances, invoices, cancelled checks, etc., and provide quarterly reports to the Escambia County Emergency Management Division and the LTRG.

D. Coordinate and/or support long-term recovery activities for disaster survivors with support of its partner organizations as well as locally deployed representatives of the NVOAD and its member organizations, FLVOAD and its member organizations, as well as the Florida ESF 15 lead and support organizations. Any software tools identified will assist in minimizing duplication of effort and services while streamlining access to resources to address unmet disaster caused needs.

E. Coordinate, manage, and/or support activities of ESF 15 and ESF 6 missions with respect to the following as appropriate:

1. Community needs assessment(s).
2. Case work/case management solutions and/or options.
3. Seeking out direct service and financial programs to meet disaster survivor needs.
4. Promote tools and options to deliver more efficient and effective mass care and volunteer programs and services to the community in need.
5. Coordinate appropriate resources to meet the disaster caused needs of the community.
6. Identify overlapping resources and services between ESF 6 and 15 to minimize gaps in essential services.

F. Provide timely expertise, guidance, suggestions, recommendations, data, and information to ESF 18 leadership in support of the ESF 18-Business and Industry mission as may be identified in the County's Comprehensive Emergency Management Plan (CEMP) and support any public message, outreach, and activity in support of ESF 18 through BRACE's existing private sector non-profit and for-profit network as resources may be available and as appropriate.

G. Implement BRACE's Continuity of Operations Plan (COOP), for which BRACE has identified Room 511 of the County Public Safety facility as the primary BRACE operational relocation site. BRACE shall be responsible for all operational supplies and equipment to support its COOP implementation in Room 511, to include phones. BRACE shall be responsible for any damages to the Escambia County Public Safety facility as a result of COOP operations within the facility. Room 511 has also been identified for use by the United Way for their 2-1-1 program operators during EOC activations and both 2-1-1 and BRACE may be required to share the space in Room 511 as appropriate.

2.2 **Escambia County** agrees to:

A. As it relates to ESF 15-Volunteers and Donations operations, the County will:

1. Provide support to ESF 15 and BRACE through the EOC operations in accomplishing any identified missions as appropriate.

2. Provide a seat/workspace within the EOC for BRACE liaison staff for the implementation of ESF 15 responsibilities.

3. Provide a process to validate and verify any expectations for County or other reimbursement or payment for any operational expenses that may be incurred by BRACE or ESF 15 support organizations as a result of fulfilling ESF 15 responsibilities prior to any expenses being incurred. This process is identified in **Appendix A** when the EOC is mobilized, and coordination with the Emergency Management Division would be required when the EOC is not mobilized.

4. Through the EOC Human Services Branch Director, provide BRACE, its partner organizations, and other authorized organizations, volunteers, and service

providers access to the GPOD, when mobilized, for access to food, water, and other potential resources to support homebound individuals, and those with functional and access challenges, with basic needs that can be met from the limited resources being provided through the GPODs.

B. As it relates to ESF 18-Business and Industry responsibilities, the County will:

1. Provide support, as may be available, to ESF 18 and BRACE through the EOC and the operational processes in accomplishing any identified ESF 18 missions.

2. Provide a pre-approval/pre-authorization process to validate and verify any operational expenses or other reimbursement or payment that may be incurred by BRACE or ESF 18 support organizations as a result of fulfilling ESF 18 responsibilities when the EOC is mobilized, as identified in **Appendix A**. When the EOC is not mobilized, BRACE should coordinate pre-approval/pre-authorization with the Emergency Management Division.

C. As it relates to BRACE's COOP, the County will:

1. Provide approximately 400 square feet of office space in Room 511 of the Escambia County Public Safety facility located at 6575 North "W" Street, Pensacola, Florida, as the primary operations center during EOC activations and as business continuity location during non-activated EOC incidents as appropriate and available.

2. Provide one active phone line.

3. Provide wireless computer internet access or four active, hard-wired computer ports (in floor). If so desired, the computer ports may be converted to phone lines at BRACE's sole expense and any activation and maintenance of those phone lines will be at BRACE's sole expense. Any work implemented by BRACE or their contractors on the facility or its infrastructure must be authorized and coordinated with the Emergency Management Division Manager during normal business hours. Expansion of computer ports through a computer "hub" or similar device must be authorized by the Escambia County Information Technology Department in coordination with the Emergency Management Division Manager.

4. Make available up to two tables and six chairs.

5. Make available up to 14 electrical outlets in the room. BRACE will be responsible for providing any "power strips" required for operations.

6. Make available at least one television service jack.

7. Sleeping space and feeding services may be available dependent upon the activation of the EOC and the services the EOC is providing. The level of service provided will be of the same level and opportunity being provided to the rest of the EOC staff. If services are not being provided to the EOC, no services will be provided to BRACE.

8. Room 511, as identified to support BRACE's COOP operations, has also been designated as an alternate primary location for the United Way's (UW) *2-1-1* Program. Three phone lines have been designated for the UW 2-1-1 Program, in addition to the infrastructure being offered to BRACE as described above. Office space must be shared by UW and BRACE program staff.

D. As it relates to In-kind Services, the County will coordinate with BRACE to identify any requirements, forms, and formats that can be utilized to document in-kind disaster services, as they may be eligible, and from which BRACE will identify and assist willing non-profits, in gathering appropriate documentation for eligible in-kind disaster services that the County may be able to apply to the local non-federal share of disaster expenses in federally declared disasters.

ARTICLE III. GENERAL PROVISIONS.

3.1 Liability. The parties hereto, their respective officers, officials, employees, and agents shall not be deemed to assume any liability for the acts, omission or negligence of the other party. Nothing in this agreement shall extend liability of the County beyond the limits established in §768.28, Florida Statutes, or serve as a waiver of sovereign immunity by the County and nothing herein shall be construed as consent by the County to be sued by third parties in any matter arising out of this agreement.

3.2 Termination. This agreement may be terminated by either party for cause or convenience upon providing thirty (30) days written notice to the non-terminating party of such termination date.

3.3 Records. The parties acknowledge that this agreement and any related financial records, audits, reports, plans, correspondence, and other documents may be subject to disclosure to members of the public pursuant to Chapter 119, Florida Statutes, as amended. In the event a party fails to abide by the provisions of Chapter 119, Florida Statutes, the other party may, without prejudice to any right or remedy and after giving that party seven (7) days written notice, terminate this agreement.

3.4 Assignment. This agreement, or any interest herein, shall not be assigned, transferred, or otherwise encumbered, under any circumstances, by the parties, without the prior written consent of the other party. However, the agreement shall run with the Escambia County Board of County Commissioners and its successors.

3.5 Governing Law. This agreement shall be governed by and construed in accordance with the laws of the State of Florida, and the parties stipulate that venue for any matter which is a subject of this agreement shall be in the county of Escambia.

3.6 No waiver. The failure of either party to insist upon the strict performance of the terms and conditions hereof shall not constitute or be construed as a waiver or relinquishment of any other provision or of either party's right to thereafter enforce the same in accordance with this agreement.

3.7 Notices. All notices required or made pursuant to this MOU by either party to the other shall be in writing and delivered by hand or by United States Postal Service, first class mail, postage prepaid, return receipt requested, addressed to the following:

Escambia County	COAD, Inc. D/B/A BRACE
County Administrator	Chairman
221 Palafox Place, Ste. 420	150 Maxwell Street
Pensacola, FL 32502	Pensacola, FL 32501

Either party may change its above-noted address by giving written notice to the other party in accordance with the requirements of this section.

3.8 Entire Agreement. This agreement contains the entire agreement between the parties and supersedes all prior oral or written agreements. The parties hereto acknowledge that neither has relied upon any statement, representation, prior or contemporaneous written or oral promises, agreements or warranties, except such as are expressed herein. It is further agreed that no modification, amendment, or alteration in the terms and conditions contained herein shall be effective unless contained in a written document executed with the same formality and of equal dignity herewith.

3.9 Relationship. The parties expressly intend that with regard to the operation of this MOU, nothing herein shall create or be construed to create an employer-employee, principal-agent, or joint venture relationship. Further, the parties shall have no authority to bind the other to any commitment, contract, agreement, or other obligation.

3.10 Miscellaneous. If any term or condition of this agreement shall be invalid or unenforceable, the remainder of the terms and conditions of this agreement shall remain in full force and effect. This agreement shall not be more strictly construed against either party hereto by reason of the fact that one party may have drafted or prepared any or all of the terms and provisions hereof.

3.11 Effective Date. This MOU shall take effect upon the date last executed by the parties.

[THE REMAINDER OF THIS PAGE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE TO FOLLOW]

IN WITNESS WHEREOF, the parties hereto have made and executed this Amended and Restated MOU on the respective dates under each signature.

COUNTY:
Escambia County, Florida, a political subdivision of the State of Florida

By: _____
Steven Barry, Chairman

Date: 2/22/2024

ATTEST: Pam Childers
Clerk of the Circuit Court

By: _____
Deputy Clerk

[SEAL]

BCC Approved: 2/22/2024

Approved as to form and legal sufficiency.

By/Title: Kristin D. Hual, DCA

Date: 01-11-2024

BRACE:
Community Organizations Active in Disaster, Inc.
D/B/A BRACE

By: _____
Brian Nall, Chairman

Date: 2/29/24

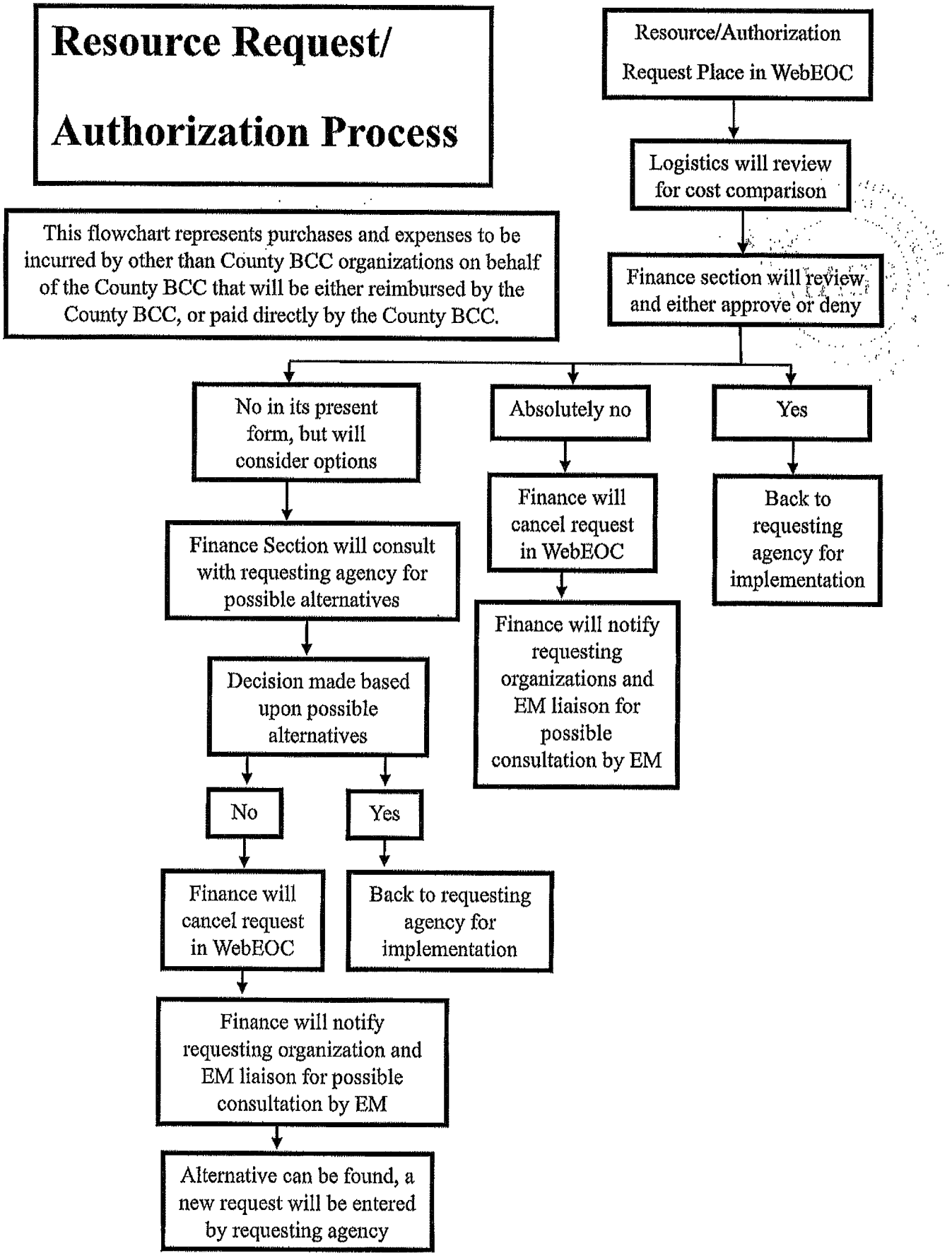
Michael D. Eddins
Corporate Secretary

[SEAL]

On this 29th day of February, 2024.
X Known to me.

CORINA LAVENBERG
MY COMMISSION # HH 368109
EXPIRES: March 1, 2027

Appendix A


Resource Request/
Authorization Process
This flowchart represents purchases and expenses to be incurred by other than County BCC organizations on behalf of the County BCC that will be either reimbursed by the County BCC, or paid directly by the County BCC.
Resource/Authorization Request Place in WebEOC
Logistics will review for cost comparison
Finance section will review and either approve or deny
No in its present form, but will consider options
Absolutely no
Yes
Finance Section will consult with requesting agency for possible alternatives
Finance will cancel request in WebEOC
Back to requesting agency for implementation
Decision made based upon possible alternatives
Finance will notify requesting organizations and EM liaison for possible consultation by EM
No
Yes
Finance will cancel request in WebEOC
Back to requesting agency for implementation
Finance will notify requesting organization and EM liaison for possible consultation by EM
Alternative can be found, a new request will be entered by requesting agency

General Fund 001

Community Health Northwest Florida for Escambia County Community Clinics

3

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall
Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,

- fund drives, annual appeals, fundraising events or general capital campaigns, and
- Salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

___ Submit a fully completed Agency Funding Request Application

___ Submit a copy of your organization's current W-9

___ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

___ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

___ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

- **Agency Name:** Escambia Community Clinics, Inc. d/b/a Community Health Northwest Florida
- **Agency Address:** 2315 W. Jackson St. Pensacola, FL 32505
- **Program Name for which funding is being requested:** N/A
- **Amount Requested:** $450,000
- **Program Contact:** Chandra Smiley, Chief Executive Officer
- **Contact Email:** csmiley@healthcarewithinreach.org
- **Contact Phone:** (850) 436-4630 X90105
- **25-Word Description of Program:** Community Health Northwest Florida provides outpatient primary and preventive health care services to uninsured, underinsured and medically needy adults and children of Escambia County.
- **How many years has your organization been providing services in the County?** 33
- **How many years has your organization received funding from the County?** 33

- **Explain how receiving funds from the County would have a significant impact on your organization:**

  Escambia County funding is utilized to offset healthcare for uninsured Escambia County residents. The health center uses required IGT match to draw down Low Income Pool (LIP) federal program dollars to bring additional funds to our County to support healthcare services and initiatives for the uninsured.

- **PRIOR YEAR FUNDING**

Amount Received Last Year: $447,664

- **Briefly discuss how last year's funds were used?**

County funding of $447,664 for (FY23/24) budget cycle was essential for the health center to leverage required IGT match to draw down additional funds to support care for the uninsured in our community. These additional funds assisted the health center to continue to fulfill its role as the largest safety net provider of outpatient healthcare services in the County. Funding from Escambia County BOCC was used to offset the cost of specific critical services, such as vital retinal/vision screenings for diabetic and chronic disease patients and laboratory tests for uninsured Escambia County residents.

IGT match was utilized during FY23/24 to offset primary care, behavioral health, and CORE visits for uninsured Escambia County residents in the same way it has in the past.

During Escambia County FY23/24, Community Health Northwest Florida received $375,549.45 in total Low income Pool (LIP) Intra-Governmental Transaction (IGT) to the health center. The health center used $447,664 in Escambia County funds as required IGT match to draw down LIP federal program dollars. Throughout Escambia County FY23/24, the health center continues to fulfil its role as the major safety-net outpatient primary care provider in our area. Total funding provided between IGT LIP and Escambia County funding applied to Escambia's County residents was $823,213.25 During CY/24 (health center follows a calendar fiscal year) Community Health Northwest Florida cared for a total of 51,744 unduplicated patients and 143,598 total patient visits (all payers and all counties). Escambia County residents with no insurance accounted for 25,468 outpatient medical, dental, and behavioral health visits during CY/24 representing 12,758 uninsured patients at $320 cost per visit for these patients for a total value of care of $8,149,760.

The health center again this year will utilize Escambia County funding to offset the cost of primary care visits for uninsured residents. During CY/24, Community Health Northwest Florida provided care for 9,251 unique homeless patients in Escambia County across dental, medical and behavioral health service lines. In support of care for the uninsured, Escambia BOCC funding was also allocated to offset the cost of laboratory tests for uninsured Escambia County residents. During CY/24 Escambia County funding will offset the cost of providing 8,526 lab tests offsetting a total lab cost of $2,728,320.00. These laboratory tests help inform care decisions made by our providers and alert providers to significant chronic health conditions that require continued treatment and management, such as diabetes and hypertension. The Health Center also provided 907 Mammograms to patients in the community.

In response to the opioid epidemic, the health center provided 831 substance use care visits to uninsured Escambia County residents in Escambia County CY24 at a cost of approximately $265,920. The health center does receive state CORE funding for substance use care in the amount of $250,000 for Community Health Northwest Florida CY/24 however as demonstrated it does not cover the cost associated with uninsured care within the program. Given that this cost does not include the cost of medications that are covered in the CORE program this demonstrates the heath center brings significant value to the community.

Additionally, Low Income Pool funds supported our homeless outreach and substance use outreach services facilitated through the mobile medical unit. The mobile medical unit deployed bi-monthly to various homeless and substance use hotspots to provide health care and emergency room diversionary services. Finally, the mobile medical unit was an instrumental resources in the effort to close down the Beggs Lane homeless encampment in response to community needs.

- **Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?**

The average cost of the health center providing an uninsured/charity care visit is $320 for a total value of care of $8,149,760 directly associated with these 25,468 Escambia resident charity care/uninsured visits during Escambia County CY/24.

During CY/24, Escambia County funding was used to offset Lab fees for uninsured Escambia County residents. 8,526 laboratory tests were performed at a total value of $2,728,320.

LIP funding drawn down helps to support the health centers response to the opioid epidemic. The health center provided 831 substance use care visits to uninsured Escambia county residents in Escambia County CY/24 at a cost of approximately $265,920. The health center does receive state CORE funding for substance use care in the amount of $250,000 for CY/24 however as demonstrated it does not cover the cost associated with uninsured care within the program. The health center provided 831 prescriptions to uninsured persons within the CORE program at an average cost of $60 per prescription for a total unreimbursed cost of $51,660.

CURRENT YEAR REQUEST

- **Briefly discuss how the funding you are currently requesting will be used. What**

does your program do and why is it an asset to the County?

County funding of $450,000 for this upcoming (FY25/26) budget cycle is essential for the health center to leverage required IGT match to draw down additional funds to support care for the uninsured in our community. These additional funds helps the health center to continue to fulfill its role as the largest safety net provider of outpatient healthcare services in the County. Funding from Escambia County BOCC is used to offset the cost of specific critical services, such as vital screenings for diabetic and chronic disease patients and laboratory tests for uninsured Escambia County residents.

IGT match will be utilized during FY25/26 to offset primary care, behavioral health, radiology services and substance use care for uninsured Escambia County residents in the same way it has in the past. In the 23/24 Funding period, the amount received from AHCA for the LIP was approximately $375,549.45, or 9%, less than the Escambia County Funding. The amount of return is estimated due to the AHCA formula upon receiving funding from all sources for all health centers in the state of Florida. At this time, we expect the amount of LIP allocation to increase even more for the 24/25 funding cycle, but the formula has not been released by AHCA at this time.

Additionally, as the heath center continues to be responsive to the communities stated goals of addressing infant birth weights, health outcomes, homelessness, mental health and substance use. The health center is actively expanding services in the aforementioned areas to include the launch of our justice involved persons program. This program will connect persons to healthcare and re-entry services prior to release from the Escambia County Jail. This project is receiving no current funding from the state of Florida or county however the fiscal savings impacts on recidivism and cost of emergent care will fully impact Florida and Escambia County. While the launch of the justice involved program is not utilizing any of these funds, the receipt of county funding to support planned service expansion in mental health, homeless services, and substance use has enable the health center to carry the financial load.

- **Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain:**

  N/A

SIMILAR/PARTNER ORGANIZATIONS

- **List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:**

Community Health Northwest Florida is the only Federally Qualified Health Center and the largest provider of outpatient primary care in our area. We are the major provider of healthcare to the uninsured/charity care population. Community Health has worked together with smaller faith-based healthcare providers (Health and Hope Clinic) for many years to serve this vulnerable and medically needy population. We share a number of patients with these faith based providers, as many charity care patients may access care at faith-based clinics and also at Community Health sites. Access to primary care by Community Health is always available to uninsured faith-based clinic patients from Health and Hope, and we tend to see a large number of faith-based clinic patients at our walk-in location during the weekends, since we are open 80 hours per week and the faith-based clinics may only be open a few hours during week days. We have also worked in partnership with various social service agencies, organizations and faith-based partners to serve the homeless. This was most impactful as the homeless population was served and worked to be relocated at the encampment along Beggs Lane. As an active member of the Homeless Task Force, Mental Health Taskforce of NWFL, Board Membership on the newly formed homeless continuum of care board of directors, and we are actively working with agencies to serve and provide healthcare services to this vulnerable population.

- **Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.**

Escambia Community Clinics, Inc. d/b/a Community Health Northwest Florida, is the area's only Federally Qualified Health Center (FQHC) and the largest safety-net provider of outpatient primary care in the area. The community health center has a 33-year history of providing comprehensive primary and preventive outpatient care to the medically needy, uninsured, underinsured, and working poor citizens of Northwest Florida (Escambia and Santa Rosa Counties and surrounding areas). With 14 locations (12 of those in Escambia County) and three mobile dental and medical units for outreach, Community Health Northwest Florida provides a full range of primary care services including adult primary care, urgent/walk in care, pediatric care, women's health services, behavioral health and wellness services, oral health/dental services for adults and children, optometry, laboratory, mammography, x-ray, pharmacy, healthcare for the homeless, case management, chronic disease management, health education, and other supportive services.

Founded in 1992, the organization received designation as a Federally Qualified Health Center by the Department of Health and Human Services, Health Resources and Services Administration in 2007. We have a 33-year history of service to the residents of

our service area. Committed to assuring access to affordable, quality healthcare for the underserved, underinsured and uninsured population, the health center strives to treat each person with respect, dignity, and compassion regardless of age, gender, race, religion, circumstances or ability to pay. The health center is recognized as a Patient Centered Medical Home by the National Committee for Quality Assurance (NCQA), and is also a Community Centered Health Home (CCHH) model, working together with a network of community-minded organizations to create mutually-beneficial relationships that impacts the lives of our citizens for the better.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: N/A %
- Percentage for direct programming costs: 100 %

CHNWF incurs significant cost while delivering unreimbursed medical care for uninsured Escambia County residents. The requested funding will be used to support specific budget line items like bad debt ($164,503.51), contractual medical costs [LabCorp lab services testing analysis($152,787.40)], 340B pharmacy program ($546,613.27), pharmacy prescription costs ($1,130,462.99), durable medical equipment ($22,307.08), vaccinations/ immunizations ($72,622.34), and clinical medical supplies ($116,374.47). The aforementioned costs represent $2,205,671.05 in direct programing costs for services to Escambia County Residents. One hundred percent of the requested county support will allocated to the direct program costs delineated above. None of the Escambia County funding will be used to support staffing, administrative, and other related costs CHNWF incurs while providing healthcare to uninsured Escambia County residents.

- **If Escambia County funding can only fund a portion of your request, how will you offset the difference?**

If Escambia County funding were discontinued, the health center would have limited access to resources to offset costs for uninsured Escambia County residents. The health center would be forced to increase sliding fee scale fees, impacting all Escambia County residents. This would create additional barriers to care for residents that already face significant barriers to healthcare access.

- **If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio:**

  In the 2023/2024 funding period, the amount received from AHCA for the LIP (after the Escambia County $447,664 funding was applied) was $375,549. This was 9%, less than the Escambia County funding. The amount of return is estimated due to the AHCA formula upon receiving funding from all sources for all health centers in the state of Florida. At this time, we expect the amount of LIP allocation to increase even more for the 2024/2025 funding cycle, but the formula has not been released by AHCA at this time.

  In addition to direct primary care service delivery, Community Health Northwest Florida has been able to leverage Escambia County funding as IGT to draw down Federal Low Income Pool (LIP) funding to offset the cost of primary care services for the uninsured citizens of our community. The Low Income Pool (LIP) is "established to ensure continued government support for the provision of health care services to Medicaid, underinsured and uninsured populations." LIP is a component of the State's Medicaid 1115 Demonstration Waiver, approved through the Center for Medicare and Medicaid Services. The heart of this program's intent is a public-private partnership that secures local investments in providers caring for their communities to enhance the return on the investment in health care for those most in need through matching federal funds. These local investments are called intergovernmental transfers (IGT), as they are arrangements on behalf of local providers that are made between local governments and the Agency for Health Care Administration (AHCA, Florida Medicaid Agency, the Agency). LIP funds may be used for health care expenditures that would be within the definition of medical assistance in Section 1905(a) of the Act. FQHCs across Florida utilize these funds to cover the costs of providing uncompensated care to the identified populations – uninsured and underinsured patients. CMS approved the continuation of LIP until 2030.

- **Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.**

  There is no duplication in funding to Community Health Northwest Florida. In 1991, Escambia County government, Sacred Heart Hospital, and Baptist Hospital came together to form Escambia Community Clinics, Inc. (ECC). As a result of this forward-thinking partnership, for the past 30 years, Escambia Community Clinics (now Community Health Northwest Florida) has served as a primary care medical home for the most vulnerable in our community; the medically needy, uninsured, underinsured, and

working poor citizens of Escambia County, regardless of their ability to pay. This partnership has resulted in a savings to Escambia County of millions of dollars each year.

-Baptist Hospital: $550,000 in Community Benefits funding to offset charity care/ER diversion & navigation of patients from hospital ER to establish outpatient primary care medical home.

-Sacred Heart Hospital: $550,000 in Community Benefits funding to offset charity care/ER diversion & navigation of patients from hospital ER to establish outpatient primary care medical home

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. **Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.**

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Number of Charitable Visits – Escambia County Residents	26,189	28,024	29,425	5%
2. Expense per Charitable Visit	203.89	320.00	320.00	0%
3. Value of Care Provided through Charitable Support of Escambia County	5,339,064.00	8,967,680.00	9,416,064	5%

2. **Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing county funding."**

Program Goals	FY26
1. Number of Charitable Visits – Escambia County Residents	30,252

2. Expense per Charitable Visit	$320.00
3. Value of Care Provided through Charitable Support of Escambia County	$9,680,640.00

3. **Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."**

Baseline for Goals	FY26 (2024 UDS)
1. Number of Charitable Visits – Escambia County Residents	28,4024
2. Expense per Charitable Visit	$320.00
3. Value of Care Provided through Charitable Support of Escambia County	$8,967,680.00

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

****The following tables represent the organization's income and expenses****

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$51,583	$ 35,000	$36,750
Programmatic Income	$ 33,182,723	$ 34,205,466	$48,133,087
County Funding/Direct Contribution	$ 535,164	$ 617,000	$ 647,850
County Funding by Other Source (a)	$ 0	$ 0	$ 0

City Funding	$ 0	$ 0	$ 0
Local Non-Profit Funding	$ 1,100,000	$ 1,100,000	$1,100,000
State Funding	$ 448,954	$ 470,547	$ 494,074
Federal Funding	$ 4,398,666	$ 4,681,930	$ 4,916,027
Memberships	$ 0	$ 0	$ 0
Investment Income	$ 5,960	$ 5,000	$ 5,250
Other Income (b)	$ 6,704,762	$ 4,778,473	$ 5,017,397
Total Income	$ 46,427,812	$ 45,893,416	$ 48,188,087
	$	$	$
	$	$	$

(a) **Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.)**

NA

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.

$ 4,387,084	340B Gross Revenue
$ 1,179,113	Quality Incentives
$ 552,586	Grant Income *Non-Federal
$ 585,979	Pharm Rebates and other miscellaneous payments

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	298	305	320
Salaries and Wages	$ 20,903,031	$21,000,000	$22,050,000
Employee Benefits	$ 6,430,726	$ 5,689,875	$ 5,974,369
Professional Services	$ 1,028,503	$ 1,039,267	$ 1,091,230
Contractual Services	$ 920,406	$ 1,070,000	$ 1,123,500
Travel Expenses	$ 78,761	$ 86,480	$ 90,804
Rentals and Leases	$ 1,606,151	$ 1,900,000	$ 1,995,000
Communication	$ 0	$ 0	$ 0
Postage and Freight	$ 20,327	$ 19,555	$ 20,533
Repair and Maintenance	$ 646,099	$ 636,000	$ 667,800
Printing and Binding	$ 0	$ 0	$ 0
Marketing and Promotion	$ 78,038	$ 79,785	$ 83,774
Fuel	$ 0	$ 0	$ 0
Supplies	$ 11,375,784	$ 9,846,000	$ 10,338,300
Event Expenses	$ 0	$ 0	$ 0
Capitalizable Assets for County Funding (a)	$ 1,511,832	$ 1,500,000	$ 1,575,000
Other Expenses (b)	$ 3,863,604	$ 3,006,113	$ 3,156,419
Total Expenses	$ 48,463,262	$ 45,873,075	$ 48,166,729
Net Income - (Revenue minus Expense)	$ (2,035,450)	$ 20,341	$ 21,358

(a) **Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.**

Building Location at 2315 W Jackson Street

(b) **Please explain any request listed in the "Other Expenses" line item.**

Servicing of debt & write offs of unpaid medical debt incurred by patients receiving care

BUDGET QUESTIONS

1. **Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year?**

   Calendar

2. **Please explain any discrepancies in the Expense Table and your agency's Financial Statements.**

   Our financial statements include revenues and expenses for facilities located outside of Escambia County. Community Health Northwest Florida, Escambia County and State of Florida all operate on different fiscal years. CHNWF operates on a calendar fiscal year.

3. **Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?**

   Net income is reinvested in the community through providing care to uninsured and underinsured patients and the acquisition of additional medical equipment i.e., X-rays, ultrasounds, etc. to utilize in patient care.

4. **Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.**

Name	Position	Salary

Gabriel, Hernandez	Director of Dental	$248,279
Klawitter, Joseph Paul	Chief Medical Officer	$246,337
Smith, George	Recruiment/Physcian Liaison Officer	$241,465
Mardini, Joseph-Charles	Dentist	$227,989
Smiley, Chandra	Chief Executive Officer	$227,795

5. **Please provide the total amount of cash and investments on hand.**

   $3,200,165 end of 2024

6. **Does your organization charge fees for services? If so, provide a list of fees charged.**

   The Health Center does have a fee schedule, primarily for filing insurance claims. As a Federally Qualified Health Center, it is a federal mandate that we maintain a sliding fee program based on household income for uninsured patients. Our sliding fee program charges between $20 and $40 per visit, with a majority of patients paying $20 per visit.

7. **Does your organization require background checks from volunteers and staff?**

   Yes; all employees must pass a Level II background check.

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A:

N/A

1. **What is your agency's Strategic Plan?**

N/A

2. **How many jobs were created this year over last year by zip code?**

N/A

3. **What is the net cost per job created?**

N/A

ADDITIONAL QUESTIONS (Economic Development)

1. **What was done by your agency to address the "Pockets of Poverty"?**

Our main Jackson Street administration/service delivery site is located in Brownsville, and Community Health's top patient zip code is 32505, where 16% of our patients resided in 2024. This zip code has the highest crime rate, least economically developed neighborhoods, and the highest risk for social concerns in the area. Our work as a community health center focuses on both primary health care and Social Determinants of Health (SDOH), such as poverty, homelessness and food insecurity, which are key drivers of our patients' negative health status. We have gained national recognition for initiatives as a Community Centered Health Home (CCHH) model, reaching beyond our health center walls to impact communities in need in a number of different advocacy efforts. The health center deployed our mobile medical unit exclusively in the 32505 zip code in 2024 when conducting outreach to the homeless and addicted population. This is in addition to our year's long partnership with the Area Housing Authority. Through this partnership we deploy our Mobile Medical Unit to multiple housing developments regularly providing primary care and health education services, which has had far-reaching positive impacts. As the major provider of primary care to the uninsured and underinsured residents of Escambia County, we continue to work to break down any barriers to care and create critical access to primary care, especially for those who reside in pockets of poverty.

2. **Did your agency receive any grants? List the amount and a detailed use of the funds.**

We receive Community Benefits funding from both Baptist and Ascension Sacred Heart Hospitals ($550,000 per year) to offset cost to provide primary care to uninsured patients. During 2024 we also received $30,000 in funding from Delta Dental Community Foundation to offset co-pays for uninsured dental patients. As a Federally Qualified Health Center, we receive funds from the Health Resources and Services Administration (HRSA) Bureau of Primary Health Care, including specially

targeted grant funding for the homeless and justice involved persons.

3. **Was there any increase in membership for the local chambers?**

   N/A

4. **What are your agency's statistics on business creation and minority businesses by zip code?**

   Using IMPLAN modeling software from the Florida Association of Community Health Centers (FACHC) Community Health Northwest Florida accounted for 568 jobs in 2023 throughout the service area, providing for jobs both at Center sites and throughout the neighborhoods and communities in which we are located. In addition to the 305 CHC positions (direct jobs), 217 additional indirect/induced jobs are sustained as a result of activity generated by the Center and staff. FACHC has estimated Community Health's economic impact at $80,000,000 in 2023. There is a return on investment of 172% for each $1.00 invested in the Community Health Center.

5. **Can we reduce the taxpayer subsidy?**

   No

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Cherdra Smiley
Name

CEO 6/20/2025
Title Date

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Escambia Community Clinics, Inc.

2 Business name/disregarded entity name, if different from above.

Community Health Northwest Florida

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership)

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see Instructions) **501(c)(3) Not for Profit Corporation**

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See Instructions.

2315 W. Jackson Street

6 City, state, and ZIP code

Pensacola, FL 32505

Requester's name and address (optional)

7 List account number(s) here (optional)

Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-				

or

Employer identification number

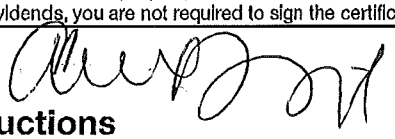
5 9 - 3 1 0 5 2 4 6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification Instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person  Date 1.23.2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
C - 1130
ATLANTA, GA 30301

DEPARTMENT OF THE TREASURY

Date: JAN 12 1993

ESCAMBIA COMMUNITY CLINICS INC
SA T HOSPITAL INC
C/O GARY B LEUCHTMAN ESQ
P O BOX 12950
PENSACOLA, FL 32576

Employer Identification Number:
59-3105246
Contact Person:
JERRY FINKLIN
Contact Telephone Number:
(404) 331-0172
Accounting Period Ending:
September 30
Form 990 Required:
Yes
Addendum Applies:
Yes

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3).

We have further determined that you are not a private foundation within the meaning of section 509(a) of the Code, because you are an organization described in sections 509(a)(1) and 170(b)(1)(A)(iii).

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status and foundation status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

As of January 1, 1984, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of $100 or more you pay to each of your employees during a calendar year. You are not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Since you are not a private foundation, you are not subject to the excise taxes under Chapter 42 of the Code. However, you are not automatically exempt from other Federal excise taxes. If you have any questions about excise, employment, or other Federal taxes, please let us know.

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(1) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(1) organization.

Donors may deduct contributions to you as provided in section 170 of the

Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of Code sections 2055, 2106, and 2522.

Contribution deductions are allowable to donors only to the extent that their contributions are gifts, with no consideration received. Ticket purchases and similar payments in conjunction with fundraising events may not necessarily qualify as deductible contributions, depending on the circumstances. See Revenue Ruling 67-246, published in Cumulative Bulletin 1967-2, on page 104, which sets forth guidelines regarding the deductibility, as charitable contributions, of payments made by taxpayers for admission to or other participation in fundraising activities for charity.

In the heading of this letter we have indicated whether you must file Form 990, Return of Organization Exempt From Income Tax. If Yes is indicated, you are required to file Form 990 only if your gross receipts each year are normally more than $25,000. However, if you receive a Form 990 package in the mail, please file the return even if you do not exceed the gross receipts test. If you are not required to file, simply attach the label provided, check the box in the heading to indicate that your annual gross receipts are normally $25,000 or less, and sign the return.

If a return is required, it must be filed by the 15th day of the fifth month after the end of your annual accounting period. A penalty of $10 a day is charged when a return is filed late, unless there is reasonable cause for the delay. However, the maximum penalty charged cannot exceed $5,000 or 5 percent of your gross receipts for the year, whichever is less. This penalty may also be charged if a return is not complete, so please be sure your return is complete before you file it.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

This determination is based on evidence that your funds are dedicated to the purposes listed in section 501(c)(3) of the Code. To assure your continued exemption, you should maintain records to show that funds are expended only for those purposes. If you distribute funds to other organizations, your records should show whether they are exempt under section 501(c)(3). In cases where the recipient organization is not exempt under section 501(c)(3), there should be evidence that the funds will remain

dedicated to the required purposes and that they will be used for those purposes by the recipient.

If distributions are made to individuals, case histories regarding the recipients should be kept showing names, addresses, purposes of awards, manner of selection, relationship (if any) to members, officers, trustees or donors of funds to you, so that any and all distributions made to individuals can be substantiated upon request by the Internal Revenue Service. (Revenue Ruling 56-304, C.B. 1956-2, page 306.)

If we have indicated in the heading of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

Because this letter could help resolve any questions about your exempt status and foundation status, you should keep it in your permanent records.

We have sent a copy of this letter to your representative as indicated in your power of attorney.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

Paul Williams
District Director

Enclosure(s):
Addendum

ESCAMBIA COMMUNITY CLINICS INC

If your organization conducts fund-raising events such as benefit dinners, auctions, membership drives, etc., where something of value is received in return for contributions, you can help your donors avoid difficulties with their income tax returns by assisting them in determining the proper tax treatment of their contributions. To do this you should, in advance of the event, determine the fair market value of the benefit received and state it in your fund-raising materials such as solicitations, tickets, and receipts in such a way that your donors can determine how much is deductible and how much is not. To assist you in this, the Service has issued Publication 1391, Deductibility of Payments Made to Charities Conducting Fund-Raising Events. You may obtain copies of Publication 1391 from your local IRS Office. Guidelines for deductible amounts are also set forth in Revenue Ruling 67-246, 1967-2 C.B. 104 and Revenue Procedure 90-12, 1990-1 C.B. 471 and Revenue Procedure 92-49, 1992-26 I.R.B. 18.

The value of time or personal services contributed to your organization by volunteers is not deductible by those volunteers as a charitable contribution for Federal income tax purposes. You should advise your volunteers to this effect.

Community Health Northwest Florida
Statement of Revenues and Expenditures
From 1/1/2024 Through 12/31/2024
(In Whole Numbers)

	YTD Actual	YTD Budget	YTD Variance	Prior YTD Actual	Prior YTD Variance
Gross Patient Revenue					
Uninsured	8,630,691	8,893,682	(262,992)	9,234,818	(604,127)
Medicaid	22,007,049	23,673,664	(1,666,616)	24,374,334	(2,367,285)
Medicare	3,785,508	3,875,041	(89,533)	3,986,766	(201,258)
Private	8,580,527	7,416,982	1,163,545	7,256,673	1,323,855
Wraparound	8,313,928	0	8,313,928	9,584,819	(1,270,891)
Capitation	3,668,429	4,428,001	(759,572)	4,610,288	(941,859)
Total Gross Patient Revenue	54,986,132	48,287,371	6,698,761	59,047,697	(4,061,566)
Revenue Deductions					
Uninsured Adjustments	(7,793,392)	(8,074,741)	281,349	(8,149,800)	356,408
Medicaid Adjustments	(16,666,884)	(9,580,169)	(7,086,715)	(18,884,379)	2,217,495
Medicare Adjustments	(1,933,519)	(2,623,511)	689,992	(3,091,598)	1,158,079
Private Adjustments	(5,658,941)	(4,895,397)	(763,543)	(4,787,493)	(871,447)
Total Revenue Deductions	(32,052,736)	(25,173,818)	(6,878,918)	(34,913,271)	2,860,535
Net Patient Revenue	22,933,396	23,113,553	(180,157)	24,134,427	(1,201,031)
Other Revenue					
HRSA Grant 330 (e)(h)(other)	4,398,666	4,511,004	(112,338)	7,436,286	(3,037,620)
LIP/County Contributions	1,034,872	1,150,000	(115,128)	1,274,661	(239,789)
Hospital Subsidy	1,085,417	1,087,500	(2,084)	1,085,417	0
Rx 340B Program	4,387,084	3,000,000	1,387,084	5,921,334	(1,534,249)
Rx Pharmacy	10,249,327	10,000,000	249,327	9,054,453	1,194,874
Other Income	2,317,678	2,462,498	(144,820)	1,799,991	517,687
Total Other Revenue	23,473,044	22,211,002	1,262,042	26,572,142	(3,099,098)
Total Revenue	46,406,440	45,324,555	1,081,885	50,706,568	(4,300,129)
Operating Expense					
Salary and Wages	20,903,031	20,924,603	21,573	24,153,278	(3,250,248)
Employee Benefits	4,898,247	4,603,413	(294,835)	5,903,434	(1,005,187)
Payroll Taxes	1,532,479	1,517,034	(15,446)	1,748,390	(215,911)
Bad Debt	198,197	290,000	91,804	507,550	(309,353)
Medical/Administrative Professional Fees	172,314	215,000	42,685	251,404	(79,089)
Medical Contractual/Other Services	920,406	850,000	(70,405)	1,145,400	(224,994)
Rx 340B Program	3,292,851	2,292,000	(1,000,851)	3,661,415	(368,564)
Rx Pharmacy	6,810,018	6,935,000	124,982	6,297,328	512,690
Durable Medical Equipment	134,380	172,500	38,120	224,642	(90,261)
Immunizations/Vaccinations	437,484	400,000	(37,484)	400,954	36,531
Supplies	701,051	900,000	198,950	1,131,788	(430,737)
Minor Equipment	145,972	185,000	39,028	367,348	(221,376)
Insurance	601,365	550,000	(51,365)	550,633	50,732
Maintenance/Repairs/Fleet	646,099	625,000	(21,099)	779,990	(133,891)
Leases - Rent	1,606,151	1,750,000	143,849	1,731,294	(125,143)
Utilities	600,524	650,000	49,476	677,738	(77,213)
CME, Conferences	129,463	160,000	30,537	176,924	(47,462)
Software Fees	1,254,016	950,000	(304,016)	1,110,316	143,700
Other Expenses	1,998,480	1,650,000	(348,480)	3,048,918	(1,050,438)
Depreciation and Amortization	1,511,832	1,800,000	288,168	1,419,154	92,678
Total Operating Expense	48,494,359	47,419,550	(1,074,809)	55,287,896	(6,793,536)
Non-Operating Gains and Losses					
Contributions Received	51,583	3,400	48,183	5,933	45,650
Interest Income	5,960	6,000	(40)	126,691	(120,731)
Loss from Cyber	(100,000)	0	(100,000)	0	(100,000)
Disposal of Assets	(117,050)	0	(117,050)	2,063,216	(2,180,266)
Charitable Contributions Made	(24,742)	(5,000)	(19,742)	(192,314)	167,573
Other Non-Operating	0	0	0	(229,374)	229,374
Total Non-Operating Gains and Losses	(184,249)	4,400	(188,649)	1,774,151	(1,958,400)
Net Income (Loss)	(2,272,168)	(2,090,595)	(181,573)	(2,807,176)	535,008

Community Health Northwest Florida
Statement of Revenues and Expenditures
From 1/1/2023 Through 12/31/2023
(In Whole Numbers)

	YTD Actual	YTD Budget	YTD Variance	Prior YTD Actual	Prior YTD Variance
Gross Patient Revenue					
Uninsured	9,234,818	9,752,360	(517,542)	8,196,772	1,038,046
Medicaid	24,374,334	27,570,954	(3,196,620)	24,027,430	346,904
Medicare	3,986,766	4,831,788	(845,022)	4,245,607	(258,841)
Private	7,256,673	6,877,943	378,730	5,956,730	1,299,942
Wraparound	9,584,819	0	9,584,819	9,554,996	29,823
Capitation	4,610,288	3,900,000	710,288	3,880,658	729,630
Total Gross Patient Revenue	59,047,697	52,933,045	6,114,652	55,862,193	3,185,504
Revenue Deductions					
Uninsured Adjustments	(8,149,800)	(9,157,911)	1,008,112	(7,793,686)	(356,114)
Medicaid Adjustments	(18,884,379)	(11,029,847)	(7,854,532)	(19,046,427)	162,048
Medicare Adjustments	(3,091,598)	(3,117,990)	26,391	(2,739,879)	(351,720)
Private Adjustments	(4,787,493)	(4,497,140)	(290,354)	(3,908,856)	(878,637)
Total Revenue Deductions	(34,913,271)	(27,802,888)	(7,110,383)	(33,488,847)	(1,424,423)
Net Patient Revenue	24,134,427	25,130,157	(995,731)	22,373,346	1,761,081
Other Revenue					
HRSA Grant 330 (e)(h)(other)	7,436,286	6,825,000	611,286	9,660,161	(2,223,875)
LIP/County Contributions	1,274,661	1,600,035	(325,374)	1,784,282	(509,621)
Hospital Subsidy	1,085,417	1,100,027	(14,610)	1,100,000	(14,583)
Rx 340B Program	5,921,334	7,500,000	(1,578,667)	12,674,527	(6,753,194)
Rx Pharmacy	9,054,453	6,000,000	3,054,453	5,390,485	3,663,968
Other Income	1,799,991	1,450,000	349,991	1,225,464	574,527
Total Other Revenue	26,572,142	24,475,062	2,097,079	31,834,920	(5,262,778)
Total Revenue	50,706,568	49,605,220	1,101,349	54,208,266	(3,501,697)
Operating Expense					
Salary and Wages	24,153,278	24,000,000	(153,278)	22,638,925	1,514,354
Employee Benefits	5,903,434	4,320,000	(1,583,434)	4,366,356	1,537,078
Payroll Taxes	1,748,390	1,740,000	(8,390)	1,624,207	124,183
Bad Debt	507,550	300,009	(207,541)	311,845	195,705
Medical/Administrative Professional Fees	251,404	250,000	(1,403)	235,431	15,973
Medical Contractual/Other Services	1,145,400	1,100,000	(45,400)	1,076,714	68,686
Rx 340B Program	3,661,415	3,750,000	88,585	5,054,979	(1,393,564)
Rx Pharmacy	6,297,328	3,425,057	(2,872,271)	4,168,498	2,128,830
Durable Medical Equipment	224,642	250,000	25,358	218,907	5,734
Immunizations/Vaccinations	400,954	500,000	99,046	432,724	(31,771)
Supplies	1,131,788	1,000,000	(131,788)	1,611,472	(479,684)
Minor Equipment	367,348	600,000	232,652	685,933	(318,585)
Insurance	550,633	500,000	(50,633)	341,943	208,691
Maintenance/Repairs/Fleet	779,990	500,000	(279,989)	643,717	136,273
Leases - Rent	1,731,294	2,100,000	368,706	1,842,590	(111,297)
Utilities	677,738	700,000	22,262	637,105	40,632
CME, Conferences	176,924	250,000	73,076	249,857	(72,933)
Software Fees	1,110,316	600,000	(510,316)	578,383	531,933
Other Expenses	3,048,918	1,900,000	(1,148,918)	3,095,009	(46,091)
Depreciation and Amortization	1,419,154	1,300,000	(119,154)	1,128,615	290,538
Total Operating Expense	55,287,896	49,085,066	(6,202,830)	50,943,211	4,344,685
Non-Operating Gains and Losses					
Contributions Received	5,933	6,000	(67)	43,523	(37,590)
In-House Rx 340B Allocation	0	0	0	(1,600,467)	1,600,467
Interest Income	126,691	20,000	106,691	9,792	116,899
Loss from Flood	0	0	0	(3,024)	3,024
Disposal of Assets	2,063,216	0	2,063,216	(91,467)	2,154,683
Charitable Contributions Made	(192,314)	(275,000)	82,686	(381,233)	188,918
Other Non-Operating	(229,374)	0	(229,374)	186,218	(415,592)
Total Non-Operating Gains and Losses	1,774,151	(249,000)	2,023,151	(1,836,658)	3,610,809
Net Income (Loss)	(2,807,176)	271,154	(3,078,330)	1,428,397	(4,235,573)

Community Health Northwest Florida
Statement of Revenues and Expenditures
From 1/1/2022 Through 12/31/2022
(In Whole Numbers)

	YTD Actual	YTD Budget	YTD Variance	Prior YTD Actual	Prior YTD Variance
Gross Patient Revenue					
Uninsured	8,196,772	9,247,752	(1,050,980)	10,177,542	(1,980,770)
Medicaid	24,027,430	25,721,016	(1,693,586)	22,947,215	1,080,215
Medicare	4,245,607	5,172,571	(926,964)	4,047,969	197,638
Private	5,956,730	6,866,731	(910,001)	5,881,360	75,370
Wraparound	9,554,996	0	9,554,996	10,126,600	(571,604)
Capitation	3,880,658	3,600,000	280,658	3,554,110	326,548
Total Gross Patient Revenue	55,862,193	50,608,069	5,254,124	56,734,796	(872,602)
Revenue Deductions					
Uninsured Adjustments	(7,793,686)	(8,950,593)	1,156,908	(9,554,853)	1,761,168
Medicaid Adjustments	(19,046,427)	(9,704,476)	(9,341,952)	(18,577,260)	(469,168)
Medicare Adjustments	(2,739,879)	(3,425,794)	685,915	(2,671,531)	(68,348)
Private Adjustments	(3,908,856)	(4,499,706)	590,850	(3,848,714)	(60,142)
Total Revenue Deductions	(33,488,847)	(26,580,569)	(6,908,279)	(34,652,358)	1,163,511
Net Patient Revenue	22,373,346	24,027,500	(1,654,154)	22,082,437	290,908
Other Revenue					
HRSA Grant 330 (e)(h)(other)	9,660,161	8,929,023	731,138	7,903,164	1,756,997
LIP/County Contributions	1,784,282	1,530,150	254,133	1,277,981	506,301
Hospital Subsidy	1,100,000	1,099,996	4	1,100,000	0
Rx 340B Program	12,674,527	7,125,000	5,549,527	7,736,297	4,938,230
Rx Pharmacy	5,390,485	5,500,000	(109,514)	3,958,690	1,431,795
Other Income	1,225,464	736,376	489,088	776,066	449,398
Total Other Revenue	31,834,920	24,920,545	6,914,375	22,752,198	9,082,722
Total Revenue	54,208,266	48,948,045	5,260,221	44,834,635	9,373,631
Operating Expense					
Salary and Wages	22,638,925	22,500,002	(138,922)	20,233,775	2,405,149
Employee Benefits	4,366,356	5,624,999	1,258,643	4,482,401	(116,045)
Payroll Taxes	1,624,207	1,794,998	170,791	1,448,451	175,757
Bad Debt	311,845	250,000	(61,845)	169,340	142,505
Medical/Administrative Professional Fees	235,431	449,580	214,149	140,116	95,314
Medical Contractual/Other Services	1,076,714	1,199,900	123,186	1,055,725	20,989
Rx 340B Program	5,054,979	2,933,915	(2,121,064)	2,327,435	2,727,544
Rx Pharmacy	4,168,498	3,100,000	(1,068,498)	2,318,820	1,849,678
Durable Medical Equipment	218,907	240,000	21,093	250,173	(31,266)
Immunizations/Vaccinations	432,724	432,000	(724)	480,650	(47,926)
Supplies	1,611,472	1,182,481	(428,992)	1,435,913	175,559
Minor Equipment	685,933	599,880	(86,053)	472,444	213,489
Insurance	341,943	329,923	(12,020)	303,344	38,598
Maintenance/Repairs/Fleet	643,717	499,958	(143,759)	541,824	101,893
Leases - Rent	1,842,590	1,660,947	(181,643)	1,348,867	493,724
Utilities	637,105	599,850	(37,255)	566,218	70,887
CME, Conferences	249,857	199,837	(50,020)	117,847	132,010
Software Fees	578,383	699,463	121,080	595,579	(17,196)
Other Expenses	3,095,009	2,251,343	(843,667)	2,240,094	854,915
Depreciation and Amortization	1,128,615	1,004,696	(123,920)	788,097	340,518
Total Operating Expense	50,943,211	47,553,771	(3,389,440)	41,317,113	9,626,098
Non-Operating Gains and Losses					
Contributions Received	43,523	6,000	37,523	23,731	19,792
In-House Rx 340B Allocation	(1,600,467)	(750,000)	(850,467)	(669,710)	(930,757)
Interest Income	9,792	12,000	(2,208)	1,323	8,469
Loss from Flood	(3,024)	0	(3,024)	0	(3,024)
Disposal of Assets	(91,467)	0	(91,467)	0	(91,467)
Charitable Contributions Made	(381,233)	(360,000)	(21,233)	(473,740)	92,508
Other Non-Operating	186,218	0	186,218	256,621	(70,403)
Total Non-Operating Gains and Losses	(1,836,658)	(1,092,000)	(744,658)	(861,774)	(974,883)
Net Income (Loss)	1,428,397	302,274	1,126,123	2,655,748	(1,227,350)

General Fund 001

COUNCIL ON AGING

4

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- X Submit a fully completed Agency Funding Request Application
- X Submit a copy of your organization's current W-9
- X Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- X Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- X Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Council on Aging of West Florida, Inc.

Agency Address: 875 Royce Street, Pensacola, FL 32503

Program Name for which funding is being requested: Aging Adult Services

Amount Requested: $45,000

Program Contact: Laura M. Garrett

Contact Email: lgarrett@coawfla.org Contact Phone: (850) 432-1475

25-Word Description of Program: Through the provision of direct support services, COAWFLA assists adults age 60+ to function independently in their home environment versus premature institutionalization.

How many years has your organization been providing services in the County? 52 years

How many years has your organization received funding from the County? 52 years

Explain how receiving funds from the County would have a significant impact on your organization: Funds requested will allow the preservation of services to older adults who are identified as high-risk of nursing home placement if stabilization services are not received. The $45,000 requested is vital in acquiring and retaining more than $405,000 in state/federal funds for direct support services

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $45,000

Briefly discuss how last year's funds were used? The $45,000 received for 2024/25 was used to match $405,000 in state/federal funds requiring a 9:1 local match. Funds provided an array of services to older adults with primary focus on Nutrition Programs. Matching funds received enabled COAWFLA to service aging adults who are functionally impaired, poverty stricken, rural, and/or have Alzheimer's Disease/dementia.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? From 1/1/24-12/31/24: 879 individuals were served 120,207 meals at Senior Dining locations, 309 received 97,407 Meals-on-Wheels, 4,891 units of Nutrition Education were distributed to 810 clients, 2,121 hours of case management were provided to 218 clients, 21,419 hours of companionship were provided to 72 clients, 73,029 hours of in-home services (personal care, homemaking, shopping assistance, chore, respite) were provided to 145 clients, 1,892 consumable medical supplies delivered to 143 clients, 232 hours of screening/assessment were provided to 68 clients.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? The proposed $45,000 in requested funding for 2025/26 will be used as match for state/federal funds requiring a 9:1 local match. The continuation of financial support from Escambia County will enable COAWFLA to continue to provide direct support services to more than 2,000 older adults residing in Escambia County. Funds requested allow for the preservation of services to those who are high-risk assessed in danger of nursing home placement if stabilization services are not received.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: While not a government function/requirement, aging

support services impact Escambia County's budget by slowing matching costs required to support Medicaid nursing home placement. In Florida, it costs on average $97,820 per year per person for nursing home care. For those Long-Term Medicaid Managed Care eligible, Florida is required to provide matching funds. It costs on average $8,418 per year per person served under the Community Care for the Elderly program savings $89,402 per person not placed in institutional care.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: No other similar programs in the area.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. Since 1972, COAWFLA has assisted functionally impaired older adults to maintain independence. The agency's mission is "Dedicating each day to service, support and advocate for aging adults in Escambia and Santa Rosa Counties." No other non-profit in the community provides adults with services that promote independent living and reduce Medicaid supplemented nursing home care.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 6.2%
- Percentage for direct programming costs: 93.80%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? Partial local match may result in the reduction of state/federal funding. Each reduction severely limits the availability of services to older adults who are assessed as high risk in of institutional placement. Reduction/elimination of funds may result in older adults with a documented need remaining on

a wait list for services for a longer period or it may force those waiting into institutional care.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: Older American's Act (federal funding): 9:1 match for $1,795,582. Community Care for Elderly (state funding): 9:1 match for $1,449,970, Americorps Seniors 9:1 match for $689,694 (federal) Total minimum match needed: $354,208.

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Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. $30,000 for the Foster Grandparent Program was received for 2024/25 from United Way of Escambia County and $30,000 for the Escambia Children's Trust through United Way of Escambia County.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Senior Dining Participants	800	825	850	6%
2. Senior Dining Meals Served	75k	105k	110k	4.8%
3. Meals-on-Wheels Meals-on-wheels Delivered	400 95k	300 90k	300 90k	0%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Increase the # of older adults who gain access to balanced nutrition	+6%
2. Provide 850 Senior Dining Participants with 110,000 meals during a 12-month period	4.8%
3. Provide 300 Meals-on-wheels participants with 90,000 meals during a 12-month period	0%

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. New participants baseline	65
2. Senior Dining participant baseline/Senior Dining meals baseline	879 120,207
3.Meals-on-Wheels participant baseline/Meals-on-Wheels meals baseline	309 97,407

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$492,515	$601,610	$722,902
Programmatic Income	$307,795	$210,700	$321,354
County Funding/Direct Contribution	$45,000	$45,000	$45,000
County Funding by Other Source (a)	$0	$0	$0
City Funding	$0	$0	$0
Local Non-Profit Funding	$90,178	$79,700	$109,700
State Funding	$3,435,781	$2,549,174	$2,951,140
Federal Funding	$4,159,844	$3,512,661	$3,124,816

Memberships	$0	$0	$0
Investment Income	$21,625	$25,000	$25,000
Other Income (b)	$326,202	$213,230	$224,200
Total Income	$8,878,940	$7,237,075	$7,524,112
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) $1,000 from County Commissioner Luman May Discretionary Fund for Weatherization Cooling Fans/Acs – Senior Chillout.

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.

Other income includes contracts for Long Term Care Medicaid Managed Care with Florida Community Care, Sunshine Tango Health Plan, Veteran's Administration, non-recurring grant, insurance proceeds, in-kind

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	55	55	62
Salaries and Wages	$1,383,292	$1,815,784	$1,720,535
Employee Benefits	$779,190	$413,881	$497,960
Professional Services	$31,260	$38,704	$34,850
Contractual Services	$5,601,434	$3,634,622	$3,596,004
Travel Expenses	$29,642	$38,704	$37,791
Rentals and Leases	$30,889	$26,706	$22,101
Communication	$133,811	$148,324	$136,671
Postage and Freight	$8,124	$17,818	$16,854
Repair and Maintenance	$30,475	$25,500	$36,500
Printing and Binding	$14,114	$31,581	$31,401
Marketing and Promotion	$138	$5,800	$10,500
Fuel	$629	$1,200	$1,100
Supplies	$18,764	$23,040	$20,701
Event Expenses	$11,692	$35,000	$59,250
Capitalizable Assets for County Funding (a)	$76,806	$84,605	$80,526
Other Expenses (b)	$980,586	$895,752	$1,221,368
Total Expenses	$9,130,846	$7,237,021	$7,524,112
Net Income - (Revenue minus Expense)	$(251,906)	($54.00)	$0

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. Deprecation includes the building at 875 Royce Street, building in Century (Senior Dining Site), 1 Vans, Office Equipment, Computers. No funds requested support any capital expenses or purchases.

(b) Please explain any request listed in the "Other Expenses" line item.

Other expenses: Utilities, insurance, building costs, volunteer expenses, dues/subscriptions, bank fees, emergency aide for client, material aide, weatherization, vehicle maintenance & repair, records storage, in-kind, caregiver support/training expenses, daycare activities.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Calendar

   Please explain any discrepancies in the Expense Table and your agency's Financial Statements American Rescue Plan federal funds were carried forward and added to the 2024 budget after the original budget was drafted in November 2023. The FY 2024 columns on both the Income and Expense tables are estimated in advance of Audited Financial Statements or the IRS 990 as this application is prior to the commencement of the audit. Auditors from HHM CPAs will begin the A-133 audit process in April 2025 therefore presented financials are subject to change. The final presentation of the 2024 audit is scheduled to go before the Council on Aging of Board of Directors on June 11, 2025.

2. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? The 2024 budget year is based on actual financial results. The net loss is due to the timing of grants cycles at the close of the books on 12/31/24. The agency has several major state/federal grants that run on a 7/1 to 6/30 fiscal year. The carry-forward funds were added to the new contracts for 2024/25 and contract expiration dates extended as needed.

3. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Joshua D. Newby	President/CEO	$124,000
Laura Garrett	Executive Vice-President	$118,000
Rose Creighton	Retreat Director	$60,000
Open Position	Social Services Director	$65,775
Emily Echevarria	Development Director	$58,587

4. Please provide the total amount of cash and investments on hand. Based on Balance Sheet from 12/31/24 - Cash Investments: $8,486 and Investments: $582,631

5. Does your organization charge fees for services? If so, provide a list of fees charged.
Older American's Act clients can make a voluntary donation to support the service/programs received. Senior Dining Sites have a recommended $2 voluntary contribution. Community Care for the Elderly and Alzheimer 's Disease Initiative clients are assessed a copayment (less than 3% for most) based on income. Copayment can be waived based on the individual's need, personal situation, and inability to pay. Private pay participant's pay a flat fee for home delivered meals ($7.50 per meal) and adult day care ($90 per day). These consumers account for approximately 2% of the total participants served.

6. Does your organization require background checks from volunteers and staff? Yes

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A:

1. What is your agency's Strategic Plan? N/A

2. How many jobs were created this year over last year by zip code? N/A

3. What is the net cost per job created? N/A

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   N/A

3. Was there any increase in membership for the local chambers? N/A

4. What are your agency's statistics on business creation and minority businesses by zip code? N/A

5. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Laura M. Garrett

Name

Executive VP 3/24/25

Title Date

W-9

Request for Taxpayer Identification Number and Certification

▸ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. **Specific Instructions**

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Council on Aging of West Florida, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▸ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) ▸ **Nonprofit 501 (c) 3**

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) **1**

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

875 Royce Street

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola, FL 32503

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
			–			–				

or

Employer identification number									
5	9	–	1	3	7	3	9	3	9

Part II Certification

Under penalties of perjury, I certify that:

2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and

3. I am a U.S. citizen or other U.S. person (defined below); and

4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ▸	[illegible]	Date ▸	0[illegible]/[illegible]/2[illegible]

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9.*

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)
- Form W-2G (certain gambling winnings)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See [illegible] *later.*

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
COUNCIL ON AGING OF WEST FLORIDA, INC.

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
P.O. BOX 17066

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32522

F Name and address of principal officer: JOSH NEWBY
SAME AS C ABOVE

D Employer identification number
59-1373939

E Telephone number
(850) 432-1475

G Gross receipts $ 7,273,046.

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

H(c) Group exemption number

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.COAWFLA.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1972 M State of legal domicile: FL

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: DEDICATING EACH DAY TO SERVE, SUPPORT, AND ADVOCATE FOR AGING AULTS IN ESCAMBIA AND SANTA ROSA	
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	20
	4	Number of independent voting members of the governing body (Part VI, line 1b)	20
	5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	70
	6	Total number of volunteers (estimate if necessary)	816
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0.
	b	Net unrelated business taxable income from Form 990-T, Part I, line 11	0.

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	6,544,580.	6,417,325.
	9	Program service revenue (Part VIII, line 2g)	529,242.	536,511.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	11,160.	19,704.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,929.	6,552.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	7,087,911.	6,980,092.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	1,848,809.	2,032,004.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
	b	Total fundraising expenses (Part IX, column (D), line 25) 222,761.		
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	5,310,203.	5,303,455.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	7,159,012.	7,335,459.
	19	Revenue less expenses. Subtract line 18 from line 12	-71,101.	-355,367.

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	2,383,448.	2,090,856.
	21	Total liabilities (Part X, line 26)	1,306,346.	1,278,800.
	22	Net assets or fund balances. Subtract line 21 from line 20	1,077,102.	812,056.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer: JOSH NEWBY, PRESIDENT/CEO (Joshua D. Newby)	Date: 6-7-24	
	Type or print name and title		
Paid Preparer Use Only	Print/Type preparer's name: THOMAS M. BIZZELL	Preparer's signature: Thomas M. Bizzell	Date: 06/02/24
	Check ☐ if self-employed	PTIN: P01429187	
	Firm's name: HENDERSON HUTCHERSON & MCCULLOUGH PLLC	Firm's EIN: 62-1114363	
	Firm's address: 3250 W. NAVY BOULEVARD, PENSACOLA, FL 32505	Phone no. (850) 434-5574	

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:
DEDICATING EACH DAY TO SERVE, SUPPORT, AND ADVOCATE AGING ADULTS IN ESCAMBIA AND SANTA ROSA COUNTIES.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 1,110,293. Including grants of $) (Revenue $)
IN-HOME RESPITE - PROVIDES THE PRIMARY CAREGIVER RELIEF FOR A SPECIFIED TIME PERIOD FROM THE CONSTANT, CONTINUED CARE OF A FUNCTIONALLY IMPAIRED OLDER PERSON IN THE HOME ENVIRONMENT.

4b (Code:) (Expenses $ 1,100,846. Including grants of $) (Revenue $ 23,483.)
CONGREGATE MEALS - A NEIGHBORHOOD BASED PROGRAM WHICH OFFERS THE OPPORTUNITY FOR ACTIVE ADULTS TO SHARE THEIR NOON MEAL WITH OTHERS THEIR AGE AND TO PARTICIPATE IN THE RECREATIONAL ACTIVITIES, NUTRITION EDUCATION, ARTS AND CRAFTS, AND OTHER SOCIAL ACTIVITIES.

4c (Code:) (Expenses $ 713,702. Including grants of $) (Revenue $ 65,971.)
HOME DELIVERED MEALS - NUTRITIONALLY BALANCED MEALS DELIVERED TO HOMEBOUND INDIVIDUALS MONDAY THROUGH FRIDAY FROM 10:30 A.M. TO 1:30 P.M.

4d Other program services (Describe on Schedule O.)
(Expenses $ 3,925,304. Including grants of $) (Revenue $ 229,448.)

4e Total program service expenses 6,850,145.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b	X	
c	Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18	X	
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a	X	
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29	X	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34	X	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	35		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	70		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country _____ See Instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			X
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the Instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17			

Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	20		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	20		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed NONE

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

[X] Own website [ ] Another's website [X] Upon request [ ] Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

LAURA GARRETT - (850) 432-1475

875 ROYCE STREET, PENSACOLA , FL 32503

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JOSH NEWBY CEO/PRESIDENT	40.00			X				127,037.	0.	12,959.
(2) LAURA GARRETT EXECUTIVE VICE PRESIDENT	40.00			X				115,795.	0.	13,927.
(3) MALCOLM BALLINGER CHAIRPERSON	1.00	X		X				0.	0.	0.
(4) SEAN P. MAGERKORTH FIRST VICE CHAIRPERSON	1.00	X		X				0.	0.	0.
(5) RABBI JOEL FLEEKOP SECOND VICE CHAIRPERSON	1.00	X		X				0.	0.	0.
(6) LOIS B. LEPP IMMEDIATE PAST CHAIR	1.00	X		X				0.	0.	0.
(7) P.C. WU SECRETARY	1.00	X		X				0.	0.	0.
(8) JAN M. PACENTA TREASURER	1.00	X		X				0.	0.	0.
(9) MARCELLA BEADEN MEMBER	1.00	X						0.	0.	0.
(10) DAWN BOND MEMBER	1.00	X						0.	0.	0.
(11) DEBORAH J. CORBIN MEMBER	1.00	X						0.	0.	0.
(12) SONYA DANIEL MEMBER	1.00	X						0.	0.	0.
(13) PETE DOYLE MEMBER	1.00	X						0.	0.	0.
(14) BRANDI GOMEZ MEMBER	1.00	X						0.	0.	0.
(15) RODNEY GUTTMAN MEMBER	1.00	X						0.	0.	0.
(16) MARY E. HOXENG MEMBER	1.00	X						0.	0.	0.
(17) DR. DONNA JACOBI MEMBER	1.00	X						0.	0.	0.

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) COMM. LUMON MAY MEMBER	1.00	X						0.	0.	0.
(19) CHARLIE NICHOLS MEMBER	1.00	X						0.	0.	0.
(20) CRYSTAL SCOTT MEMBER	1.00	X						0.	0.	0.
(21) CARON SJOBERG MEMBER	1.00	X						0.	0.	0.
(22) SUE STRAUGHN MEMBER	1.00	X						0.	0.	0.
1b **Subtotal**								242,832.	0.	26,886.
c **Total from continuation sheets to Part VII, Section A**								0.	0.	0.
d **Total (add lines 1b and 1c)**								242,832.	0.	26,886.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 2

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
TRIO COMMUNITY MEALS P.O. BOX 742992, ATLANTA, GA 30374	MEALS	1,033,692.
ADDUS 2160 CREIGHTON ROAD, PENSACOLA, FL 34684	IN-HOME SEVICES	629,817.
TLC CAREGIVERS, 4400 BAYOU BLVD. SUITE 9, PENSACOLA, FL 32503	IN-HOME SEVICES	590,494.
PHENOMENAL LOVE & CARE SERVICES, LLC 6202 N 9TH AVE. #3, PENSACOLA, FL 32504	IN-HOME SEVICES	321,659.
SUPPLEMENTAL SUPPORT CARE SERVICES, LLC, 8180 PENSACOLA BLVD. SUITE 215, PENSACOLA,	IN-HOME SEVICES	249,444.

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 5

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a	25,454.				
	b Membership dues	1b					
	c Fundraising events	1c	84,452.				
	d Related organizations	1d					
	e Government grants (contributions)	1e	5,916,212.				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	391,207.				
	g Noncash contributions included in lines 1a-1f	1g	$ 140,080.				
	h Total. Add lines 1a-1f			6,417,325.			
Program Service Revenue		Business Code					
	2a CONTRACTS	900099		299,805.	299,805.		
	b PRIVATE PAY/ FEE FOR S	900099		209,144.	209,144.		
	c CO-PAY/ ASSESSED FEE P	900099		21,151.	21,151.		
	d DAYCARE ACTIVITIES	900099		6,411.	6,411.		
	e						
	f All other program service revenue						
	g Total. Add lines 2a-2f			536,511.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			20,187.			20,187.
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
			(i) Real	(ii) Personal			
	6a Gross rents	6a					
	b Less: rental expenses	6b					
	c Rental income or (loss)	6c					
	d Net rental income or (loss)						
			(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	7a	250,300.	3,300.			
	b Less: cost or other basis and sales expenses	7b	254,083.	0.			
	c Gain or (loss)	7c	-3,783.	3,300.			
	d Net gain or (loss)			-483.			-483.
	8a Gross income from fundraising events (not including $ 84,452. of contributions reported on line 1c). See Part IV, line 18	8a	22,911.				
	b Less: direct expenses	8b	38,871.				
	c Net income or (loss) from fundraising events			-15,960.			-15,960.
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
	11a MISCELLANEOUS INCOME	900099		22,512.	22,512.		
	b						
	c						
	d All other revenue						
	e Total. Add lines 11a-11d			22,512.			
	12 Total revenue. See instructions			6,980,092.	559,023.	0.	3,744.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	242,832.	155,412.	75,278.	12,142.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	1,306,540.	836,186.	405,027.	65,327.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	125,395.	80,253.	38,872.	6,270.
9 Other employee benefits	222,936.	142,679.	69,110.	11,147.
10 Payroll taxes	134,301.	85,953.	41,633.	6,715.
11 Fees for services (nonemployees):				
a Management				
b Legal	280.	15.	265.	
c Accounting	45,502.	2,480.	43,022.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	2,825.	154.	2,671.	
12 Advertising and promotion	885.			885.
13 Office expenses	139,203.	55,983.	69,473.	13,747.
14 Information technology	1,219.	382.	712.	125.
15 Royalties				
16 Occupancy	63,540.	39,007.	21,673.	2,860.
17 Travel	28,161.	20,377.	4,816.	2,968.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	31,380.		31,380.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	85,610.		85,610.	
23 Insurance	75,332.	44,281.	27,753.	3,298.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a SUBCONTRACTOR EXPENSE	3,996,166.	3,996,166.		
b VOLUNTEER EXPENSES	495,177.	494,982.		195.
c PROGRAM SUPPLIES	154,904.	124,484.	29,336.	1,084.
d OTHER EXPENSES	132,897.	75,552.	45,830.	11,515.
e All other expenses	50,374.	695,799.	-729,908.	84,483.
25 **Total functional expenses.** Add lines 1 through 24e	7,335,459.	6,850,145.	262,553.	222,761.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing		152,136.	1	162,183.
	2	Savings and temporary cash investments			2	
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		1,013,881.	4	939,574.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		17,088.	9	21,187.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 1,527,804.			
	b	Less: accumulated depreciation	10b 1,035,196.	573,585.	10c	492,608.
	11	Investments - publicly traded securities			11	
	12	Investments - other securities. See Part IV, line 11		621,710.	12	470,256.
	13	Investments - program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11		5,048.	15	5,048.
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		2,383,448.	16	2,090,856.
Liabilities	17	Accounts payable and accrued expenses		784,329.	17	665,916.
	18	Grants payable			18	
	19	Deferred revenue			19	
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties		492,284.	23	478,121.
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		29,733.	25	134,763.
	26	**Total liabilities.** Add lines 17 through 25		1,306,346.	26	1,278,800.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		1,077,102.	27	812,056.
	28	Net assets with donor restrictions			28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		1,077,102.	32	812,056.
	33	Total liabilities and net assets/fund balances		2,383,448.	33	2,090,856.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	6,980,092.
2	Total expenses (must equal Part IX, column (A), line 25)	2	7,335,459.
3	Revenue less expenses. Subtract line 2 from line 1	3	-355,367.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,077,102.
5	Net unrealized gains (losses) on investments	5	90,320.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	812,055.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	X	
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	X	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a	X	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b	X	

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
f Enter the number of supported organizations .....
g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
Total						

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	6028972.	6084656.	5370646.	7045111.	6661191.	31190576.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	6028972.	6084656.	5370646.	7045111.	6661191.	31190576.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4.						31190576.

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	6028972.	6084656.	5370646.	7045111.	6661191.	31190576.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	42,131.	41,703.	96,308.	34,189.	20,187.	234,518.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	17,126.	12,885.	32,778.	26,397.	22,512.	111,698.
11 **Total support.** Add lines 7 through 10						31536792.

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f))	14	98.90 %
15 Public support percentage from 2022 Schedule A, Part II, line 14	15	98.76 %

16a **33 1/3% support test - 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test - 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10% -facts-and-circumstances test - 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10% -facts-and-circumstances test - 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests - 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests - 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* **Part VI** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* **Part VI** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* **Part VI** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* **Part VI** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* **Part VI** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* **Part VI** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* **Part VI,** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* **Part VI.**	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* **Part VI.**	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* **Part VI.**	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* **Part VI.**	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* **Part VI.**	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* **Part VI** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* **Part VI** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* **Part VI** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* **Part VI** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* **Part VI** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* **(see instructions).**

a ☐ The organization satisfied the Activities Test. *Complete* **line 2** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* **line 3** *below.*

c ☐ The organization supported a governmental entity. *Describe in* **Part VI** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. **Answer lines 2a and 2b below.**			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* **Part VI identify those supported organizations and explain** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* **Part VI** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. **Answer lines 3a and 3b below.**			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No" provide details in* **Part VI.**	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* **Part VI** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* **Part VI**). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors (*explain in detail in* **Part VI**):			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by 0.035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C - Distributable Amount		Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1	
2 Enter 0.85 of line 1.	2	
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4 Enter greater of line 2 or line 3.	4	
5 Income tax imposed in prior year	5	
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required - *provide details in* **Part VI**)	5	
6	Other distributions (*describe in* **Part VI**). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* **Part VI**). See instructions.	8	
9	Distributable amount for 2023 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E - Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2023**	**(iii) Distributable Amount for 2023**
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required - *explain in* **Part VI**). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* **Part VI.** See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* **Part VI.** See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019			
b	Excess from 2020			
c	Excess from 2021			
d	Excess from 2022			
e	Excess from 2023			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Name of the organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Organization type (check one):

Filers of:	Section:
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	CORPORATION FOR NATIONAL AND COMMUNITY SERVICE 1201 NEW YORK AVENUE, NW WASHINGTON, DC 20525	$ 654,436.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES 200 INDEPENDENCE AVENUE, SW WASHINGTON, DC 20201	$ 2,836,053.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT 451 7TH STREET, SW WASHINGTON, DC 20410	$ 129,583.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	FLORIDA DEPARTMENT OF ELDER AFFAIRS 4040 ESPLANADE WAY TALLAHASSEE, FL 32399	$ 2,205,812.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number: 59-1373939

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) $_____

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number
59-1373939

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a	Total number of conservation easements	2a
b	Total acreage restricted by conservation easements	2b
c	Number of conservation easements on a certified historic structure included on line 2a	2c
d	Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____ %
b Permanent endowment _____ %
c Term endowment _____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		42,197.		42,197.
b Buildings		1,340,833.	922,904.	417,929.
c Leasehold improvements				
d Equipment		41,879.	33,846.	1,774.
e Other		102,895.	78,446.	30,708.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				492,608.

Part VII Investments - Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) INVESTMENTS	470,256.	END-OF-YEAR MARKET VALUE
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, line 12, col. (B))	470,256.	

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, line 13, col. (B))		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) DEPOSITS	30,515.
(3) REFUNDABLE ADVANCES	27,098.
(4) BORROWING UNDER LINE OF CREDIT	77,150.
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	134,763.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	7,132,429.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	90,320.		
b	Donated services and use of facilities	2b	62,016.		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	152,336.
3	Subtract line 2e from line 1			3	6,980,093.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines 4a and 4b			4c	0.
5	Total revenue. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 12.)*			5	6,980,093.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	7,397,475.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	62,016.		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	62,016.
3	Subtract line 2e from line 1			3	7,335,459.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines 4a and 4b			4c	0.
5	Total expenses. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 18.)*			5	7,335,459.

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

Attach to Form 990 or Form 990-EZ.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a ☐ Mail solicitations
- b ☐ Internet and email solicitations
- c ☐ Phone solicitations
- d ☐ In-person solicitations
- e ☐ Solicitation of non-government grants
- f ☐ Solicitation of government grants
- g ☐ Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ Yes ☐ No

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions? Yes	(iii) No	(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
Total						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1 CALANDAR GALA (event type)	(b) Event #2 KITES ON THE COAST (event type)	(c) Other events NONE (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	1 Gross receipts	96,320.	11,043.		107,363.
	2 Less: Contributions	74,652.	9,800.		84,452.
	3 Gross income (line 1 minus line 2)	21,668.	1,243.		22,911.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs	10,645.			10,645.
	7 Food and beverages				
	8 Entertainment	6,600.			6,600.
	9 Other direct expenses	13,929.	7,697.		21,626.
	10 Direct expense summary. Add lines 4 through 9 in column (d)				38,871.
	11 Net income summary. Subtract line 10 from line 3, column (d)				-15,960.

Part III Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities: _____

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain: _____

11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No

13 Indicate the percentage of gaming activity conducted in:

a The organization's facility 13a %

b An outside facility 13b %

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name

Address

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

b If "Yes," enter the amount of gaming revenue received by the organization $ _____ and the amount of gaming revenue retained by the third party $ _____

c If "Yes," enter name and address of the third party:

Name

Address

16 Gaming manager information:

Name

Gaming manager compensation $ _____

Description of services provided

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year $

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

Part IV **Supplemental Information** *(continued)*

SCHEDULE L (Form 990)

Department of the Treasury
Internal Revenue Service

Transactions With Interested Persons

Complete if the organization answered "Yes" on Form 990, Part IV, line 25a, 25b, 26, 27, 28a, 28b, or 28c; or Form 990-EZ, Part V, line 38a or 40b.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Part I Excess Benefit Transactions (section 501(c)(3), section 501(c)(4), and section 501(c)(29) organizations only)

Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b; or Form 990-EZ, Part V, line 40b.

1 (a) Name of disqualified person	(b) Relationship between disqualified person and organization	(c) Description of transaction	(d) Corrected? Yes	(d) Corrected? No
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

2 Enter the amount of tax incurred by the organization managers or disqualified persons during the year under section 4958 ..... $

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization ..... $

Part II Loans to and/or From Interested Persons

Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a, or Form 990, Part IV, line 26; or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22.

(a) Name of interested person	(b) Relationship with organization	(c) Purpose of loan	(d) Loan to or from the organization? To	(d) From	(e) Original principal amount	(f) Balance due	(g) In default? Yes	(g) No	(h) Approved by board or committee? Yes	(h) No	(i) Written agreement? Yes	(i) No
(1)												
(2)												
(3)												
(4)												
(5)												
(6)												
(7)												
(8)												
(9)												
(10)												
Total					$							

Part III Grants or Assistance Benefiting Interested Persons

Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of assistance	(d) Type of assistance	(e) Purpose of assistance
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				
(7)				
(8)				
(9)				
(10)				

Part IV Business Transactions Involving Interested Persons

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No
(1) MALCOLM BALLINGER	MEMBER OF THE BOARD	14,676.	THE ORGANIZ		X
(2)					
(3)					
(4)					
(5)					
(6)					
(7)					
(8)					
(9)					
(10)					

Part V Supplemental Information

Provide additional information for responses to questions on Schedule L. See instructions.

SCH L, PART IV, BUSINESS TRANSACTIONS INVOLVING INTERESTED PERSONS:

(A) NAME OF PERSON: MALCOLM BALLINGER

(B) RELATIONSHIP BETWEEN INTERESTED PERSON AND ORGANIZATION:

MEMBER OF THE BOARD OF DIRECTORS

(D) DESCRIPTION OF TRANSACTION: THE ORGANIZATION USES THE BOARD MEMBER'S COMPANY TO PRODUCE THE COMING OF AGE MAGAZINE.

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization: COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number: 59-1373939

Part I Types of Property

		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art - Works of art				
2	Art - Historical treasures				
3	Art - Fractional interests				
4	Books and publications				
5	Clothing and household goods				
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities - Publicly traded				
10	Securities - Closely held stock				
11	Securities - Partnership, LLC, or trust interests				
12	Securities - Miscellaneous				
13	Qualified conservation contribution - Historic structures				
14	Qualified conservation contribution - Other				
15	Real estate - Residential				
16	Real estate - Commercial				
17	Real estate - Other				
18	Collectibles				
19	Food inventory				
20	Drugs and medical supplies				
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other (GENERAL)	X	7,101	129,009.	QUOTED PRICES
26	Other (MEALS)	X	3,273	11,071.	PURCHASE PRICE FROM
27	Other ( )				
28	Other ( )				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement 29

			Yes	No
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least 3 years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?	30a		X
b	If "Yes," describe the arrangement in Part II.			
31	Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	31		X
32a	Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	32a		X
b	If "Yes," describe in Part II.			
33	If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

Part II **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization: COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number: 59-1373939

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

COUNTIES.

FORM 990, PART VI, SECTION B, LINE 11B:

WHEN COMPLETED BY THE CPA FIRM, THE 990 WILL BE E-MAILED TO ALL BOARD MEMBERS. IN ADDITION, THE AGENCY'S AUDIT COMMITTEE WILL RECEIVE AN IN-DEPTH REVIEW AND PRESENT THE GOVERNING BOARD OF DIRECTORS WITH A SUMMARY OVERVIEW OF THE 990.

FORM 990, PART VI, SECTION B, LINE 12C:

ALL NEW AND RETURNING BOARD MEMBERS SIGN A CONFLICT OF INTEREST FORM INDICATING THAT THEY HAVE READ AND UNDERSTAND THE AGENCY'S CONFLICT OF INTEREST POLICY. THE POLICY IS ALSO REVIEWED WITH ALL STAFF AND IS STATED IN THE AGENCY'S GENERAL PERSONNEL POLICIES AND PROCEDURES MANUAL.

FORM 990, PART VI, SECTION B, LINE 15:

THE AGENCY PERIODICALLY CONDUCTS SALARY AND COMPENSATION REVIEWS FOR ITS VARIOUS POSITIONS WITHIN THE AGENCY, INCLUDING CEO, BY CONTACTING SIMILAR AGENCIES WITHIN THE STATE AND BY REVIEWING STATE AND FEDERAL DATA ON SIMILAR POSITIONS. COPIES OF THESE REVIEWS ARE AVAILABLE FOR REVIEW IN THE AGENCY'S PERSONNEL DEPARTMENT. ANY RAISE FOR THE CEO IS DETERMINED BY THE AGENCY'S EXECUTIVE COMPENSATION COMMITTEE BASED ON JOB PERFORMANCE AND THE RESULT OF THESE SURVEYS.

FORM 990, PART VI, SECTION C, LINE 19:

ITEMS ARE AVAILABLE IN PDF FORMAT ON THE AGENCY'S WEBSITE AT

Name of the organization: COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number: 59-1373939

WWW.COAWFLA.ORG FOR PUBLIC REVIEW.

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

ADULT DAY CARE - PROVIDES RESPITE FOR CAREGIVERS WHILE AT THE SAME TIME PREVENTING LONG-TERM CARE FACILITY ADMISSION FOR INDIVIDUALS WHO CANNOT BE LEFT ALONE DURING THE DAY. THIS PROGRAM INCLUDES MEALS, ACTIVITIES, SUPERVISION BY A RN OR LPN, AND ASSISTANCE WITH SOME ACTIVITIES OF DAILY LIVING.

EXPENSES $559,592 INCLUDING GRANTS OF $0 REVENUE $ 169,620

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

SENIOR COMPANIONS - A PART OF SENIOR CORPS, A NETWORK OF THE NATIONAL SERVICE PROGRAMS THAT MATCHES VOLUNTEERS WITH THEIR HOMEBOUND PEERS WITH SPECIAL NEEDS. SENIOR COMPANIONS ASSIST WITH RUNNING ERRANDS, PREPARING MEALS, WRITING LETTERS, AND OTHER DAILY TASKS.

EXPENSES $396,796 INCLUDING GRANTS OF $0 REVENUE $ 2,748

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

SOCIAL SERVICE PROGRAMS - AN IN-DEPTH PROGRAM WHICH IDENTIFIES PROBLEMS FOR THE ELDERLY AND DEVELOPES SOLUTIONS TO THOSE PROBLEMS. CASE MANAGEMENT (CM), CASE AIDE (CA), AND SCREENING/ASSESSMENT (SA) ARE JUST A FEW OF THE SERVICES OFFERED.

EXPENSES $610,663 INCLUDING GRANTS OF $0 REVENUE $ 56,680

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

OTHER COMMUNITY SERVICE PROGRAMS (NUTRITION EDUCATION, OUTREACH, RECREATION, AND TRANSPORTION)

EXPENSES $120,720 INCLUDING GRANTS OF $0 REVENUE $400

Name of the organization: COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number: 59-1373939

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

HOME SERVICES PROGRAMS

EXPENSES $1,680,643 INCLUDING GRANTS OF $0 REVENUE $0

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

FOSTER GRANDPARENTS - A PART OF SENIOR CORP, A NETWORK OF NATIONAL SERVICES PROGRAMS THAT UNITE ELIGIBLE ADULTS WITH AT-RISK CHILDREN AT SITES SUCH AS SCHOOLS, HOSPITALS, DETENTION CENTERS, AND DAYCARE CENTERS.

EXPENSES $556,890 INCLUDING GRANTS OF $0 REVENUE $15,739

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

COUNCIL ON AGING OF WEST FLORIDA, INC.

Employer identification number

59-1373939

Part I **Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II **Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) Section 512(b)(13) controlled entity? No
COUNCIL ON AGING FOUNDATION OF WEST FLORIDA, INC - 59-2864564, 875 ROYCE STREET, PENSACOLA, FL 32503	ENCOURAGE, SOLICIT, PROMOTE, RECEIVE, AND ADMINISTER GIFTS	FLORIDA	501(C)(3)	7	COUNCIL ON AGING OF WEST FLORIDA, INC.		X

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2023

332161 09-28-23 LHA

Part III **Identification of Related Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) No

Part V **Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

			Yes	No
1	During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a	Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a		X
b	Gift, grant, or capital contribution to related organization(s)	1b		X
c	Gift, grant, or capital contribution from related organization(s)	1c		X
d	Loans or loan guarantees to or for related organization(s)	1d		X
e	Loans or loan guarantees by related organization(s)	1e		X
f	Dividends from related organization(s)	1f		X
g	Sale of assets to related organization(s)	1g		X
h	Purchase of assets from related organization(s)	1h		X
i	Exchange of assets with related organization(s)	1i		X
j	Lease of facilities, equipment, or other assets to related organization(s)	1j		X
k	Lease of facilities, equipment, or other assets from related organization(s)	1k		X
l	Performance of services or membership or fundraising solicitations for related organization(s)	1l		X
m	Performance of services or membership or fundraising solicitations by related organization(s)	1m		X
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n		X
o	Sharing of paid employees with related organization(s)	1o		X
p	Reimbursement paid to related organization(s) for expenses	1p		X
q	Reimbursement paid by related organization(s) for expenses	1q		X
r	Other transfer of cash or property to related organization(s)	1r		X
s	Other transfer of cash or property from related organization(s)	1s		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners sec. 501(c)(3) orgs.? Yes	(e) No	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

COUNCIL ON AGING OF WEST FLORIDA, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2023 AND 2022

COUNCIL ON AGING OF WEST FLORIDA, INC.

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CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of the Council on Aging of West Florida, Inc., (the "Council") (a nonprofit organization), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Council as of December 31, 2023, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Council and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern for one year after the date that the financial statements are issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with accounting principles generally accepted in the United States of America and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern for a reasonable period of time.

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

Auditor's Report on the 2022 Financial Statements

The financial statements of the Council of Aging of West Florida, Inc. as of December 31, 2022 were audited by Saltmarsh, Cleaveland & Gund whose report dated June 1, 2023, expressed an unmodified opinion.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of expenditures of federal awards and state financial assistance, as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and Chapter 10.650, Rules of the Auditor General, and the combining schedule of functional expenses are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other

additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedules of Expenditures of Federal Awards and State Financial Assistance and the combining schedule of functional expense are fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 12, 2024, on our consideration of the Council's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to solely describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the Council's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Council's internal control over financial reporting and compliance.

Pensacola, Florida
June 12, 2024

Henderson Hutcherson & McCullough, PLLC

COUNCIL ON AGING OF WEST FLORIDA, INC.

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2023 AND 2022

ASSETS

	2023	2022
CURRENT ASSETS		
Cash and cash equivalents	$ 162,183	$ 152,136
Investments	470,256	621,710
Grants, contracts and local support receivable	939,574	1,013,881
Prepaid expenses	21,187	17,088
Total current assets	1,593,200	1,804,815
PROPERTY AND EQUIPMENT, net	492,608	573,585
OTHER ASSETS	5,048	5,048
TOTAL ASSETS	$ 2,090,856	$ 2,383,448

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable	$ 617,415	$ 738,328
Accrued expenses	48,501	46,001
Current portion of long-term debt	17,733	16,179
Borrowing under line of credit	77,150	-
Refundable advances	27,098	-
Deposits	30,515	29,733
Total current liabilities	818,412	830,241
LONG-TERM DEBT, less current portion	460,388	476,105
TOTAL LIABILITIES	1,278,800	1,306,346
NET ASSETS		
Net assets without donor restrictions	812,056	1,077,102
TOTAL LIABILITIES AND NET ASSETS	$ 2,090,856	$ 2,383,448

COUNCIL ON AGING OF WEST FLORIDA, INC.

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
PUBLIC SUPPORT, GAINS AND REVENUE		
Public support		
Grants	$ 5,835,965	$ 5,678,567
Contracts	299,804	307,198
Local support	106,763	237,694
Contribution of nonfinancial assets	202,096	204,968
Total public support	6,444,628	6,428,427
Gains and revenue		
Project income	230,295	221,894
Contributions and fundraising	256,684	417,461
Special events, less costs of direct benefits to donors of $38,871 and $58,193 in 2023 and 2022, respectively	68,492	32,069
Net investment return	105,435	(126,647)
Gain on sale of property and equipment	3,300	15,085
Miscellaneous income	23,595	23,956
Total gains and revenue	687,801	583,818
Total public support, gains, and revenue	7,132,429	7,012,245
EXPENSES		
Direct program services		
Non-DOEA programs	1,086,400	906,137
Community service programs	2,409,662	2,073,915
Social services programs	610,663	625,468
Home service programs	2,790,936	3,065,591
Total direct program services	6,897,661	6,671,111
Support services		
Management and general	262,553	257,671
Fundraising	237,261	276,894
Total support services	499,814	534,565
Total expenses	7,397,475	7,205,676
CHANGE IN NET ASSETS	(265,046)	(193,431)
Net assets without donor restrictions, beginning of year	1,077,102	1,270,533
Net assets without donor restrictions, end of year	$ 812,056	$ 1,077,102

The accompanying notes are an integral part of the financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2023

	Direct Program Services					Support Services		
	Non-DOEA Programs	Community Service Programs	Social Services Programs	Home Service Programs	Total Program Expenses	Management and General	Fundraising	Total Expenses
Wages	$ 143,091	$ 564,317	$ 241,690	$ 19,026	$ 968,124	$ 502,448	$ 78,800	$ 1,549,372
Employee benefits and payroll taxes	30,164	81,409	49,960	5,545	167,078	286,906	28,648	482,632
Travel	4,753	8,241	6,802	581	20,377	4,816	2,968	28,161
Education and training	63	571	450	-	1,084	450	2,773	4,307
Communications/postage	5,913	19,112	6,467	1,225	32,717	60,905	10,687	104,309
Utilities	3,042	17,373	3,185	502	24,102	10,809	1,680	36,591
Printing/supplies	2,931	5,571	1,217	119	9,838	3,194	2,275	15,307
Advertising	-	-	-	-	-	-	885	885
Insurance and licenses	6,262	29,119	8,004	896	44,281	27,753	3,298	75,332
Maintenance and repair	483	6,302	208	13	7,006	39,003	58	46,067
Building costs	2,145	10,114	2,296	350	14,905	10,864	1,180	26,949
Purchased equipment	1,940	8,605	3,054	211	13,810	6,086	910	20,806
Professional, legal and accounting	-	2,650	-	-	2,650	45,957	-	48,607
Volunteer expenses	493,223	614	8	1,137	494,982	-	195	495,177
Subcontractors	54,490	1,273,897	-	2,667,779	3,996,166	-	-	3,996,166
Program supplies	1,367	13,375	82	-	14,824	-	-	14,824
Depreciation	-	-	-	-	-	82,800	-	82,800
Interest expense	-	-	-	-	-	31,380	-	31,380
In-kind expenses	58,117	470	98,589	-	157,176	29,336	15,584	202,096
Other expenses	5,108	8,781	44,639	17,024	75,552	48,640	11,515	135,707
Totals	813,092	2,050,521	466,651	2,714,408	6,044,672	1,191,347	161,456	7,397,475
Allocation of Management and General Expenses	266,333	339,796	136,701	75,371	818,201	(890,134)	71,933	-
Allocation of Facilities and Maintenance Expenses	6,975	19,345	7,311	1,157	34,788	(38,660)	3,872	-
Total expenses	$ 1,086,400	$ 2,409,662	$ 610,663	$ 2,790,936	$ 6,897,661	$ 262,553	$ 237,261	$ 7,397,475

The accompanying notes are an integral part of the financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2022

	Direct Program Services					Support Services		
	Non-DOEA Programs	Community Service Programs	Social Services Programs	Home Service Programs	Total Program Expenses	Management and General	Fundraising	Total Expenses
Wages	$ 127,095	$ 464,167	$ 223,801	$ 18,305	$ 833,368	$ 553,085	$ 94,988	$ 1,481,441
Employee benefits and payroll taxes	24,072	108,926	67,100	6,599	206,697	137,201	23,470	367,368
Travel	3,103	9,608	7,560	330	20,601	5,753	1,735	28,089
Education and training	1,946	1,208	891	191	4,236	1,071	551	5,858
Communications/postage	6,912	22,294	9,915	1,039	40,160	26,331	17,300	83,791
Utilities	3,358	18,461	3,516	605	25,940	11,941	1,856	39,737
Printing/supplies	2,349	6,731	1,556	105	10,741	4,782	2,567	18,090
Insurance and licenses	5,525	16,398	6,464	883	29,270	20,297	2,772	52,339
Maintenance and repair	1,689	22,788	180	19	24,676	80,204	60	104,940
Building costs	2,319	11,712	2,452	424	16,907	10,761	1,278	28,946
Purchased equipment	5,669	6,995	2,669	279	15,612	6,575	963	23,150
Professional, legal and accounting	-	1,675	-	-	1,675	40,248	-	41,923
Volunteer expenses	366,385	670	-	397	367,452	-	-	367,452
Subcontractors	53,636	990,218	-	2,933,673	3,977,527	-	-	3,977,527
Program supplies	1,081	10,665	-	-	11,746	-	-	11,746
Depreciation	-	-	-	-	-	82,089	-	82,089
Interest expense	-	-	-	-	-	26,254	-	26,254
In-kind expenses	50,194	5,124	101,843	-	157,161	39,223	8,584	204,968
Other expenses	5,906	65,262	84,131	9,852	165,151	49,120	45,697	259,968
Totals	661,239	1,762,902	512,078	2,972,701	5,908,920	1,094,935	201,821	7,205,676
Allocation of Management and General Expenses	232,942	277,847	100,855	90,906	702,550	(770,986)	68,436	-
Allocation of Facilities and Maintenance Expenses	11,956	33,166	12,535	1,984	59,641	(66,278)	6,637	-
Total expenses	$ 906,137	$ 2,073,915	$ 625,468	$ 3,065,591	$ 6,671,111	$ 257,671	$ 276,894	$ 7,205,676

The accompanying notes are an integral part of the financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.

STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ (265,046)	$ (193,431)
Adjustments to reconcile change in net assets to net cash and cash equivalents from operating activities:		
Depreciation	82,200	82,089
Amortization	2,810	2,810
Realized loss on investments	3,783	38,114
Unrealized (gain) loss on investments	(90,319)	122,330
Gain on sale of property and equipment	(3,300)	(15,085)
Change in grants, contracts and local support receivable	74,307	(228,763)
Change in prepaid expenses	(4,099)	(11,597)
Change in accounts payable	(120,913)	176,309
Change in accrued expenses	2,500	(35,038)
Change in refundable advances	27,098	-
Change in deposits	782	2,762
Net cash from operating activities	(290,197)	(59,500)
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sales and maturities of investments	250,300	100,983
Purchase of investments	(12,310)	(29,541)
Proceeds from sales of property and equipment	3,300	81,295
Purchase of property and equipment	(1,223)	(41,047)
Net cash from investing activities	240,067	111,690
CASH FLOWS FROM FINANCING ACTIVITIES		
Borrowings under line of credit	252,150	-
Repayments on line of credit	(175,000)	(55,258)
Principal payments on note payable	(16,973)	(16,083)
Net cash from financing activities	60,177	(71,341)
CHANGE IN CASH AND CASH EQUIVALENTS	10,047	(19,151)
Cash and cash equivalents - beginning of year	152,136	171,287
Cash and cash equivalents - end of year	$ 162,183	$ 152,136
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash paid for interest	$ 28,570	$ 23,444

The accompanying notes are an integral part of the financial statements.

NOTE 1 – ORGANIZATION AND NATURE OF OPERATIONS

The Council on Aging of West Florida, Inc., (the "Council") was incorporated as a Florida not-for-profit corporation in 1972. The Corporation has no paid-in capital or shareholders and the affairs are conducted by the Board of Directors as elected by the general membership of the corporation.

The Council's primary purpose is to assist, encourage and promote the well-being of aging individuals in Escambia County and Santa Rosa County. The Council is funded by grants and contracts with the Northwest Florida Area Agency on Aging, Inc., the State of Florida, Department of Elder Affairs ("DOEA"), Department of Children and Families, the Corporation for National Community Service, and the United Way of West Florida. The Council also receives local financial support from Escambia County, church groups, civic clubs, program participants, foundations and individuals.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Method of Accounting

The financial statements of the Council have been prepared utilizing the accrual basis of accounting in accordance with U.S. generally accepted accounting principles (GAAP). The Financial Accounting Standards Board (FASB) establishes GAAP in the Accounting Standards Codification (ASC). Updates to the ASC are done through the issuance of Accounting Standards Updates (ASU).

Basis of Presentation

The financial statements of the Council have been prepared in accordance with GAAP, which require the Council to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Council's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

(Continued)

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts and disclosures. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Council considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Investments

Authorized investments consist of mutual funds carried at fair value based on quoted market prices. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities and changes in net assets.

Grants, Contracts and Local Support Receivable

Grants, contracts and local support receivable are stated at the amount management expects to collect from outstanding balances. As of December 31, 2023 and 2022, there were no accounts considered uncollectible.

Property and Equipment

Property and equipment are recorded at cost. Donated property and equipment are recorded at their estimated market value on the date of contribution. Expenditures which equal or exceed $1,000 that materially increase values, change capacities, or extend useful lives are capitalized. Repairs and maintenance costs are charged to operations when incurred.

Depreciation is computed using the straight-line method. Estimated useful lives of property and equipment range as follows:

Building and improvements	10 - 30 years
Furniture, fixtures, and equipment	5 - 10 years
Vehicles	5 years

(Continued)

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Debt Issuance Costs

Debt issuance costs are presented as a reduction of the carrying amount of debt and are amortized over the term of the debt using the straight-line method. Amortization of debt issuance costs are reported as interest expense in the statements of activities and changes in net assets.

Contributions

Contributions more often than not are recognized when the donation is received, however, if a donor makes a promise to give to the Council, that is, in substance, unconditional, management can record the contribution at the time of the pledge based on collectability. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Revenue Recognition

The Council's principal source of revenue is derived from federal and state grants, which are conditioned upon certain performance requirements and/or the occurrence of allowable qualifying expenditures. Amounts received are recognized as revenue when the Council has incurred expenditures in compliance with specific contract or grant provisions. Such revenue is subject to audit by the grantor, and if the examination results in a deficiency of allowable expenditures, the Council will be required to refund any deficiencies. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the statement of financial position.

Income Taxes

The Council is exempt from federal income taxes under Internal Revenue Service Code Section 501(c)(3). As a result, there is no provision for taxes in the accompanying financial statements.

Advertising Costs

Advertising costs are expensed when incurred.

(Continued)

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions of Nonfinancial Assets

The Council records various types of contributed nonfinancial assets. Contributed professional services are recognized if the services received create or enhance long-lived assets or require specialized skills and are provided by individuals possessing those skills, and would typically need to be purchased if the services were not provided by donation. Contributions of tangible assets are recognized at fair market value when received. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor and are treated as in-kind support for purposes of meeting state matching requirements. The amounts reported in the accompanying financial statements as contributed nonfinancial assets are offset by like amounts included in expenses.

General and Administrative Expense Allocation

Management and general expenses are allocated to various programs based on each program's percentage of direct salaries and wages to total direct salaries and wages.

Facilities Repair and Maintenance Expense Allocation

Facilities repair and maintenance expenses are allocated to various programs based on each program's percentage of square footage occupied to total square footage of the facility.

NOTE 3 - INVESTMENTS

Investments consist of the following:

	Cost	Fair Value	Net Unrealized Gain (Loss)
December 31, 2023			
Mutual funds	$ 397,902	$ 470,256	$ 72,354
December 31, 2022			
Mutual funds	$ 639,676	$ 621,710	$ (17,966)

Investment return was as follows:

	2023	2022
Interest and dividend income	$ 18,898	$ 33,797
Net realized loss	(3,783)	(38,114)
Net unrealized gain (loss)	90,320	(122,330)
Investment return	$ 105,435	$ (126,647)

(Continued)

NOTE 3 – INVESTMENTS (Continued)

The Council's investments are exposed to various risks such as interest rate, market, and credit risks. Therefore, the Council's investments may be subject to significant fluctuations in fair value. As a result, the investment balances reported in the accompanying financial statements may not be reflective of the fair value of investments in subsequent periods.

NOTE 4 - FAIR VALUE MEASUREMENTS

Accounting principles generally accepted in the United States of America establish a framework for measuring value. That framework provides a fair value hierarchy that prioritizes the inputs used to measure fair value using the following definitions (from highest to lowest priority):

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the Council has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect the Council's own assumptions about the assumptions the market participants would use in pricing an asset or liability.

The financial instrument's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following tables set forth, by level within the fair value hierarchy, the Bureau's investments at fair value as of December 31, 2023 and 2022:

	Level 1	Level 2	Level 3	Value
December 31, 2023				
Mutual funds	$ 470,256	$ -	$ -	$ 470,256
December 31, 2022				
Mutual funds	$ 621,710	$ -	$ -	$ 621,710

NOTE 5 – GRANTS, CONTRACTS AND LOCAL SUPPORT RECEIVABLE

Grants, contracts and local support receivable consists of the following:

	2023	2022
Federal grants	$ 480,890	$ 453,232
State grants	353,031	436,733
Contracts	74,664	90,585
Local support	30,942	33,264
Other	47	67
Total	$ 939,574	$ 1,013,881

NOTE 6 – PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	2023	2022
Land	$ 42,197	$ 42,197
Buildings and improvements	1,340,833	1,340,833
Vehicles	25,957	50,370
Equipment – general	20,543	20,543
Equipment - computers	21,336	26,282
Furniture and fixtures	76,938	76,938
	1,527,804	1,557,163
Accumulated depreciation	(1,035,196)	(983,578)
	$ 492,608	$ 573,585

Depreciation expense totaled $82,200 and $82,089 for the years ended December 31, 2023 and 2022, respectively.

NOTE 7 – LINES OF CREDIT

The Council has a line of credit with varying credit limits available with a financial institution which has no stated expiration date, has a variable rate of interest based on the Secured Overnight Financing Rate (7.82% at December 31, 2023), and is secured by deposits held at the financial institution. Borrowings under the line of credit total $77,150 as of December 31, 2023. There were no outstanding borrowings under the line of credit as of December 31, 2022.

In September 2023, the Council obtained an available line of credit with a financial institution of $150,000. The line of credit bears an interest rate based on the prime rate plus 1%, with a 7% floor and a 12% ceiling, and is secured by property and building. There were no outstanding borrowings under this line of credit as of December 31, 2023.

NOTE 8 – LONG-TERM DEBT

Long-term debt consists of the following:

	2023	2022
Note payable to bank; due in monthly installments including interest at 4.79% through November 2026, secured by property and building	$ 486,316	$ 503,289
Less unamortized debt issuance costs	8,195	11,005
Long-term debt, less unamortized debt issuance costs	478,121	492,284
Less: current maturities	17,733	16,179
	$ 460,388	$ 476,105

The annual principal payment requirements under the terms of the notes payable are as follows:

Year Ending December 31,	Amount
2024	$ 17,733
2025	18,670
2026	449,913

NOTE 9 – RETIREMENT PLAN

On January 1, 2023 the Council established a 403(b) retirement plan ("plan") covering all employees who have been employed for a specified length of continuous service. Participating employees contribute a percentage of their compensation to the plan under an income tax deferred arrangement. The Council matches these contributions up to 6% of the employee's salary and the Council also makes non-elective contributions in the amount of 4% of the total compensation earned by all participating employees in the plan. The Council's contributions to the plan for the year ended December 31, 2023 were $125,395.

During 2022, the Council had a Simplified Employee Pension Plan ("SEP") covering all employees who had been employed for a specific length of continuous service. The Council contributed 6% of the employee's salary to the SEP. The Council's contributions to the SEP for the year ended December 31, 2022 were $70,377.

NOTE 10 - COMMITMENTS AND CONTINGENCIES

Dependency on Government Support

The Council's services are funded primarily with grants from the United States Department of Health and Human Services and the State of Florida passed through the DOEA and the Northwest Florida Area Agency on Aging, Inc. A reduction in the level of future support from these agencies could have a substantial effect on the Council's programs and activities. As of December 31, 2023, management is unaware of any such reduction in future support.

Depository Risk

The Council maintains cash balances with a financial institution and a brokerage firm. Demand deposit accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to certain limits. At December 31, 2023, the Council had $65,422 held by the financial institution in excess of insured limits.

NOTE 11 – AVAILABILITY AND LIQUIDITY

The following represents the Council's financial assets at December 31:

	2023	2022
Financial assets at year-end:		
Cash and cash equivalents	$ 162,183	$ 152,136
Investments appropriate for current use	470,256	621,710
Grants, contracts and local support receivable	939,574	1,013,881
Total financial assets	1,572,013	1,787,727
Less amounts not available to be used within one year:	-	-
Financial assets available to meet general expenditures over the next twelve months	$ 1,572,013	$ 1,787,727

As part of the Council's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. To help manage unanticipated liquidity needs, the Council has two lines of credit which it could draw upon. Available credit under the two lines totaled $353,958 at December 31, 2023.

NOTE 12 – CONTRIBUTIONS OF NON-FINANCIAL ASSETS

The Council received contributions of non-financial assets of the following nature and amount during the years ended December 31:

Description	Utilization in Programs/Activities	Donor Restrictions	Valuation Techniques and Inputs	2023	2022
General in-kind: silent auction items, fans, A/C units	General and Administrative	No associated donor restrictions	Value supplied by the service provider was used as an estimation of fair market value.	$ 127,926	$ 145,382
In-kind meals	Foster Grandparents	No associated donor restrictions	Donations were valued at a fixed rate per meal.	11,070	10,282
In-kind physicals	Foster Grandparents/ Senior Companions	No associated donor restrictions	Donations were valued at a fixed rate per physical.	26,320	16,400
Event in-kind: promotion and décor	Fundraising	No associated donor restrictions	Value supplied by the service provider was used as an estimation of fair market value.	15,584	8,584
Media - in-kind: design and production	Fundraising	No associated donor restrictions	Value supplied by the service provider was used as an estimation of fair market value.	-	807
Facilities in-kind: meeting space	Foster Grandparents/ Senior Companions	No associated donor restrictions	Space valued at a fixed rate per meeting.	21,196	23,513
				$ 202,096	$ 204,968

(Continued)

NOTE 12 – CONTRIBUTIONS OF NON-FINANCIAL ASSETS (Continued)

Additionally, the Council utilized various unskilled volunteer services. Volunteer hours for those services totaled 14,611 and 9,952 for the years ended December 31, 2023 and 2022, respectively.

NOTE 13 – SUBSEQUENT EVENTS

Management has evaluated events and transactions subsequent to December 31, 2023 through June 12, 2024, for potential recognition or disclosure in the financial statements. Management has not identified any items requiring recognition or disclosure.

SUPPLEMENTARY INFORMATION

COUNCIL ON AGING OF WEST FLORIDA, INC.

COMBINING SCHEDULE OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2023

	Non-DOEA Programs				
	Foster Grandparents	Senior Companions	Private Pay Home Delivered Meals	Private Pay Adult Day Health Care	Total
Wages	$ 59,189	$ 50,402	$ 4,835	$ 28,665	$ 143,091
Employee benefits and payroll taxes	8,321	18,203	717	2,923	30,164
Travel	2,481	2,152	48	72	4,753
Education and training	-	-	-	63	63
Communications/postage	2,562	2,026	522	803	5,913
Utilities	628	535	31	1,848	3,042
Printing/supplies	1,266	1,396	20	249	2,931
Advertising	-	-	-	-	-
Insurance and licenses	1,772	1,512	160	2,818	6,262
Maintenance and repair	47	40	20	376	483
Building costs	459	391	22	1,273	2,145
Purchased equipment	752	638	101	449	1,940
Professional, legal and accounting	-	-	-	-	-
Volunteer expenses	292,838	200,383	-	2	493,223
Subcontractors	27,076	20,126	3,883	3,405	54,490
Program supplies	-	-	1	1,366	1,367
Depreciation	-	-	-	-	-
Interest expense	-	-	-	-	-
In-kind expenses	36,799	21,318	-	-	58,117
Other expenses	3,869	798	-	441	5,108
Totals	438,059	319,920	10,360	44,753	813,092
Allocation of Management and General Expenses	143,579	96,961	4,681	21,112	266,333
Allocation of Facilities and Maintenance Expenses	1,450	1,233	32	4,260	6,975
Total expenses	$ 583,088	$ 418,114	$ 15,073	$ 70,125	$ 1,086,400
Total Units	-	-	3,075	2,251	

COUNCIL ON AGING OF WEST FLORIDA, INC.

COMBINING SCHEDULE OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2023

	Community Service Programs							
	Congregate Meals	Home Delivered Meals	Nutrition Education	Outreach	Recreation	Transportation	Adult Daycare/ Adult Day Healthcare/ Facility-Based Respite	Total
Wages	$ 262,539	$ 63,097	$ 8,271	$ 1,491	$ 39,909	$ 9,329	$ 179,681	$ 564,317
Employee benefits and payroll taxes	28,767	10,466	1,535	437	3,183	3,192	33,829	81,409
Travel	4,557	2,771	28	5	486	110	284	8,241
Education and training	-	-	-	-	-	-	571	571
Communications/postage	7,301	3,590	79	11	683	770	6,678	19,112
Utilities	9,346	1,253	19	85	62	58	6,550	17,373
Printing/supplies	2,542	893	8	-	42	47	2,039	5,571
Advertising	-	-	-	-	-	-	-	-
Insurance and licenses	5,775	2,267	170	128	708	7,488	12,583	29,119
Maintenance and repair	2,473	349	13	1	54	6	3,406	6,302
Building costs	4,582	813	16	59	58	43	4,543	10,114
Purchased equipment	3,390	2,195	112	19	480	97	2,312	8,605
Professional, legal and accounting	2,650	-	-	-	-	-	-	2,650
Volunteer expenses	281	319	-	-	-	-	14	614
Subcontractors	610,339	557,407	-	-	-	5,078	101,073	1,273,897
Program supplies	1,056	19	-	-	1	3	12,296	13,375
Depreciation	-	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-	-
In-kind expenses	410	-	-	-	-	-	60	470
Other expenses	1,353	54	-	-	-	2,000	5,374	8,781
Totals	947,361	645,493	10,251	2,236	45,666	28,221	371,293	2,050,521
Allocation of Management and General Expenses	151,699	51,108	4,204	860	18,533	10,317	103,075	339,796
Allocation of Facilities and Maintenance Expenses	1,786	2,028	25	197	76	134	15,099	19,345
Total expenses	$ 1,100,846	$ 698,629	$ 14,480	$ 3,293	$ 64,275	$ 38,672	$ 489,467	$ 2,409,662
Total Units	121,412	104,239	6,309	18	13,500	406	8,894	

COUNCIL ON AGING OF WEST FLORIDA, INC.

COMBINING SCHEDULE OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2023

	Social Services Programs							
	Telephone Reassurance	Case Aide	Case Management	Screening and Assessment	Screening	Caregiver Support Group	Emergency Aide	Total
Wages	$ 5,422	$ 11,549	$ 175,254	$ 31,673	$ 14,388	$ 3,404	$ -	$ 241,690
Employee benefits and payroll taxes	4,245	1,236	22,559	18,578	3,316	26	-	49,960
Travel	175	127	5,156	1,172	70	102	-	6,802
Education and training	-	5	405	40	-	-	-	450
Communications/postage	198	170	5,174	477	138	310	-	6,467
Utilities	138	33	2,683	278	28	25	-	3,185
Printing/supplies	-	10	1,031	88	16	1	71	1,217
Advertising	-	-	-	-	-	-	-	-
Insurance and licenses	259	467	6,310	620	281	67	-	8,004
Maintenance and repair	-	20	153	9	24	2	-	208
Building costs	104	37	1,917	195	25	18	-	2,296
Purchased equipment	30	310	2,342	157	188	27	-	3,054
Professional, legal and accounting	-	-	-	-	-	-	-	-
Volunteer expenses	-	-	-	-	-	-	8	8
Subcontractors	-	-	-	-	-	-	-	-
Program supplies	-	-	74	7	1	-	-	82
Depreciation	-	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-	98,589	98,589
Other expenses	-	6	496	50	-	275	43,812	44,639
Totals	10,571	13,970	223,554	53,344	18,475	4,257	142,480	466,651
Allocation of Management and General Expenses	1,009	11,368	108,371	6,687	7,451	1,815	-	136,701
Allocation of Facilities and Maintenance Expenses	349	76	6,155	642	32	57	-	7,311
Total expenses	$ 11,929	$ 25,414	$ 338,080	$ 60,673	$ 25,958	$ 6,129	$ 142,480	$ 610,663
Total Units	-	60	2,368	566	802	30	-	

COUNCIL ON AGING OF WEST FLORIDA, INC.

COMBINING SCHEDULE OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2023

	Home Service Programs					
	Companionship	Emergency Alert Response	Homemaker	Material Aide	In-Home Respite	Volunteer
Wages	$ -	$ -	$ -	$ -	$ -	$ 19,026
Employee benefits and payroll taxes	-	-	-	-	-	5,545
Travel	-	-	-	-	-	581
Education and training	-	-	-	-	-	-
Communications/postage	-	-	-	-	-	1,033
Utilities	-	-	-	-	-	502
Printing/supplies	-	-	-	-	-	119
Advertising	-	-	-	-	-	-
Insurance and licenses	-	-	-	-	-	896
Maintenance and repair	-	-	-	-	-	13
Building costs	-	-	-	-	-	350
Purchased equipment	-	-	-	-	-	211
Professional, legal and accounting	-	-	-	-	-	-
Volunteer expenses	-	-	-	-	-	1,137
Subcontractors	562,050	10,208	286,200	-	1,091,856	-
Program supplies	-	-	-	-	-	-
Depreciation	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-
Other expenses	-	-	-	16,528	-	(17)
Totals	562,050	10,208	286,200	16,528	1,091,856	29,396
Allocation of Management and General Expenses	9,362	-	7,547	1,337	18,437	18,532
Allocation of Facilities and Maintenance Expenses	-	-	-	-	-	1,157
Total expenses	$ 571,412	$ 10,208	$ 293,747	$ 17,865	$ 1,110,293	$ 49,085
Total Units	27,862	9,647	14,172	-	47,256	-

COUNCIL ON AGING OF WEST FLORIDA, INC.

COMBINING SCHEDULE OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2023

	Home Service Programs						
	Vendor Shopping Assistance	Vendor Chore	Personal Care	Equipment	Other	Total	Total Direct Program Services
Wages	$ -	$ -	$ -	$ -	$ -	$ 19,026	$ 968,124
Employee benefits and payroll taxes	-	-	-	-	-	5,545	167,078
Travel	-	-	-	-	-	581	20,377
Education and training	-	-	-	-	-	-	1,084
Communications/postage	-	-	-	-	192	1,225	32,717
Utilities	-	-	-	-	-	502	24,102
Printing/supplies	-	-	-	-	-	119	9,838
Advertising	-	-	-	-	-	-	-
Insurance and licenses	-	-	-	-	-	896	44,281
Maintenance and repair	-	-	-	-	-	13	7,006
Building costs	-	-	-	-	-	350	14,905
Purchased equipment	-	-	-	-	-	211	13,810
Professional, legal and accounting	-	-	-	-	-	-	2,650
Volunteer expenses	-	-	-	-	-	1,137	494,982
Subcontractors	115,080	1,408	361,606	239,371	-	2,667,779	3,996,166
Program supplies	-	-	-	-	-	-	14,824
Depreciation	-	-	-	-	-	-	-
Interest expense	-	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-	157,176
Other expenses	-	-	-	-	513	17,024	75,552
Totals	115,080	1,408	361,606	239,371	705	2,714,408	6,044,672
Allocation of Management and General Expenses	-	191	6,591	13,374	-	75,371	818,201
Allocation of Facilities and Maintenance Expenses	-	-	-	-	-	1,157	34,788
Total expenses	$ 115,080	$ 1,599	$ 368,197	$ 252,745	$ 705	$ 2,790,936	$ 6,897,661
Total Units	3,786	21	15,845	3,144	16		

CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Council of Aging of West Florida, Inc. (the "Council"), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements and have issued our report thereon dated June 12, 2024.

Report on Internal Control over Financial Reporting

In planning and performing our audit on the financial statements we considered the Council's internal control over financial reporting (internal control) as a basis for designing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, we do not express an opinion on the effectiveness of the Council's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Council's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards.*

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Pensacola, Florida
June 12, 2024

Henderson Hutcherson & McCullough, PLLC

CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND STATE FINANCIAL ASSISTANCE PROJECT AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE IN ACCORDANCE WITH THE UNIFORM GUIDANCE AND CHAPTER 10.650, RULES OF THE AUDITOR GENERAL

To the Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

Report on Compliance for Each Major Federal Program and State Financial Assistance Project

Opinion on Each Major Federal Program and State Financial Assistance Project

We have audited the Council on Aging of West Florida, Inc.'s (the "Council") compliance with the types of compliance requirements identified as subject to audit in the OMB *Compliance Supplement* and the requirements described in the Florida Department of Financial Services' *State Projects Compliance Supplement* that could have a direct and material effect on each of the Council's major federal programs and state financial assistance projects for the year ended December 31, 2023. The Council's major federal programs and state financial assistance projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Council complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state financial assistance projects for the year ended December 31, 2023.

Basis for Opinion on Each Major Federal Program and State Financial Assistance Project

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*); the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance); and Chapter 10.650, Rules of the Auditor General. Our responsibilities under those standards, the Uniform Guidance and Chapter 10.650, Rules of the Auditor General, are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Council and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program and state financial assistance project. Our audit does not provide a legal determination of the Council's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules and provisions of contracts or grant agreements applicable to the Council's federal programs and state financial assistance projects.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Council's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, the Uniform Guidance, and Chapter 10.650, Rules of the Auditor General, will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material, if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Council's compliance with the requirements of each major federal program and state financial assistance project as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards*, the Uniform Guidance, and Chapter 10.650, Rules of the Auditor General, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Council's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of the Council's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance and the Florida Department of Financial Services' *State Projects Compliance*, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance and Chapter 10.650, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Pensacola, Florida
June 12, 2024

Henderson Hutcherson & McCullough, PLLC

COUNCIL ON AGING OF WEST FLORIDA, INC.

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED DECEMBER 31, 2023

Federal Grantor/Pass-Through/ Grantor/Program Title	Federal Assistance Listing Number	Grant Number	Federal Expenditures
U.S. Department of Agriculture:			
Passed Through Florida Department of Elder Affairs:			
Senior Farmer Market Nutrition Program	10.576	M1901-6	$ 10,080
U.S. Department of Health and Human Services:			
Passed Through Florida Department of Elder Affairs/			
Passed Through Northwest Florida Area Agency on Aging:			
Aging Cluster:			
Special Programs for the Aging:			
Title III- Part B, Grants for Supportive Services and Senior Centers	93.044	AA023-ESC/SR	699,105
Title III-Part C, Nutrition Services	93.045	AA023-ESC/SR	1,033,787
Nutrition Services Incentive Program	93.053	AA023-ESC/SR	105,704
American Rescue Plan Act	93.044	ARP21	227,808
American Rescue Plan Act	93.045	ARP21	453,942
Total Aging Cluster			2,520,346
National Family Caregiver Support	93.052	AA023-ESC/SR	194,982
American Rescue Plan Act	93.052	ARP21	120,725
			315,707
Total U.S. Department of Health and Human Services			2,836,053
U.S. Department of Housing and Urban Development:			
Passed Through City of Pensacola:			
Community Development Block Grant	14.218	N/A	69,996
Passed Through Escambia County:			
Community Development Block Grant	14.218	N/A	59,588
Total U.S. Department of Housing and Urban Development			129,584
Corporation for National and Community Service:			
Foster Grandparents/Senior Companion Cluster*:*			
Foster Grandparent Program	94.011	21SFHFL002	383,300
Senior Companion Program	94.016	21SCHFL005	271,136
Total Corporation for National and Community Service			654,436
Total Federal Expenditures			$ 3,630,153

COUNCIL ON AGING OF WEST FLORIDA, INC.

SCHEDULE OF EXPENDITURES OF STATE FINANCIAL ASSISTANCE

YEAR ENDED DECEMBER 31, 2023

State Grantor/Pass-Through/ Grantor/Program Title	State Assistance Listing Number	Contract/Grant Number	Expenditures
State Grants and Aids Appropriations:			
Passed Through Florida Department of Elder Affairs/			
Passed Through Northwest Florida Area Agency on Aging:			
Tobacco Settlement Trust Funds:			
Community Care for the Elderly	65.010	AC023	$ 1,099,024
Alzheimer's Respite Services	65.004	AZ023	889,045
			1,988,069
State Grants and Aids Appropriations:			
Passed Through Florida Department of Elder Affairs/			
Passed Through Northwest Florida Area Agency on Aging:			
General Revenues:			
Home Care for the Elderly – Case Management	65.001	AH023	15,773
Home Care for the Elderly – Subsidies	65.001	AH023	182,538
Enhanced Home Care for the Elderly	65.001	AE022	19,432
			217,743
Total State Financial Assistance			$ 2,205,812

COUNCIL ON AGING OF WEST FLORIDA, INC.

NOTES TO SCHEDULES OF EXPENDITURES OF FEDERAL AWARDS AND STATE FINANCIAL ASSISTANCE

YEAR ENDED DECEMBER 31, 2023

NOTE 1 – BASIS OF PRESENTATION

The accompanying schedules of expenditures of federal awards and state financial assistance includes the federal and state grant activity of the Council of Aging of West Florida, Inc. under programs of the federal government and the State of Florida for the year ended December 31, 2023. The information in the accompanying schedules of expenditures of federal awards and state financial assistance is presented in accordance with the requirements of Uniform Guidance and Chapter 10.650, Rules of the Auditor General. Because the schedules present only a selected portion of the operations of the Council of Aging of West Florida, Inc., they are not intended to and do not present the financial position, changes in net assets, or cash flows of the Council of Aging of West Florida, Inc.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the accompanying schedules of expenditures of federal awards and state financial assistance are reported on the accrual basis of accounting. The Council of Aging of West Florida, Inc., did not elect to utilize the ten percent de minimis indirect cost rate allowed under the Uniform Guidance.

COUNCIL ON AGING OF WEST FLORIDA, INC.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED DECEMBER 31, 2023

SECTION I – SUMMARY OF AUDITOR'S RESULTS

Financial Statements

Type of auditor's report issued: Unmodified

Internal control over financial reporting:

- Material weaknesses identified? _____ yes __X__ no
- Are any significant deficiencies identified not considered to be material weaknesses? _____ yes __X__ none reported

Noncompliance material to financial statements noted? _____ yes __X__ no

Federal Awards and State Financial Assistance Projects

Internal control over major programs:

- Material weaknesses identified? _____ yes __X__ no
- Are any significant deficiencies identified not considered to be material weaknesses? _____ yes __X__ none reported

Type of auditor's report issued on compliance for major programs and state projects: Unmodified

Any audit findings disclosed that are required to be reported in accordance with the Uniform Guidance or Chapter 10.650, Rules of the Auditor General? _____ yes __X__ no

Identification of major federal programs:

Federal Programs or Cluster

Aging Cluster: Special Programs for the Aging
Title III Part B – Grants for Supportive Services and Senior Centers (CFDA No. 93.044)
Title III Part C – Nutrition Services (CFDA No. 93.045)
Nutrition Services Incentive Program (CFDA No. 93.053)

(Continued)

COUNCIL ON AGING OF WEST FLORIDA, INC.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED DECEMBER 31, 2023

SECTION I – SUMMARY OF AUDITOR'S RESULTS (Continued)

Dollar threshold used to distinguish between Type A and Type B programs: $750,000

Is the auditee qualified as a low-risk auditee? X yes _____ no

Identification of major state financial assistance projects:

State Financial Assistance Projects
Community Care for the Elderly (CSFA No. 65.010)
Alzheimer's Respite Services (CSFA No. 65.004)

Dollar threshold used to distinguish between Type A and Type B projects: $661,743

Is the auditee qualified as a low-risk auditee? X yes _____ no

SECTION II – FINANCIAL STATEMENT FINDINGS

None

SECTION III – FEDERAL AWARD FINDINGS AND QUESTIONED COSTS

None

SECTION III – STATE FINANCIAL ASSISTANCE PROJECTS FINDINGS AND QUESTIONED COSTS

None

COUNCIL ON AGING OF WEST FLORIDA, INC.

SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

YEAR ENDED DECEMBER 31, 2023

There were no prior audit findings for the year ended December 31, 2022.

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

COUNCIL ON AGING OF WEST FLORIDA, INC.

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

COUNCIL ON AGING OF WEST FLORIDA, INC.

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Council on Aging of West Florida, Inc., (the "Council") (a nonprofit organization), which comprise the statements of financial position as of December 31, 2022 and 2021, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Council as of December 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Council and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Council on Aging of West Florida, Inc.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedules of expenditures of federal awards and state financial assistance, as required by Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and Chapter 10.650, Rules of the Auditor General, are presented for purposes of additional analysis and also are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated June 1, 2023, on our consideration of the Council's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the Council's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Council's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
June 1, 2023

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2022 AND 2021

ASSETS

	2022	2021
Current Assets:		
Cash and cash equivalents	$ 152,136	$ 171,287
Investments	621,710	853,596
Grants, contracts and local support receivable	1,013,881	785,118
Prepaid expenses	17,088	5,491
Total current assets	1,804,815	1,815,492
Property and Equipment, net	573,585	680,837
Other Assets	5,048	5,048
Total Assets	$ 2,383,448	$ 2,501,377

LIABILITIES AND NET ASSETS

Current Liabilities:		
Current portion of long-term debt	$ 16,179	$ 16,179
Borrowings under line of credit	-	55,258
Accounts payable	738,328	562,019
Accrued expenses	46,001	81,039
Deposits	29,733	26,971
Total current liabilities	830,241	741,466
Other Liabilities:		
Long-term debt, less current portion	476,105	489,378
Total Liabilities	1,306,346	1,230,844
Net Assets Without Donor Restrictions	1,077,102	1,270,533
Total Liabilities and Net Assets	$ 2,383,448	$ 2,501,377

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
YEARS ENDED DECEMBER 31, 2022 AND 2021

	2022	2021
Public Support, Gains, and Revenue:		
Public support:		
Grants	$ 5,678,567	$ 4,287,011
Contracts	307,198	226,250
Local support	237,694	229,364
Contributions of nonfinancial assets	204,968	212,148
Total public support	6,428,427	4,954,773
Gains and revenue:		
Project income	221,894	158,818
Contributions and fundraising	417,461	304,458
Special events, less costs of direct benefits to donors of $58,193 and $13,204 in 2022 and 2021, respectively	32,069	208,779
Net investment return	(126,647)	140,235
Gain on sale of building	15,085	-
Miscellaneous income	23,956	33,742
Total gains and revenue	583,818	846,032
Total public support, gains, and revenue	7,012,245	5,800,805
Expenses:		
Direct program services:		
Non-DOEA programs	906,137	904,697
Community service programs	2,073,915	1,856,454
Social services programs	625,468	499,841
Home service programs	3,065,591	2,194,190
Total direct program services	6,671,111	5,455,182
Support services:		
Management and general	257,671	355,555
Fundraising	276,894	205,164
Total support services	534,565	560,719
Total expenses	7,205,676	6,015,901
Change in Net Assets	(193,431)	(215,096)
Net Assets:		
Beginning of year	1,270,533	1,485,629
End of year	$ 1,077,102	$ 1,270,533

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2022

	Direct Program Services					Support Services		
	Non-DOEA Programs	Community Service Programs	Social Services Programs	Home Service Programs	Total Program Expenses	Management and General	Fundraising	2022 Total Expenses
Wages	$ 127,095	$ 464,167	$ 223,801	$ 18,305	$ 833,368	$ 553,085	$ 94,988	$ 1,481,441
Employee leasing and benefits	24,072	108,926	67,100	6,599	206,697	137,201	23,470	367,368
Travel	3,103	9,608	7,560	330	20,601	5,753	1,735	28,089
Education and training	1,946	1,208	891	191	4,236	1,071	551	5,858
Communications/postage	6,912	22,294	9,915	1,039	40,160	26,331	17,300	83,791
Utilities	3,358	18,461	3,516	605	25,940	11,941	1,856	39,737
Printing/supplies	2,349	6,731	1,556	105	10,741	4,782	2,567	18,090
Insurance and licenses	5,525	16,398	6,464	883	29,270	20,297	2,772	52,339
Maintenance and repair	1,689	22,788	180	19	24,676	80,204	60	104,940
Building costs	2,319	11,712	2,452	424	16,907	10,761	1,278	28,946
Purchased equipment	5,669	6,995	2,669	279	15,612	6,575	963	23,150
Professional, legal and accounting	-	1,675	-	-	1,675	40,248	-	41,923
Volunteer expenses	366,385	670	-	397	367,452	-	-	367,452
Sub-contractors	53,636	990,218	-	2,933,673	3,977,527	-	-	3,977,527
Program supplies	1,081	10,665	-	-	11,746	-	-	11,746
Depreciation	-	-	-	-	-	82,089	-	82,089
Interest expense	-	-	-	-	-	26,254	-	26,254
In-kind expenses	50,194	5,124	101,843	-	157,161	39,223	8,584	204,968
Other expenses	5,906	65,262	84,131	9,852	165,151	49,120	45,697	259,968
Totals	661,239	1,762,902	512,078	2,972,701	5,908,920	1,094,935	201,821	7,205,676
Allocation of Management and General Expenses	232,942	277,847	100,855	90,906	702,550	(770,986)	68,436	-
Allocation of Facilities and Maintenance Expenses	11,956	33,166	12,535	1,984	59,641	(66,278)	6,637	-
Total Expenses	$ 906,137	$ 2,073,915	$ 625,468	$ 3,065,591	$ 6,671,111	$ 257,671	$ 276,894	$ 7,205,676

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021

	Direct Program Services					Support Services		
	Non-DOEA Programs	Community Service Programs	Social Services Programs	Home Service Programs	Total Program Expenses	Management and General	Fundraising	2021 Total Expenses
Wages	$ 126,063	$ 451,907	$ 186,053	$ 34,100	$ 798,123	$ 550,317	$ 68,991	$ 1,417,431
Employee leasing and benefits	38,682	105,452	60,183	10,606	214,923	153,064	18,209	386,196
Travel	1,335	12,188	2,468	1,481	17,472	1,250	1,642	20,364
Education and training	858	282	502	-	1,642	521	1,390	3,553
Communications/postage	7,860	28,029	9,323	1,786	46,998	34,215	7,468	88,681
Utilities	2,586	17,673	2,678	989	23,926	9,186	1,428	34,540
Printing/supplies	1,865	3,287	1,852	81	7,085	3,273	3,137	13,495
Insurance and licenses	4,702	14,754	5,176	1,573	26,205	22,017	2,431	50,653
Maintenance and repair	968	10,717	152	30	11,867	15,461	57	27,385
Building costs	2,573	14,441	2,677	977	20,668	11,574	1,419	33,661
Purchased equipment	2,621	7,744	2,963	439	13,767	7,295	821	21,883
Professional, legal and accounting	69	1,547	50	10	1,676	38,430	48	40,154
Volunteer expenses	404,758	530	-	533	405,821	-	140	405,961
Sub-contractors	39,621	815,196	-	2,041,937	2,896,754	-	-	2,896,754
Program supplies	1,266	7,057	59	-	8,382	-	-	8,382
Depreciation	-	-	-	-	-	90,342	-	90,342
Interest expense	-	-	-	-	-	18,072	-	18,072
In-kind expenses	28,305	770	47,786	-	76,861	119,521	15,766	212,148
Other expenses	13,458	40,430	80,925	18,342	153,155	85,361	7,230	245,746
Totals	677,590	1,532,004	402,847	2,112,884	4,725,325	1,160,399	130,177	6,015,901
Allocation of Management and General Expenses	219,500	304,924	89,110	78,380	691,914	(762,678)	70,764	-
Allocation of Facilities and Maintenance Expenses	7,607	19,526	7,884	2,926	37,943	(42,166)	4,223	-
Total Expenses	$ 904,697	$ 1,856,454	$ 499,841	$ 2,194,190	$ 5,455,182	$ 355,555	$ 205,164	$ 6,015,901

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2022 AND 2021

	2022	2021
Cash Flows From Operating Activities:		
Change in net assets	$ (193,431)	$ (215,096)
Adjustments to reconcile change in net assets to net cash used in operating activities -		
Depreciation	82,089	90,342
Amortization	2,810	4,627
Realized (gain) loss on investments	38,114	(33,211)
Unrealized (gain) loss on investments	122,330	(10,716)
Realized (gain) loss on sales of property	(15,085)	876
Changes in -		
Grants, contracts and local support receivable	(228,763)	(119,739)
Prepaid expenses	(11,597)	1,878
Accounts payable	176,309	39,754
Accrued expenses	(35,038)	(79,930)
Deposits	2,762	556
Amount due to grantor agency	-	(10,000)
Net cash used in operating activities	(59,500)	(330,659)
Cash Flows From Investing Activities:		
Proceeds from sales and maturities of investments	100,983	93,168
Purchase of investments	(29,541)	(91,429)
Proceeds from sales of property and equipment	81,295	8,000
Purchase of property and equipment	(41,047)	(65,035)
Net cash provided by (used in) investing activities	111,690	(55,296)
Cash Flows From Financing Activities:		
Borrowings under line of credit	-	55,258
Repayments on line of credit	(55,258)	-
Proceeds from refinance of long-term debt	-	95,008
Principal payments on long-term debt	(16,083)	(14,874)
Net cash provided by (used in) financing activities	(71,341)	135,392
Net Change in Cash and Cash Equivalents	(19,151)	(250,563)
Cash and Cash Equivalents at Beginning of Year	171,287	421,850
Cash and Cash Equivalents at End of Year	$ 152,136	$ 171,287
Supplemental Disclosure of Cash Flow Information:		
Interest paid	$ 23,444	$ 17,838
Supplemental Disclosure of Non-Cash Financing Activities:		
Capitalized loan costs	$ -	$ 14,049
Refinancing of long-term debt	$ -	$ 410,942

The accompanying notes are an integral part of these financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Purpose:

The Council on Aging of West Florida, Inc., (the "Council") was incorporated as a Florida not-for-profit corporation in 1972. The Corporation has no paid-in capital or shareholders and the affairs are conducted by the Board of Directors as elected by the general membership of the corporation.

The Council's primary purpose is to assist, encourage and promote the well-being of aging individuals in Escambia County and Santa Rosa County. The Council is funded by grants and contracts with the Northwest Florida Area Agency on Aging, Inc., the State of Florida, Department of Elder Affairs ("DOEA"), Department of Children and Families, the Corporation for National Community Service, the United Way of West Florida. The Council also receives local financial support from Escambia County, church groups, civic clubs, program participants, foundations and individuals.

Basis of Presentation:

The accompanying financial statements of the Council, which are presented on the accrual basis of accounting, have been prepared to focus on the Council as a whole and to present balances and transactions according to the existence or absence of donor-imposed restrictions.

Federal, state and local amounts received by the Council in advance of the incurrence of allowable costs or performance of services are recorded as refundable advances until such allowable costs are incurred or services are rendered.

Contributions are recognized when a donor makes an unconditional promise to give to the Council. Contributions that are restricted by a donor are reported as increases in net assets with donor restrictions. When a time restriction expires or a purpose restriction is met, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Net assets without donor restrictions represent resources generated from operations, donations without donor restrictions, and lapse of time or purpose restrictions and are not subject to donor-imposed stipulations.

Use of Estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents:

Cash and cash equivalents include all highly-liquid investments purchased with an original maturity of ninety days or less.

Investments:

Authorized investments consist of mutual funds carried at fair value based on quoted market prices. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities and changes in net assets.

Grants, Contracts and Local Support Receivable:

Grants, contracts and local support receivable are stated at the amount management expects to collect from outstanding balances, net of allowance for doubtful accounts when applicable.

Property and Equipment:

Property and equipment are recorded at cost. Donated property and equipment are recorded at their estimated market value on the date of contribution. Expenditures which equal or exceed $1,000 that materially increase values, change capacities, or extend useful lives are capitalized. Repairs and maintenance costs are charged to operations when incurred.

Depreciation is computed using the straight-line method. Estimated useful lives of property and equipment range as follows:

Buildings and improvements	10 - 30 years
Furniture, fixtures and equipment	5 - 10 years
Vehicles	5 years

Debt Issuance Costs:

Debt issuance costs are presented as a reduction of the carrying amount of debt and are amortized over the term of the debt using the straight-line method. Amortization of debt issuance costs are reported as interest expense in the statements of activities and changes in net assets.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Public Support:

Public support revenue from local governments and government grants is recorded based upon the terms of the grantor allotment which generally provides that revenue is earned when the allowable costs of the specific grant provisions have been incurred or the performance of the services has been rendered. Such revenue is subject to audit by the grantor, and if the examination results in a deficiency of allowable expenses, the Council will be required to refund any deficiencies.

Income Taxes:

The Council is exempt from federal income taxes under Internal Revenue Service Code Section 501(c)(3). As a result, there is no provision for taxes in the accompanying financial statements.

Advertising Costs:

Advertising costs are expensed when incurred.

Contributions of Nonfinancial Assets:

The Council records various types of contributed nonfinancial assets. Contributed professional services are recognized if the services received create or enhance long-lived assets or require specialized skills and are provided by individuals possessing those skills, and would typically need to be purchased if the services were not provided by donation. Contributions of tangible assets are recognized at fair market value when received. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor and are treated as in-kind support for purposes of meeting state matching requirements. The amounts reported in the accompanying financial statements as contributed nonfinancial assets are offset by like amounts included in expenses.

General and Administration Expense Allocation:

Management and general expenses are allocated to various programs based on each program's percentage of direct salaries and wages to total direct salaries and wages.

Facilities Repair and Maintenance Expense Allocation:

Facilities repair and maintenance expenses are allocated to various programs based on each program's percentage of square footage occupied to total square footage of the facility.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recent Accounting Pronouncements:

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update No. 2016-02, *Leases (Topic 842)*. The guidance in this topic supersedes the requirements in Accounting Standards Codification Topic 840, *Leases*. With the exception of short-term leases, the updated guidance requires lessees to recognize a lease liability representing the lessee's obligation to make lease payments arising from a lease, measured on a discounted basis, and a right-of-use asset representing the lessee's right to use, or control the use of, a specified asset for the lease term upon adoption. Lessor accounting was largely unchanged under the new guidance, except for clarification of the definition of initial direct costs which provided additional guidance on the timing of recognition of those costs. Subsequent to the issuance of this update, the FASB issued three additional ASUs that provide codification improvements and certain transition elections. The Council adopted the standard effective January 1, 2022; however, the Council has no leases that fall under this guidance and thus no new lease disclosures were required.

Reclassifications:

Certain accounts in the 2021 financial statements have been reclassified for comparative purposes to conform with the presentation in the 2022 financial statements.

Subsequent Events:

Management has evaluated subsequent events through June 1, 2023, which is the date the financial statements were available to be issued.

NOTE 2 - INVESTMENTS

Investments held at December 31, 2022 and 2021 are listed below:

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Carrying Value
December 31, 2022				
Mutual funds	$ 639,676	$ -	$ (17,966)	$ 621,710
December 31, 2021				
Mutual funds	$ 749,232	$ 104,364	$ -	$ 853,596

At December 31, 2022 and 2021, no mutual funds were in an unrealized loss position for more than twelve months.

NOTE 2 - INVESTMENTS (Continued)

Investment return for the years ended December 31, 2022 and 2021 are summarized as follows:

	2022	2021
Interest and dividends	$ 33,797	$ 96,308
Realized gain (loss)	(38,114)	33,211
Unrealized gain (loss)	(122,330)	10,716
Net investment return	$ (126,647)	$ 140,235

NOTE 3 - FAIR VALUE MEASUREMENTS

Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 820, *Fair Value Measurements*, defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The guidance establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset.

ASC 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Three levels of inputs may be used to measure fair value:

Level 1: Observable inputs such as quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect an entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

NOTE 3 - FAIR VALUE MEASUREMENTS (Continued)

The following table presents the assets carried at fair value as of December 31, 2022 and 2021:

	Level 1	Level 2	Level 3	Total
December 31, 2022				
Mutual funds	$ 621,710	$ -	$ -	$ 621,710
December 31, 2021				
Mutual funds	$ 853,596	$ -	$ -	$ 853,596

Following is a description of the valuation methodologies used for financial instruments measured at fair value:

Mutual funds - Assets are classified as Level 1 as they are traded in an active market for which closing prices are readily available.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Council believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

NOTE 4 - GRANTS, CONTRACTS AND LOCAL SUPPORT RECEIVABLE

Grants, contracts and local support receivable consists of the following:

	2022	2021
Federal grants	$ 453,232	$ 445,474
State grants	436,733	258,284
Contracts	90,585	42,883
Local support	33,264	9,427
Other	67	29,050
Total	$ 1,013,881	$ 785,118

NOTE 5 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	2022	2021
Land	$ 42,197	$ 47,197
Buildings and improvements	1,340,833	1,538,067
Vehicles	50,370	74,783
Equipment - general	20,543	21,110
Equipment - computers	26,282	58,683
Furniture and fixtures	76,938	64,419
	1,557,163	1,804,259
Accumulated depreciation	(983,578)	(1,123,422)
Total	$ 573,585	$ 680,837

Depreciation expense was $82,089 and $90,342 for the years ended December 31, 2022 and 2021, respectively.

NOTE 6 - LINE OF CREDIT

The Council has a line of credit with varying credit limits available with a financial institution which has no stated expiration date, carries an agreed interest rate of 1% over the financial institution's prime rate (5.4% at December 31, 2022), and is secured by deposits held at the financial institution. There were no outstanding borrowings under the line of credit as of December 31, 2022. Borrowings under the line of credit total $55,528 as of December 31, 2021.

NOTE 7 - LONG-TERM DEBT

Long-term debt consists of the following:

	2022	2021
Note payable to bank, due in monthly installments, including interest at 4.79%, through November 2026, secured by property and building	$ 503,289	$ 519,372
Less unamortized debt issuance costs	11,005	13,815
Long-term debt, less unamortized debt issuance costs	492,284	505,557
Less current portion	16,179	16,179
	$ 476,105	$ 489,378

Interest expense for the years ended December 31, 2022 and 2021 was $26,254 and $18,072, respectively.

Scheduled maturities on long-term debt are as follows:

2023	$ 16,179
2024	17,740
2025	18,676
2026	450,694
	$ 503,289

NOTE 8 - SIMPLIFIED EMPLOYEE PENSION PLAN

The Council has established a Simplified Employee Pension Plan ("SEP") covering all employees who have been employed for a specific length of continuous service. The Council contributes 6% of the employee's salary to the SEP. The Council's contributions to the SEP for the years ended December 31, 2022 and 2021 were $70,377 and $81,433, respectively.

NOTE 9 - COMMITMENTS AND CONTINGENCIES

Dependency on Government Support:

The Council's services are funded primarily with grants from the United States Department of Health and Human Services and the State of Florida passed through the DOEA and the Northwest Florida Area Agency on Aging. A reduction in the level of future support from these agencies could have a substantial effect on the Council's programs and activities. As of December 31, 2022, management is unaware of any such reduction in future support.

Depository Risk:

The Council maintains cash balances with a financial institution and a brokerage firm. Demand deposit accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to certain limits. At December 31, 2022, the Council had $11,957 held by the financial institution in excess of insured limits.

NOTE 10 - CONTRIBUTIONS OF NON-FINANCIAL ASSETS

The Council received contributions of non-financial assets of the following nature and amount during the years ended December 31:

Description	Utilization in Programs/Activities	Donor Restrictions	Valuation Techniques and Inputs	2022	2021
General in-kind: silent auction items, fans, A/C units	General and Administrative	No associated donor restrictions	Value supplied by the service provider was used as an estimation of fair market value.	$ 145,382	$ 168,078
In-kind meals	Foster Grandparents	No associated donor restrictions	Donations were valued at a fixed rate per meal.	10,282	5,854
In-kind physicals	Foster Grandparents / Senior Companions	No associated donor restrictions	Donations were valued at a fixed rate per physical.	16,400	16,000
Event in-kind: gala promotion and décor	Fundraising	No associated donor restrictions	Value supplied by the service provider was used as an estimation of fair market value.	8,584	12,494
Media - in-kind: design and production	Fundraising	No associated donor restrictions	Value supplied by the service provider was used as an estimation of fair market value.	807	3,272
Facilities in-kind: meeting space	Foster Grandparents / Senior Companions	No associated donor restrictions	Space valued at a fixed rate per meeting.	23,513	6,450
				$ 204,968	$ 212,148

NOTE 10 - CONTRIBUTIONS OF NON-FINANCIAL ASSETS (Continued)

Additionally, the Council utilized various unskilled volunteer services. Volunteer hours for those services totaled 9,952 and 9,478 for the years ended December 31, 2022 and 2021, respectively.

NOTE 11 - LIQUIDITY

The Council's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

Cash and cash equivalents	$ 152,136
Investments appropriate for current use	621,710
Grants, contracts and local support receivable	1,013,881
	$ 1,787,727

As part of the Council's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. To help manage unanticipated liquidity needs, the Council has a line of credit with varying credit limits which it could draw upon. Available credit under the line of credit totaled $408,382 at December 31, 2022.

SUPPLEMENTARY INFORMATION

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2022

	Non-DOEA Programs					
	Foster Grandparents	Senior Companions	Senior Companions-Relief	Private Pay Home Delivered Meals	Private Pay Adult Day Health Care	Total
Wages	$ 54,465	$ 40,296	$ 15,740	$ 1,816	$ 14,778	$ 127,095
Employee leasing and benefits	10,869	7,243	2,202	624	3,134	24,072
Travel	1,187	1,258	569	34	55	3,103
Education and training	1,259	561	-	23	103	1,946
Communications/postage	2,461	2,267	498	686	1,000	6,912
Utilities	695	463	128	31	2,041	3,358
Printing/supplies	733	1,209	86	22	299	2,349
Insurance and licenses	1,619	1,280	290	170	2,166	5,525
Maintenance and repair	49	34	8	21	1,577	1,689
Building costs	494	330	90	23	1,382	2,319
Purchased equipment	2,747	2,337	110	102	373	5,669
Professional, legal and accounting	-	-	-	-	-	-
Volunteer expenses	201,904	142,806	21,658	-	17	366,385
Sub-contractors	27,078	19,240	-	4,562	2,756	53,636
Program supplies	-	-	-	-	1,081	1,081
In-kind expenses	34,138	16,056	-	-	-	50,194
Other expenses	3,871	1,988	-	4	43	5,906
Totals	343,569	237,368	41,379	8,118	30,805	661,239
Allocation of Management and General Expenses	116,717	82,509	11,894	4,130	17,692	232,942
Allocation of Facilities and Maintenance Expenses	2,485	1,707	407	55	7,302	11,956
Total Expenses	$ 462,771	$ 321,584	$ 53,680	$ 12,303	$ 55,799	$ 906,137
Total Units	-	-	4,012	3,920	1,865	

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2022
(Continued)

	Community Service Programs								
	Congregate Meals	Home Delivered Meals	Nutrition Education	Outreach	Recreation	Senior Farmers Market Nutrition	Transportation	Adult Daycare/ Adult Day Healthcare/ Facility-Based Respite	Total
Wages	$ 184,782	$ 58,769	$ 7,307	$ 1,646	$ 30,288	$ -	$ 20,333	$ 161,042	$ 464,167
Employee leasing and benefits	47,000	16,307	1,625	374	6,215	-	4,955	32,450	108,926
Travel	4,157	3,820	39	3	988	-	28	573	9,608
Education and training	82	176	9	-	10	-	3	928	1,208
Communications/postage	8,214	3,854	74	13	694	-	1,142	8,303	22,294
Utilities	9,686	1,296	19	94	66	-	64	7,236	18,461
Printing/supplies	2,775	564	9	-	39	-	33	3,311	6,731
Insurance and licenses	4,509	1,919	153	102	571	-	505	8,639	16,398
Maintenance and repair	8,358	364	13	1	48	-	21	13,983	22,788
Building costs	5,761	840	16	64	55	-	55	4,921	11,712
Purchased equipment	2,351	778	92	22	1,642	-	303	1,807	6,995
Professional, legal and accounting	1,675	-	-	-	-	-	-	-	1,675
Volunteer expenses	27	493	-	-	-	-	-	150	670
Sub-contractors	456,583	463,273	-	-	-	-	-	70,362	990,218
Program supplies	1,112	-	-	-	-	-	-	9,553	10,665
In-kind expenses	5,124	-	-	-	-	-	-	-	5,124
Other expenses	8,467	14,434	2	-	6	10,080	23,454	8,819	65,262
Totals	750,663	566,887	9,358	2,319	40,622	10,080	50,896	332,077	1,762,902
Allocation of Management and General Expenses	109,420	43,844	3,319	758	13,240	-	17,653	89,613	277,847
Allocation of Facilities and Maintenance Expenses	3,063	3,477	44	338	131	-	229	25,884	33,166
Total Expenses	$ 863,146	$ 614,208	$ 12,721	$ 3,415	$ 53,993	$ 10,080	$ 68,778	$ 447,574	$ 2,073,915
Total Units	100,177	101,272	5,275	9	10,876	-	1,441	7,874	

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2022
(Continued)

	Social Services Programs							
	Telephone Reassurance	Case Aide	Case Management	Screening and Assessment	Screening	Caregiver Support Group	Emergency Aide	Total
Wages	$ 20,507	$ 10,488	$ 101,030	$ 75,451	$ 12,084	$ 4,241	$ -	$ 223,801
Employee leasing and benefits	5,719	2,288	34,149	22,139	2,805	-	-	67,100
Travel	604	73	3,533	2,931	40	379	-	7,560
Education and training	-	9	801	80	1	-	-	891
Communications/postage	794	129	7,038	1,437	129	388	-	9,915
Utilities	308	37	2,782	308	29	52	-	3,516
Printing/supplies	-	13	1,350	113	10	3	67	1,556
Insurance and licenses	527	331	3,938	1,334	246	88	-	6,464
Maintenance and repair	13	13	79	50	23	2	-	180
Building costs	214	32	1,910	236	24	36	-	2,452
Purchased equipment	191	184	1,371	742	151	30	-	2,669
Professional, legal and accounting	-	-	-	-	-	-	-	-
Volunteer expenses	-	-	-	-	-	-	-	-
Sub-contractors	-	-	-	-	-	-	-	-
Program supplies	-	-	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-	101,843	101,843
Other expenses	-	1	117	12	3	261	83,737	84,131
Totals	28,877	13,598	158,098	104,833	15,545	5,480	185,647	512,078
Allocation of Management and General Expenses	6,713	6,842	52,235	27,045	5,563	2,457	-	100,855
Allocation of Facilities and Maintenance Expenses	1,101	131	9,951	1,101	55	196	-	12,535
Total Expenses	$ 36,691	$ 20,571	$ 220,284	$ 132,979	$ 21,163	$ 8,133	$ 185,647	$ 625,468
Total Units	-	-	3,256	275	642	34	-	

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2022
(Continued)

	Home Service Programs						
	Companionship	Emergency Alert Response	Frozen Home Delivered Meals	Homemaker	Material Aide	In-Home Respite	Volunteer
Wages	$ -	$ -	$ -	$ -	$ -	$ -	$ 18,305
Employee leasing and benefits	-	-	-	-	-	-	6,599
Travel	-	-	-	-	-	-	330
Education and training	-	-	-	-	-	-	191
Communications/postage	-	-	-	-	-	-	1,039
Utilities	-	-	-	-	-	-	605
Printing/supplies	-	-	-	-	-	-	105
Insurance and licenses	-	-	-	-	-	-	883
Maintenance and repair	-	-	-	-	-	-	19
Building costs	-	-	-	-	-	-	424
Purchased equipment	-	-	-	-	-	-	279
Professional, legal and accounting	-	-	-	-	-	-	-
Volunteer expenses	-	-	-	-	-	-	397
Sub-contractors	650,127	9,941	69,425	288,734	-	1,295,307	-
Program supplies	-	-		-	-	-	-
In-kind expenses	-	-	-	-	-	-	-
Other expenses	-	-	-	-	1,860	-	50
Totals	650,127	9,941	69,425	288,734	1,860	1,295,307	29,226
Allocation of Management and General Expenses	8,726.00	-	-	7,047.00	1,258.00	17,120.00	23,191
Allocation of Facilities and Maintenance Expenses	-	-	-	-	-	-	1,984
Total Expenses	$ 658,853	$ 9,941	$ 69,425	$ 295,781	$ 3,118	$ 1,312,427	$ 54,401
Total Units	34,082	12,312	97,738	15,158	38	58,337	-

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2022
(Continued)

	Home Service Programs						
	Vendor Shopping Assistance	Vendor Chore	Personal Care	Equipment	Other	Total	Total Direct Program Services
Wages	$ -	$ -	$ -	$ -	$ -	$ 18,305	833,368
Employee leasing and benefits	-	-	-	-	-	6,599	206,697
Travel	-	-	-	-	-	330	20,601
Education and training	-	-	-	-	-	191	4,236
Communications/postage	-	-	-	-	-	1,039	40,160
Utilities	-	-	-	-	-	605	25,940
Printing/supplies	-	-	-	-	-	105	10,741
Insurance and licenses	-	-	-	-	-	883	29,270
Maintenance and repair	-	-	-	-	-	19	24,676
Building costs	-	-	-	-	-	424	16,907
Purchased equipment	-	-	-	-	-	279	15,612
Professional, legal and accounting	-	-	-	-	-	-	1,675
Volunteer expenses	-	-	-	-	-	397	367,452
Sub-contractors	61,410	7,471	305,750	245,508	-	2,933,673	3,977,527
Program supplies	-	-	-	-	-	-	11,746
In-kind expenses	-	-	-	-	-	-	157,161
Other expenses	-	-	-	567	7,375	9,852	165,151
Totals	61,410	7,471	305,750	246,075	7,375	2,972,701	5,908,920
Allocation of Management and General Expenses	-	169	6,204	27,191	-	90,906	702,550
Allocation of Facilities and Maintenance Expenses	-	-	-	-	-	1,984	59,641
Total Expenses	$ 61,410	$ 7,640	$ 311,954	$ 273,266	$ 7,375	$ 3,065,591	$ 6,671,111
Total Units	2,020	621	13,714	3,203	4		

OTHER REPORTS AND SCHEDULES

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Council on Aging of West Florida, Inc. (the "Council") (a nonprofit organization), which comprise the statement of financial position as of December 31, 2022, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated June 1, 2023.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Council's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, we do not express an opinion on the effectiveness the Council's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Council's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during the audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Board of Directors
Council on Aging of West Florida, Inc.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Council's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Council's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Council's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
June 1, 2023

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND STATE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE AND CHAPTER 10.650, RULES OF THE AUDITOR GENERAL

Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

Report on Compliance for Each Major Federal Program and State Project

We have audited the Council on Aging of West Florida, Inc.'s (the "Council") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* and the requirements described in the *Executive Office of the Governor's State Project Compliance Supplement* that could have a direct and material effect on each of the Council's major federal programs and state projects for the year ended December 31, 2022. The Council's major federal programs and state projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal and state statutes, regulations and the terms and conditions of its federal awards and state financial assistance applicable its federal program and state projects.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Council's major federal programs and state projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; the audit requirements of Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"); and Chapter 10.650, Rules of the Auditor General. Those standards, the Uniform Guidance and Chapter 10.650, Rules of the Auditor General require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program or state project occurred. An audit includes examining, on a test basis, evidence about the Council's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program and state project. However, our audit does not provide a legal determination of the Council's compliance.

Board of Directors
Council on Aging of West Florida, Inc.

Opinion on Each Major Federal Program and State Project

In our opinion, the Council complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state projects for the year ended December 31, 2022.

Report on Internal Control Over Compliance

Management of the Council is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Council's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program and state project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and state project and to test and report on internal control over compliance in accordance with the Uniform Guidance and Chapter 10.650, Rules of the Auditor General, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Council's internal control over compliance.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance and Chapter 10.650, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
June 1, 2023

COUNCIL ON AGING OF WEST FLORIDA, INC.
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
YEAR ENDED DECEMBER 31, 2022

Federal Grantor/Pass-through Grantor/Program Title	CFDA Number	Contract / Grant Number	Expenditures
U.S. Department of Housing and Urban Development			
Passed through City of Pensacola:			
Community Development Block Grant	14.218	N/A	$ 156,765
Passed through Escambia County:			
Community Development Block Grant	14.218	N/A	155,390
			312,155
U.S. Department of Health and Human Services			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
Aging Cluster:			
Special Programs for the Aging:			
Title III-Part B, Grants for Supportive Services and Senior Centers	93.044	AA022-E	825,818
Title III-Part C, Nutrition Services	93.045	AA022-E	1,065,326
CARES, Title III-C , Nutrition Services	93.045	ACA21-E	12,163
Nutrition Services Incentive Program	93.053	AA022-E	117,333
Total Aging Cluster			2,020,640
National Family Caregiver Support	93.052	AA022-E	235,588
Corporation for National and Community Service			
Foster Grandparents/Senior Companion Cluster:			
Foster Grandparent Program	94.011	21SFHFL002	293,847
Senior Companion Program	94.016	21SCHFL005	206,492
Total Foster Grandparents/Senior Companion Cluster			500,339
Total Federal Awards			$ 3,068,722

Note 1: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

Note 2: The Council does not have an indirect cost agreement nor use the 10% de minimis indirect cost rate.

COUNCIL ON AGING OF WEST FLORIDA, INC.
SCHEDULE OF EXPENDITURES OF STATE FINANCIAL ASSISTANCE
YEAR ENDED DECEMBER 31, 2022

State Grantor/Pass-through Grantor/Project Title	CSFA Number	Contract / Grant Number	Expenditures
State Grants and Aids Appropriations			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
Tobacco Settlement Trust Funds:			
Community Care for the Elderly	65.010	AC022	$ 1,372,439
Alzheimer's Respite Services	65.004	AZ022	962,723
Relief	65.006	AR022	40,382
			2,375,544
State Grants and Aids Appropriations			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
General Revenues:			
Home Care for the Elderly - Case Management	65.001	AH022	20,159
Home Care for the Elderly - Subsidies	65.001	AH022	214,142
			234,301
Total State Financial Assistance			$ 2,609,845

Note: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

COUNCIL ON AGING OF WEST FLORIDA, INC.
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
YEAR ENDED DECEMBER 31, 2022

A. SUMMARY OF AUDIT RESULTS

1. The independent auditor's report expresses an unmodified opinion on the financial statements of the Council on Aging of West Florida, Inc.

2. No significant deficiencies in internal control relating to the audit of the financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.

3. No instances of noncompliance material to the financial statements of the Council on Aging of West Florida, Inc., which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.

4. No significant deficiencies relating to the audit of the major federal award programs and state projects are reported in the Independent Auditor's Report on Compliance for Each Major Program and State Project and on Internal Control Over Compliance Required by the Uniform Guidance and Chapter 10.650, Rules of the Auditor General.

5. The auditor's report on compliance for major federal award programs and state projects for the Council on Aging of West Florida, Inc. expresses an unmodified opinion.

6. There are no audit findings relative to the major federal programs and state projects for the Council on Aging of West Florida, Inc. which are required to be reported in accordance with 2 CFR section 200.516(a) of the Uniform Guidance and Chapter 10.656, Rules of the Auditor General.

7. The programs/projects tested as major were:

   Federal Programs
   Aging Cluster: Special Programs for the Aging
   Title III Part B - Grants for Supportive Services and Senior Centers (CFDA No. 93.044).
   Title III Part C - Nutrition Services (CFDA No. 93.045).
   Nutrition Services Incentive Program (CFDA No. 93.053).

   State Projects
   Community Care for the Elderly (CSFA No. 65.010).
   Alzheimer's Respite Services (CSFA No. 65.004).

8. The threshold for distinguishing Type A and B programs was $750,000 for major federal programs and $783,000 for major state projects.

9. Council on Aging of West Florida, Inc. was determined to be a low-risk auditee pursuant to the Uniform Guidance.

B. FINDINGS - FINANCIAL STATEMENTS AUDIT

None

C. FINDINGS AND QUESTIONED COSTS - MAJOR FEDERAL PROGRAMS

None

D. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECTS

None

In accordance with Rules of the Auditor General, Section 10.656(3)(e), no management letter is required because there were no findings required to be reported in the management letter.

E. SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

There were no prior audit findings.

In accordance with Rules of the Auditor General 10.656(3)(e), no summary schedule of prior audit findings is required because there were no prior audit findings related to federal programs or state projects.

To the Board of Directors
Council on Aging of West Florida, Inc.
875 Royce Street
Pensacola, FL 32514

We have audited the financial statements of Council on Aging of West Florida, Inc. (the "Council") for the year ended December 31, 2021, and have issued our report thereon dated May 25, 2022. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and *Government Auditing Standards* and the Uniform Guidance, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated March 15, 2021. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Matters

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Council are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2021. We noted no transactions entered into by the Council during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the financial statements were:

> Management's estimate of depreciation expense which is based on the estimated useful life of an asset, and management's estimate of the value of in-kind (non-cash) donated items which is based on the fair value at the time of donation. We evaluated the key factors and assumptions used to develop management's estimates of these depreciable lives and fair value in determining that it is reasonable in relation to the financial statements taken as a whole.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, a disagreement with management is a disagreement on financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated May 25, 2022.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Council's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Council's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with U.S. generally accepted accounting principles, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

This information is intended solely for the use of the Board of Directors and management of Council on Aging of West Florida, Inc. and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

Saltmarsh Cleaveland & Gund

Pensacola, Florida
May 25, 2022

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

COUNCIL ON AGING OF WEST FLORIDA, INC.

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

COUNCIL ON AGING OF WEST FLORIDA, INC.

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

DECEMBER 31, 2021 AND 2020

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Council on Aging of West Florida, Inc., (the "Council") (a nonprofit organization), which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Council as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Council and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is requited to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibility

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Council's ability to continue as a going concern for a reasonable period of time.

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

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedules of expenditures of federal awards and state financial assistance, as required by Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and Chapter 10.650, Rules of the Auditor General, are presented for purposes of additional analysis and also are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated May 25, 2022, on our consideration of the Council's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the Council's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Council's internal control over financial reporting and compliance.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
May 25, 2022

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2021 AND 2020

ASSETS

	2021	2020
Current Assets:		
Cash and cash equivalents	$ 171,287	$ 421,850
Investments	853,596	811,408
Grants, contracts and local support receivable	785,118	665,379
Prepaid expenses	5,491	7,369
Total current assets	1,815,492	1,906,006
Property and Equipment	680,837	715,020
Other Assets	5,048	5,048
Total Assets	$ 2,501,377	$ 2,626,074

LIABILITIES AND NET ASSETS

Current Liabilities:		
Current portion of long-term debt	$ 16,179	$ 20,751
Borrowings under line of credit	55,258	-
Current portion of amount due to grantor agency	-	10,000
Accounts payable	574,678	534,254
Accrued expenses	81,039	160,969
Deposits	14,312	14,426
Total current liabilities	741,466	740,400
Other Liabilities:		
Long-term debt, less current portion	489,378	400,045
Total Liabilities	1,230,844	1,140,445
Net Assets Without Donor Restrictions	1,270,533	1,485,629
Total Liabilities and Net Assets	$ 2,501,377	$ 2,626,074

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021	2020
Public Support, Gains, and Revenue:		
Public support:		
Grants	$ 4,287,011	$ 5,047,746
Contracts	226,250	234,463
Local support	229,364	209,148
In-kind	212,148	187,651
Total public support	4,954,773	5,679,008
Gains and Revenue:		
Project income	158,818	163,806
Contributions and fundraising	304,458	270,385
Special events, less costs of direct benefits to donors of $13,204 and $295 in 2021 and 2020, respectively	208,779	92,097
Net investment return	140,235	118,767
Insurance proceeds	32,778	-
Miscellaneous income	964	13,705
Total gains and revenue	846,032	658,760
Total public support, gains, and revenue	5,800,805	6,337,768
Expenses:		
Direct program services:		
Non-DOEA programs	904,697	875,402
Community service programs	1,856,454	2,318,969
Social services programs	374,573	384,171
Home service programs	2,194,190	2,235,536
Total direct program services	5,329,914	5,814,078
Support services:		
Management and general	480,823	440,238
Fundraising	205,164	210,638
Total support services	685,987	650,876
Total expenses	6,015,901	6,464,954
Change in Net Assets	(215,096)	(127,186)
Net Assets:		
Beginning of year	1,485,629	1,612,815
End of year	$ 1,270,533	$ 1,485,629

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021

	Direct Program Services					Support Services		
	Non-DOEA Programs	Community Service Programs	Social Services Programs	Home Service Programs	Total Program Expenses	Management and General	Fundraising	2021 Total Expenses
Wages	$ 126,063	$ 451,907	$ 186,053	$ 34,100	$ 798,123	$ 550,317	$ 68,991	$ 1,417,431
Employee leasing and benefits	38,682	105,452	60,183	10,606	214,923	153,064	18,209	386,196
Travel	1,335	12,188	2,468	1,481	17,472	1,250	1,642	20,364
Education and training	858	282	502	-	1,642	521	1,390	3,553
Communications/postage	7,860	28,029	9,323	1,786	46,998	34,215	7,468	88,681
Utilities	2,586	17,673	2,678	989	23,926	9,186	1,428	34,540
Printing/supplies	1,865	3,287	1,852	81	7,085	3,273	3,137	13,495
Insurance and licenses	4,702	14,754	5,176	1,573	26,205	22,017	2,431	50,653
Maintenance and repair	968	10,717	152	30	11,867	15,461	57	27,385
Building costs	2,573	14,441	2,677	977	20,668	11,574	1,419	33,661
Purchased equipment	2,621	7,744	2,963	439	13,767	7,295	821	21,883
Professional, legal and accounting	69	1,547	50	10	1,676	38,430	48	40,154
Volunteer expenses	404,758	530	-	533	405,821	-	140	405,961
Sub-contractors	39,621	815,196	-	2,041,937	2,896,754	-	-	2,896,754
Program supplies	1,266	7,057	59	-	8,382	-	-	8,382
Depreciation	-	-	-	-	-	90,342	-	90,342
Interest expense	-	-	-	-	-	18,072	-	18,072
In-kind expenses	28,305	770	-	-	29,075	167,307	15,766	212,148
Other expenses	13,458	40,430	3,443	18,342	75,673	162,843	7,230	245,746
Totals	677,590	1,532,004	277,579	2,112,884	4,600,057	1,285,667	130,177	6,015,901
Allocation of Management and General Expenses	219,500	304,924	89,110	78,380	691,914	(762,678)	70,764	-
Allocation of Facilities and Maintenance Expenses	7,607	19,526	7,884	2,926	37,943	(42,166)	4,223	-
Total Expenses	$ 904,697	$ 1,856,454	$ 374,573	$ 2,194,190	$ 5,329,914	$ 480,823	$ 205,164	$ 6,015,901

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2020

	Direct Program Services					Support Services		
	Non-DOEA Programs	Community Service Programs	Social Services Programs	Home Service Programs	Total Program Expenses	Management and General	Fundraising	2020 Total Expenses
Wages	$ 130,230	$ 414,245	$ 189,022	$ 36,057	$ 769,554	$ 555,015	$ 69,361	$ 1,393,930
Employee leasing and benefits	43,956	110,639	67,444	5,193	227,232	193,996	19,689	440,917
Travel	5,318	18,693	2,907	1,983	28,901	1,076	889	30,866
Education and training	973	171	51	175	1,370	426	652	2,448
Communications/postage	9,837	26,388	9,875	2,893	48,993	34,640	12,549	96,182
Utilities	2,493	17,135	2,570	953	23,151	8,848	1,382	33,381
Printing/supplies	1,626	6,246	1,311	556	9,739	4,429	1,769	15,937
Insurance and licenses	3,998	12,675	4,352	1,202	22,227	19,023	2,021	43,271
Maintenance and repair	983	10,601	152	48	11,784	28,278	69	40,131
Building costs	2,420	17,015	2,494	928	22,857	11,487	1,345	35,689
Purchased equipment	1,935	6,038	2,447	754	11,174	10,165	1,540	22,879
Professional, legal and accounting	494	1,919	508	190	3,111	38,329	276	41,716
Volunteer expenses	393,230	2,161	50	456	395,897	-	-	395,897
Sub-contractors	25,941	1,284,716	-	2,088,846	3,399,503	-	-	3,399,503
Program supplies	1,428	5,900	9	-	7,337	-	-	7,337
Depreciation	-	-	-	-	-	89,455	-	89,455
Interest expense	-	-	-	-	-	18,899	-	18,899
In-kind expenses	16,272	7,487	-	-	23,759	155,947	7,945	187,651
Other expenses	5,046	49,476	2,402	6,126	63,050	95,214	10,601	168,865
Totals	646,180	1,991,505	285,594	2,146,360	5,069,639	1,265,227	130,088	6,464,954
Allocation of Management and General Expenses	219,877	303,443	88,943	85,581	697,844	(773,180)	75,336	-
Allocation of Facilities and Maintenance Expenses	9,345	24,021	9,634	3,595	46,595	(51,809)	5,214	-
Total Expenses	$ 875,402	$ 2,318,969	$ 384,171	$ 2,235,536	$ 5,814,078	$ 440,238	$ 210,638	$ 6,464,954

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC.
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021	2020
Cash Flows From Operating Activities:		
Change in net assets	$ (215,096)	$ (127,186)
Adjustments to reconcile change in net assets to net cash used in operating activities -		
Depreciation	90,342	89,455
Amortization	4,627	712
Realized gain on investments	(33,211)	(24,826)
Realized loss on disposal of property	876	-
Unrealized gain on investments	(10,716)	(52,238)
Changes in -		
Grants, contracts and local support receivable	(119,739)	(186,662)
Prepaid expenses	1,878	(3,593)
Accounts payable	40,424	(18,152)
Accrued expenses	(79,930)	15,108
Deposits	(114)	(186)
Amount due to grantor agency	(10,000)	(20,000)
Net cash used in operating activities	(330,659)	(327,568)
Cash Flows From Investing Activities:		
Proceeds from sales and maturities of investments	93,168	208,008
Proceeds from sales of property and equipment	8,000	-
Purchase of investments	(91,429)	(90,127)
Purchase of property and equipment	(65,035)	(13,889)
Net cash provided by (used in) investing activities	(55,296)	103,992
Cash Flows From Financing Activities:		
Borrowings under line of credit	55,258	-
Proceeds from refinance of long-term debt	95,008	-
Principal payments on long-term debt	(14,874)	(19,322)
Net cash provided by (used in) financing activities	135,392	(19,322)
Net Change in Cash and Cash Equivalents	(250,563)	(242,898)
Cash and Cash Equivalents at Beginning of Year	421,850	664,748
Cash and Cash Equivalents at End of Year	$ 171,287	$ 421,850
Supplemental Disclosure of Cash Flow Information:		
Interest paid	$ 18,072	$ 18,899
Supplemental Disclosure of Non-Cash Financing Activities:		
Capitalized loan costs	$ 14,049	$ -
Refinancing of long-term deb	$ 410,942	$ -

The accompanying notes are an integral part of these financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Purpose:

The Council on Aging of West Florida, Inc., (the "Council") was incorporated as a Florida not-for-profit corporation in 1972. The Corporation has no paid-in capital or shareholders and the affairs are conducted by the Board of Directors as elected by the general membership of the corporation.

The Council's primary purpose is to assist, encourage and promote the well-being of aging individuals in Escambia County and Santa Rosa County. The Council is funded by grants and contracts with the Northwest Florida Area Agency on Aging, Inc., the State of Florida, Department of Elder Affairs ("DOEA"), Department of Children and Families, the Corporation for National Community Service, the United Way of Escambia County, and Santa Rosa County. The Council also receives local financial support from Escambia County, church groups, civic clubs, program participants, foundations and individuals.

Basis of Presentation:

The accompanying financial statements of the Council, which are presented on the accrual basis of accounting, have been prepared to focus on the Council as a whole and to present balances and transactions according to the existence or absence of donor-imposed restrictions.

Federal, state and local amounts received by the Council in advance of the incurrence of allowable costs or performance of services are recorded as refundable advances until such allowable costs are incurred or services are rendered.

Contributions are recognized when a donor makes an unconditional promise to give to the Council. Contributions that are restricted by a donor are reported as increases in net assets with donor restrictions. When a time restriction expires or a purpose restriction is met, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Net assets without donor restrictions represent resources generated from operations, donations without donor restrictions, and lapse of time or purpose restrictions and are not subject to donor-imposed stipulations.

Use of Estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents:

Cash and cash equivalents include all highly-liquid investments purchased with an original maturity of ninety days or less.

Investments:

Authorized investments consist of mutual funds carried at fair value based on quoted market prices and certificates of deposit carried at cost. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities and changes in net assets.

Grants, Contracts and Local Support Receivable:

Grants, contracts and local support receivable are stated at the amount management expects to collect from outstanding balances. As of December 31, 2021, management has determined, based on historical experience, that all amounts are fully collectible and no allowance for doubtful accounts is necessary.

Property and Equipment:

Property and equipment are recorded at cost. Donated property and equipment are recorded at their estimated market value on the date of contribution. Expenditures which equal or exceed $1,000 that materially increase values, change capacities, or extend useful lives are capitalized. Repairs and maintenance costs are charged to operations when incurred.

Depreciation is computed using the straight-line method. Estimated useful lives of property and equipment range as follows:

Buildings and improvements	10 - 30 years
Furniture, fixtures and equipment	5 - 10 years
Vehicles	5 years

Debt Issuance Costs:

Debt issuance costs are presented as a reduction of the carrying amount of debt and are amortized over the term of the debt using the straight-line method. Amortization of debt issuance costs are reported as interest expense in the statements of activities and changes in net assets.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Public Support:

Public support revenue from local governments and government grants is recorded based upon the terms of the grantor allotment which generally provides that revenue is earned when the allowable costs of the specific grant provisions have been incurred or the performance of the services has been rendered. Such revenue is subject to audit by the grantor, and if the examination results in a deficiency of allowable expenses, the Council will be required to refund any deficiencies.

Income Taxes:

The Council is exempt from federal income taxes under Internal Revenue Service Code Section 501(c)(3). As a result, there is no provision for taxes in the accompanying financial statements.

Advertising Costs:

Advertising costs are expensed when incurred.

In-Kind Support:

The Council records various types of in-kind support. Contributed professional services are recognized if the services received create or enhance long-lived assets or require specialized skills and are provided by individuals possessing those skills, and would typically need to be purchased if the services were not provided by donation. Contributions of tangible assets are recognized at fair market value when received. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor and are treated as in-kind support for purposes of meeting state matching requirements. The amounts reported in the accompanying financial statements as in-kind support are offset by like amounts included in expenses.

General and Administration Expense Allocation:

Management and general expenses are allocated to various programs based on each program's percentage of direct salaries and wages to total direct salaries and wages.

Facilities Repair and Maintenance Expense Allocation:

Facilities repair and maintenance expenses are allocated to various programs based on each program's percentage of square footage occupied to total square footage of the facility.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recent Accounting Pronouncements:

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update No. 2016-02, Leases (Topic 842) ("ASU 2016-02"). The guidance in this topic supersedes the requirements in Accounting Standards Codification Topic 840, Leases. The update will require business entities to recognize lease assets and liabilities on the balance sheet and to disclose key information about leasing arrangements. A lessee would recognize a liability to make lease payments and a right-of-use asset representing its right to use the leased asset for the lease term. ASU 2016-02 is effective for fiscal years beginning after December 15, 2021. Management does not expect adoption of ASU 2016-02 to have a significant impact on the Company's financial statements.

Subsequent Events:

Management has evaluated subsequent events through May 25, 2022, which is the date the financial statements were available to be issued.

NOTE 2 - INVESTMENTS

Investments held at December 31, 2021 and 2020 are listed below:

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Carrying Value
December 31, 2021				
Mutual funds	$ 749,232	$ 104,364	$ -	$ 853,596
December 31, 2020				
Mutual funds	$ 665,760	$ 93,648	$ -	$ 759,408
Certificates of deposit	52,000	-	-	52,000
Total	$ 717,760	$ 93,648	$ -	$ 811,408

At December 31, 2021 and 2020, no mutual funds were in an unrealized loss position for more than twelve months.

NOTE 2 - INVESTMENTS (Continued)

Investment return for the years ended December 31, 2021 and 2020 are summarized as follows:

	2021	2020
Interest and dividends	$ 96,308	$ 41,703
Realized gain	33,211	24,826
Unrealized gain	10,716	52,238
Net investment return	$ 140,235	$ 118,767

NOTE 3 - FAIR VALUE MEASUREMENTS

Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 820, *Fair Value Measurements*, defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The guidance establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset.

ASC 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Three levels of inputs may be used to measure fair value:

Level 1: Observable inputs such as quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect an entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

NOTE 3 - FAIR VALUE MEASUREMENTS (Continued)

The following table presents the assets carried at fair value as of December 31, 2021 and 2020:

	Level 1	Level 2	Level 3	Total
December 31, 2021				
Mutual funds	$ 853,596	$ -	$ -	$ 853,596
December 31, 2020				
Mutual funds	$ 759,408	$ -	$ -	$ 759,408

Following is a description of the valuation methodologies used for financial instruments measured at fair value:

Mutual funds - Assets are classified as Level 1 as they are traded in an active market for which closing prices are readily available.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Council believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

NOTE 4 - GRANTS, CONTRACTS AND LOCAL SUPPORT RECEIVABLE

Grants, contracts and local support receivable consists of the following:

	2021	2020
Federal grants	$ 445,474	$ 296,933
State grants	258,284	280,691
Contracts	42,883	31,504
Local support	9,427	34,584
Other	29,050	21,667
Total	$ 785,118	$ 665,379

NOTE 5 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	2021	2020
Land	$ 47,197	$ 47,197
Buildings and improvements	1,538,067	1,508,487
Vehicles	74,783	118,033
Equipment - general	21,110	21,110
Equipment - computers	58,683	51,447
Furniture and fixtures	64,419	64,419
	1,804,259	1,810,693
Accumulated depreciation	(1,123,422)	(1,095,673)
Total	$ 680,837	$ 715,020

Depreciation expense was $90,342 and $89,455 for the years ended December 31, 2021 and 2020, respectively.

NOTE 6 - LINE OF CREDIT

The Council has a line of credit with varying credit limits available with a financial institution which has no stated expiration date, carries an agreed interest rate of 1% over the financial institution's prime rate, and is secured by deposits held at the financial institution. Borrowings under the line of credit total $55,528 as of December 31, 2021. There were no outstanding borrowings under the line of credit as of December 31, 2020.

NOTE 7 - LONG-TERM DEBT

Long-term debt consists of the following:

	2021	2020
Note payable to bank, due in monthly installments, including interest at 4.25%, refinanced in 2021, secured by property and building	$ -	$ 425,188
Note payable to bank, due in monthly installments, including interest at 4.79%, through November 2026, secured by property and building	519,372	-
Less unamortized debt issuance costs	13,815	4,392
Long-term debt, less unamortized debt issuance costs	505,557	420,796
Less current portion	16,179	20,751
	$ 489,378	$ 400,045

Interest expense for the years ended December 31, 2021 and 2020 was $18,072 and $18,899, respectively.

Scheduled maturities on long-term debt are as follows:

2022	$ 16,179
2023	16,973
2024	17,740
2025	18,676
2026	449,804
	$ 519,372

NOTE 8 - SIMPLIFIED EMPLOYEE PENSION PLAN

The Council has established a Simplified Employee Pension Plan ("SEP") covering all employees who have been employed for a specific length of continuous service. The Council contributed 8% of the employee's salary to the SEP in 2020. Beginning in 2021, the Council contributes 6% of the employee's salary to the SEP. The Council's contributions to the SEP for the years ended December 31, 2021 and 2020 were $81,433 and $101,404, respectively.

NOTE 9 - COMMITMENTS AND CONTINGENCIES

Operating Leases:

The Council leases office equipment under an operating lease expiring in December 2024. Future minimum lease payments under the operating lease at December 31, 2021 total $5,984 each year.

Rental expense for the years ended December 31, 2021 and 2020 was $5,408 and $6,243, respectively.

Dependency on Government Support:

The Council's services are funded primarily with grants from the United States Department of Health and Human Services and the State of Florida passed through the DOEA and the Northwest Florida Area Agency on Aging. A reduction in the level of future support from these agencies could have a substantial effect on the Council's programs and activities. As of December 31, 2021, management is unaware of any such reduction in future support.

Depository Risk:

The Council maintains cash balances with a financial institution and a brokerage firm. Demand deposit accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to certain limits. At December 31, 2021, the Council had no balances held by the financial institution and brokerage firm in excess of insured limits.

COVID-19:

During the year ended December 31, 2020, Coronavirus Disease 2019 ("COVID-19") became a pandemic. The full impact of the COVID-19 outbreak continues to evolve as of the date of the report. As such, it is very uncertain as to the full magnitude that the pandemic will have on the Council. Management is actively monitoring its financial condition, liquidity, operations, and workforce. Given the evolution of the COVID-19 outbreak, the Council is not able to estimate the effects of the outbreak on its results of operations, financial condition, or liquidity.

NOTE 11 - PAYCHECK PROTECTION PROGRAM LOAN

On June 10, 2020, the Council received loan proceeds in the amount of $238,538 under the Paycheck Protection Program ("PPP"), established as part of the Coronavirus Aid, Relief and Economic Security Act ("CARES Act"). The PPP loan's principal and accrued interest are forgivable to the extent that the proceeds are used for eligible purposes, subject to certain limitations, and that the Council maintains payroll levels over a twenty-four-week period following the loan date. The loan forgiveness amount may be reduced if the Council terminates employees or reduces salaries during the twenty-four-week period.

The Council incurred eligible forgivable expenses totaling $238,538 through December 31, 2020. The Council received its forgiveness notice in February 2021 and recognized $238,538 as grant revenue for the year ended December 31, 2020.

NOTE 12 - LIQUIDITY

The Council's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

Cash and cash equivalents	$ 171,287
Grants, contracts and local support receivable	785,118
Investments appropriate for current use	853,596
	$ 1,810,001

As part of the Council's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. To help manage unanticipated liquidity needs, the Council has a line of credit with varying credit limits which it could draw upon. Available credit under the line of credit totaled $532,160 at December 31, 2021.

SUPPLEMENTARY INFORMATION

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021

	Non-DOEA Programs					
	Foster Grandparents	Senior Companions	Senior Companions-Relief	Private Pay Home Delivered Meals	Private Pay Adult Day Health Care	Total
Wages	$ 49,236	$ 33,847	$ 16,206	$ 9,814	$ 16,960	$ 126,063
Employee leasing and benefits	13,482	12,925	4,679	2,633	4,963	38,682
Travel	514	461	255	75	30	1,335
Education and training	795	53	-	2	8	858
Communications/postage	3,343	2,487	462	606	962	7,860
Utilities	534	356	98	28	1,570	2,586
Printing/supplies	791	898	68	11	97	1,865
Insurance and licenses	1,240	849	218	129	2,266	4,702
Maintenance and repair	42	29	7	17	873	968
Building costs	542	362	100	24	1,545	2,573
Purchased equipment	1,086	772	97	129	537	2,621
Professional, legal and accounting	31	22	2	2	12	69
Volunteer expenses	223,874	151,814	29,065	-	5	404,758
Sub-contractors	15,423	17,371	-	3,987	2,840	39,621
Program supplies	-	-	-	1	1,265	1,266
In-kind expenses	17,680	10,625	-	-	-	28,305
Other expenses	8,816	4,523	-	22	97	13,458
Totals	337,429	237,394	51,257	17,480	34,030	677,590
Allocation of Management and General Expenses	105,327	75,023	11,876	4,505	22,769	219,500
Allocation of Facilities and Maintenance Expenses	1,581	1,054	291	35	4,646	7,607
Total Expenses	$ 444,337	$ 313,471	$ 63,424	$ 22,020	$ 61,445	$ 904,697
Total Units	-	-	6,466	3,919	1,215	

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021
(Continued)

	Community Service Programs								
	Congregate Meals	Home Delivered Meals	Nutrition Education	Outreach	Recreation	Senior Farmers Market Nutrition	Transportation	Adult Daycare/ Adult Day Healthcare/ Facility-Based Respite	Total
Wages	$ 165,654	$ 80,271	$ 8,915	$ 5,642	$ 30,434	$ -	$ 29,094	$ 131,897	$ 451,907
Employee leasing and benefits	43,618	19,106	1,806	1,185	6,038	-	6,737	26,962	105,452
Travel	6,119	4,294	84	42	1,193	-	456	-	12,188
Education and training	59	50	1	-	129	-	6	37	282
Communications/postage	13,429	5,160	85	28	1,155	-	1,631	6,541	28,029
Utilities	11,068	814	16	73	86	-	49	5,567	17,673
Printing/supplies	2,027	630	5	-	27	-	36	562	3,287
Insurance and licenses	3,290	1,549	113	135	423	-	471	8,773	14,754
Maintenance and repair	6,091	277	11	4	38	-	26	4,270	10,717
Building costs	8,042	665	16	73	84	-	62	5,499	14,441
Purchased equipment	2,785	1,633	98	51	351	-	385	2,441	7,744
Professional, legal and accounting	1,449	22	2	1	8	-	9	56	1,547
Volunteer expenses	216	279	-	-	10	-	-	25	530
Sub-contractors	349,544	424,104	-	-	-	-	-	41,548	815,196
Program supplies	889	23	-	-	2	-	3	6,140	7,057
In-kind expenses	770	-	-	-	-	-	-	-	770
Other expenses	1,258	132	1	-	104	10,800	23,562	4,573	40,430
Totals	616,308	539,009	11,153	7,234	40,082	10,800	62,527	244,891	1,532,004
Allocation of Management and General Expenses	100,167	48,732	3,276	2,048	12,449	-	20,558	117,694	304,924
Allocation of Facilities and Maintenance Expenses	1,116	1,380	28	215	173	-	146	16,468	19,526
Total Expenses	$ 717,591	$ 589,121	$ 14,457	$ 9,497	$ 52,704	$ 10,800	$ 83,231	$ 379,053	$ 1,856,454
Total Units	77,853	101,587	5,224	71	3,654	-	797	8,321	

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021
(Continued)

	Social Services Programs							
	Telephone Reassurance	Case Aide	Case Management	Screening and Assessment	Screening	Caregiver Support Group	Emergency Aide	Total
Wages	$ -	$ 4,243	$ 109,738	$ 56,908	$ 15,164	$ -	$ -	$ 186,053
Employee leasing and benefits	-	1,007	39,194	17,389	2,593	-	-	60,183
Travel	-	6	1,106	1,010	346	-	-	2,468
Education and training	-	5	450	45	2	-	-	502
Communications/postage	788	54	6,666	1,360	157	298	-	9,323
Utilities	222	28	2,155	237	25	11	-	2,678
Printing/supplies	-	17	1,674	149	9	3	-	1,852
Insurance and licenses	412	68	3,466	989	209	32	-	5,176
Maintenance and repair	12	2	72	45	20	1	-	152
Building costs	219	29	2,137	256	25	11	-	2,677
Purchased equipment	160	41	1,871	686	188	17	-	2,963
Professional, legal and accounting	4	1	25	16	4	-	-	50
Volunteer expenses	-	-	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-	-	-
Other expenses	-	3	225	22	2	720	2,471	3,443
Totals	1,817	5,505	168,831	79,117	18,745	1,093	2,471	277,579
Allocation of Management and General Expenses	6,552	1,229	46,603	26,946	6,388	1,392	-	89,110
Allocation of Facilities and Maintenance Expenses	700	83	6,331	700	35	35	-	7,884
Total Expenses	$ 9,069	$ 6,817	$ 221,765	$ 106,763	$ 25,168	$ 2,520	$ 2,471	$ 374,573
Total Units	533	4	3,240	130	777	34	-	

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021
(Continued)

	Home Service Programs						
	Companionship	Emergency Alert Response	Frozen Home Delivered Meals	Homemaker	Material Aide	In-Home Respite	Volunteer
Wages	$ -	$ -	$ -	$ -	$ -	$ -	$ 34,100
Employee leasing and benefits	-	-	-	-	-	-	10,606
Travel	-	-	-	-	-	-	1,481
Education and training	-	-	-	-	-	-	-
Communications/postage	-	-	-	-	-	-	1,786
Utilities	-	-	-	-	-	-	989
Printing/supplies	-	-	-	-	-	-	81
Insurance and licenses	-	-	-	-	-	-	1,573
Maintenance and repair	-	-	-	-	-	-	30
Building costs	-	-	-	-	-	-	977
Purchased equipment	-	-	-	-	-	-	439
Professional, legal and accounting	-	-	-	-	-	-	10
Volunteer expenses	-	-	-	-	-	-	533
Sub-contractors	479,434	12,551	40,388	234,020	-	888,332	-
Program supplies	-	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-	-
Other expenses	-	-	-	-	13,079	-	119
Totals	479,434	12,551	40,388	234,020	13,079	888,332	52,724
Allocation of Management and General Expenses	8,026	-	-	6,470	1,147	15,725	19,083
Allocation of Facilities and Maintenance Expenses	-	-	-	-	-	-	2,926
Total Expenses	$ 487,460	$ 12,551	$ 40,388	$ 240,490	$ 14,226	$ 904,057	$ 74,733
Total Units	28,406	13,780	-	14,100	201	51,600	-

COUNCIL ON AGING OF WEST FLORIDA, INC.
COMBINING SCHEDULE OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021
(Continued)

	Home Service Programs						
	Vendor Shopping Assistance	Vendor Chore	Personal Care	Equipment	Other	Total	Total Direct Program Services
Wages	$ -	$ -	$ -	$ -	$ -	$ 34,100	$ 798,123
Employee leasing and benefits	-	-	-	-	-	10,606	214,923
Travel	-	-	-	-	-	1,481	17,472
Education and training	-	-	-	-	-	-	1,642
Communications/postage	-	-	-	-	-	1,786	46,998
Utilities	-	-	-	-	-	989	23,926
Printing/supplies	-	-	-	-	-	81	7,085
Insurance and licenses	-	-	-	-	-	1,573	26,205
Maintenance and repair	-	-	-	-	-	30	11,867
Building costs	-	-	-	-	-	977	20,668
Purchased equipment	-	-	-	-	-	439	13,767
Professional, legal and accounting	-	-	-	-	-	10	1,676
Volunteer expenses	-	-	-	-	-	533	405,821
Sub-contractors	13,804	3,825	153,178	216,405	-	2,041,937	2,896,754
Program supplies	-	-	-	-	-	-	8,382
In-kind expenses	-	-	-	-	-	-	29,075
Other expenses	-	-	-	1,868	3,276	18,342	75,673
Totals	13,804	3,825	153,178	218,273	3,276	2,112,884	4,600,057
Allocation of Management and General Expenses	-	164	5,651	22,114	-	78,380	691,914
Allocation of Facilities and Maintenance Expenses	-	-	-	-	-	2,926	37,943
Total Expenses	$ 13,804	$ 3,989	$ 158,829	$ 240,387	$ 3,276	$ 2,194,190	$ 5,329,914
Total Units	476	217	8,146	3,002	293		

OTHER REPORTS AND SCHEDULES

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Council on Aging of West Florida, Inc. (the "Council") (a nonprofit organization), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities and changes in net assets and functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated May 25, 2022.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Council's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, we do not express an opinion on the effectiveness the Council's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Council's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during the audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Board of Directors
Council on Aging of West Florida, Inc.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Council's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Council's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Council's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
May 25, 2022

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND STATE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE AND CHAPTER 10.650, RULES OF THE AUDITOR GENERAL

Board of Directors
Council on Aging of West Florida, Inc.
Pensacola, Florida

Report on Compliance for Each Major Federal Program and State Project

We have audited the Council on Aging of West Florida, Inc.'s (the "Council") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* and the requirements described in the *Executive Office of the Governor's State Project Compliance Supplement* that could have a direct and material effect on each of the Council's major federal programs and state projects for the year ended December 31, 2021. The Council's major federal programs and state projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs and state projects.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Council's major federal programs and state projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; the audit requirements of Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"); and Chapter 10.650, Rules of the Auditor General. Those standards, the Uniform Guidance and Chapter 10.650, Rules of the Auditor General require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program or state project occurred. An audit includes examining, on a test basis, evidence about the Council's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program and state project. However, our audit does not provide a legal determination of the Council's compliance.

Board of Directors
Council on Aging of West Florida, Inc.

Opinion on Each Major Federal Program and State Project

In our opinion, the Council complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state projects for the year ended December 31, 2021.

Report on Internal Control Over Compliance

Management of the Council is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Council's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program and state project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and state project and to test and report on internal control over compliance in accordance with the Uniform Guidance and Chapter 10.650, Rules of the Auditor General, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Council's internal control over compliance.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance and Chapter 10.650, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Saltmarsh Cleveland & Gund

Pensacola, Florida
May 25, 2022

COUNCIL ON AGING OF WEST FLORIDA, INC.
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
YEAR ENDED DECEMBER 31, 2021

Federal Grantor/Pass-through Grantor/Program Title	CFDA Number	Contract / Grant Number	Expenditures
U.S. Department of Agriculture			
Passed through State of Florida Department of Elder Affairs:			
Senior Farmers Market Nutrition Program	10.576	M1901-6	$ 10,800
U.S. Department of Housing and Urban Development			
Passed through City of Pensacola:			
Community Development Block Grant	14.218	N/A	60,663
Passed through Escambia County:			
Community Development Block Grant	14.218	N/A	139,475
			200,138
U.S. Department of Health and Human Services			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
Aging Cluster:			
Special Programs for the Aging:			
Title III-Part B, Grants for Supportive Services and Senior Centers	93.044	AA021-E	472,500
CARES Title III-Part B, Grants for Supportive Services and Senior Centers	93.044	ACA21-E	320
Title III-Part C, Nutrition Services	93.045	AA021-E	514,507
Coronavirus Consolidated Appropriations Act (COC2)	93.045	ACV21	278,550
Nutrition Services Incentive Program	93.053	AA021-E	84,754
Total Aging Cluster			1,350,631
National Family Caregiver Support	93.052	AA021-E	381,926
CARES, Title III-Part E, Caregiver Support Program	93.052	ACA21-E	346
Corporation for National and Community Service			
Foster Grandparents/Senior Companion Cluster:			
Foster Grandparent Program	94.011	21SFHFL002	295,171
Senior Companion Program	94.016	21SCHFL005	212,142
Total Foster Grandparents/Senior Companion Cluster			507,313
U.S. Department of Homeland Security			
Emergency Food and Shelter National Board Program	97.024	N/A	5,850
Total Federal Awards			$ 2,457,004

Note: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

COUNCIL ON AGING OF WEST FLORIDA, INC.
SCHEDULE OF EXPENDITURES OF STATE FINANCIAL ASSISTANCE
YEAR ENDED DECEMBER 31, 2021

State Grantor/Pass-through Grantor/Project Title	CSFA Number	Contract / Grant Number	Expenditures
State Grants and Aids Appropriations			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
Tobacco Settlement Trust Funds:			
Community Care for the Elderly	65.010	AC020-E/AC021	$ 1,036,933
Alzheimer's Respite Services	65.004	AZ020-E/AZ021	584,423
Relief	65.006	AR020-E/AR021	58,190
			1,679,546
State Grants and Aids Appropriations			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
General Revenues:			
Home Care for the Elderly - Case Management	65.001	AH020-E/AH021	16,130
Home Care for the Elderly - Subsidies	65.001	AH020-E/AH021	134,331
			150,461
Total State Financial Assistance			$ 1,830,007

Note: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

COUNCIL ON AGING OF WEST FLORIDA, INC.
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
YEAR ENDED DECEMBER 31, 2021

A. SUMMARY OF AUDIT RESULTS

1. The independent auditor's report expresses an unmodified opinion on the financial statements of the Council on Aging of West Florida, Inc.

2. No significant deficiencies in internal control relating to the audit of the financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.

3. No instances of noncompliance material to the financial statements of the Council on Aging of West Florida, Inc., which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.

4. No significant deficiencies relating to the audit of the major federal award programs and state projects are reported in the Independent Auditor's Report on Compliance for Each Major Program and State Project and on Internal Control Over Compliance Required by the Uniform Guidance and Chapter 10.650, Rules of the Auditor General.

5. The auditor's report on compliance for major federal award programs and state projects for the Council on Aging of West Florida, Inc. expresses an unmodified opinion.

6. There are no audit findings relative to the major federal programs and state projects for the Council on Aging of West Florida, Inc. which are required to be reported in accordance with 2 CFR section 200.516(a) of the Uniform Guidance and Chapter 10.656, Rules of the Auditor General.

7. The programs/projects tested as major were:

   Federal Programs
   Aging Cluster: Special Programs for the Aging
   Title III Part B - Grants for Supportive Services and Senior Centers (CFDA No. 93.044).
   Title III Part C - Nutrition Services (CFDA No. 93.045).
   Nutrition Services Incentive Program (CFDA No. 93.053).

   State Projects
   Community Care for the Elderly (CSFA No. 65.010).
   Alzheimer's Respite Services (CSFA No. 65.004).

8. The threshold for distinguishing Type A and B programs was $750,000 for major federal programs and $549,002 for major state projects.

9. Council on Aging of West Florida, Inc. was determined to be a low-risk auditee pursuant to the Uniform Guidance.

B. FINDINGS - FINANCIAL STATEMENTS AUDIT

None

C. FINDINGS AND QUESTIONED COSTS - MAJOR FEDERAL PROGRAMS

None

D. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECTS

None

In accordance with Rules of the Auditor General, Section 10.656(3)(e), no management letter is required because there were no findings required to be reported in the management letter.

COUNCIL ON AGING OF WEST FLORIDA, INC.
SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS
YEAR ENDED DECEMBER 31, 2021

There were no prior audit findings.

In accordance with Rules of the Auditor General 10.656(3)(d)5, no summary schedule of prior audit findings is required because there were no prior audit findings related to federal programs or state projects.

General Fund 001

EComfort

5

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

_x_ Submit a fully completed Agency Funding Request Application

_x_ Submit a copy of your organization's current W-9

_x_ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

_x_ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

_x_ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: _____**Ecomfort, Inc.**_____

Agency Address: ___**2202 North Pace Blvd. Pensacola, Fl 32505**_____

_____

Program Name for which funding is being requested: __**Ecomfort Soup Kitchen**_____

Amount Requested: $__**15,000**_____

Program Contact: __**Sylvia Tisdale**_____

Contact Email: __**sylviatisdale1951@gmail.com**_____ Contact Phone: (_850_) 572-5761

25-Word Description of Program: **Ecomfort's Soup Kitchen program provides hot meals, food distribution, and vital document assistance to the homeless and vulnerable residents in Escambia County.**

How many years has your organization been providing services in the County? _**18**_____

How many years has your organization received funding from the County? ____**4**_____

Explain how receiving funds from the County would have a significant impact on your organization: **The funds received will significantly advance our mission of assisting the hungry, homeless, and vulnerable, allowing us to extend our support to more individuals and families in Englewood and the surrounding communities.**

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: __**$5,000**_____

Briefly discuss how last year's funds were used? **The funds were used to support the Ecomfort Soup Kitchen program and resource center by acquiring food trucks, purchasing food from Feeding the Gulf Coast, and assisting individuals in obtaining birth certificates and Florida identifications.**

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?

Our program has provided essential services such as daily meals, food distribution, and assistance with vital documents. These efforts significantly impacted the citizens of Escambia County particularly those facing economic challenges.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? **The funding we are requesting will cover food purchases, operating supplies, and expenses for obtaining Florida identification and birth certificates for eligible individuals. Our program conducts drive-through and walk up food distribution twice weekly and serves hot meals daily. Additionally, our resource center facilitates the acquisition of vital records for eligible individuals and provides assistance with referrals to other organizations. Located in the heart of the West Pensacola community, specifically in zip code 32505, our program serves as a crucial asset to the county. It addresses the core need of the Englewood community, which often grapples with poverty, homelessness, substance abuse, crime, and unemployment. As a safe haven for senior citizens, youth, and the needy, our program plays a pivotal role in supporting and uplifting the marginalized populations within the county, ultimately contributing the overall well-being of Escambia County residents.**

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: _____N/A_____

_____

_____

_____

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: **We partner with multiple local organizations, including Pensacola Caring Hearts, Brownsville Community Center, Waterfront Rescue Mission, and Opening Doors of NW Florida. Many of their clients also utilize our services. We collaborate closely with these agencies to exchange referrals and manage food overflow effectively.**

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

Since 2007, Ecomfort has been dedicated to serving homeless and needy individuals. What sets us apart from similar agencies is our inclusive approach – we welcome all individuals whether they have identification or not, and offer both walk-in and appointment-based services. Our daily mission is to combat hunger, homelessness, and hopelessness, recognizing their profound impact on individuals' physical and emotional well-being.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____%
- Percentage for direct programming costs: __100_____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? We will offset the difference with fundraising and individual donations.

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. N/A

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Reduce Food Insecurities in Escambia County by 1%	12.7%	11.6%	11.0%	15%
2. Increase access to nutritious food to food insecure Escambia County residents, by distributing at least 180,000 pounds of food annually	150,000	180,000	180,000	0%
3. Increase access to essential services for Escambia County residents by assisting at least 120 individuals obtain birth certificate and/or Florida state identification				%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1.Number of families helped monthly	3,000
2.Number of pounds of food distributed monthly	15,000

3.Number of individuals successfully assisted in vital services monthly	10

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1.Number of families helped monthly	2,500
2.Number of pounds distributed monthly	12,000
3. .Number of individuals successfully assisted in vital records services monthly	7

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$ 61,670.00	$ 60,000.00	$ 60,000.00
Programmatic Income	$	$	$
County Funding/Direct Contribution	$ 5,000	$ 5,000	$ 15,000
County Funding by Other Source (a)	$ 0.00	$ 0.00	$ 0.00
City Funding	$ 0.00	$ 0.00	$ 0.00
Local Non-Profit Funding	$ 0.00	$ 0.00	$ 0.00
State Funding	$ 0.00	$ 0.00	$ 0.00
Federal Funding	$ 0.00	$ 0.00	$ 0.00
Memberships	$ 0.00	$ 0.00	$ 0.00
Investment Income	$ 0.00	$ 0.00	$ 0.00
Other Income (b)	$ 19,376.00	$ 30,000.00	$ 40,000
Total Income	$ 86,046.00	$ 95,000.00	$ 115,000
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____

Other income includes refunds and returns to Ecomfort, Inc from ESG-CV3 Federal Funding and United Way of West Florida FY 23-24 Funding.

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$ 0.00	$ 0.00	$ 0.00
Employee Benefits	$ 0.00	$ 0.00	$ 0.00
Professional Services	$ 525.00	$ 500.00	$ 500.00
Contractual Services	$ 3,000.00	$ 3,000.00	$ 5,000.00
Travel Expenses	$ 0.00	$ 0.00	$ 0.00
Facilities and Equipment	$ 13,588.00	$ 20,000.00	$ 25,000.00
Communication	$	$	$
Postage and Freight	$ 867.00	$ 1,500.00	$ 1,500.00
Repair and Maintenance	$ 21,860.00	$ 10,000.00	$ 10,000.00
Printing and Binding	$ 1,900.00	$ 2,500.00	$ 2,500.00
Marketing and Promotion	$ 0.00	$ 0.00	$ 0.00
Fuel	$ 0.00	$ 1,500.00	$ 1,500.00
Supplies	$ 19,150.00	$ 20,000.00	$ 25,000.00
Event Expenses	$ 0.00	$ 0.00	$ 0.00
Capitalizable Assets for County Funding (a)	$ 0.00	$ 0.00	$ 0.00
Other Expenses (b)	$ 18,508.00	$ 36,000.00	$ 39,000.00
Total Expenses	$ 79,398.00	$ 95,000.00	$ 110,000.00
Net Income - (Revenue minus Expense)	$ 6,648.00	$ 0.00	$ 5,000

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. _____

_____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item.

Other expenses include purchase of weekly food trucks from Feeding the Gulf Coast as well as other food items; cost of ordering birth certificates and Florida identifications for eligible Escambia County Residents.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? **Calendar**
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.

   Discrepancy is due to our Financials being based on a calendar year and the Expense Table based on a Fiscal Year
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

   Net Income Use for CY 2024 is to help with expenses in CY 2024 purchase of food trucks, supplies for food distribution and meals, as well as assistance with birth certificates and Florida Identifications.
4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency. N/A

Name	Position	Salary
		$
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand.

   _$8,000.00_____

   _____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   _____**No**_____

   _

   _____

   _____

   _____

   _____

   _____

   _____

7. Does your organization require background checks from volunteers and staff? **No**

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

_____

_____

_____

_____

_____

_____

1. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

_____

_____

2. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

   _____

   _____

   _____

   _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   _____

   _____

   _____

   _____

3. Was there any increase in membership for the local chambers? _____

   _____

   _____

   _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

   _____

   _____

   _____

5. Can we reduce the taxpayer subsidy? _____

   _____

   _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

_Sylvia Tisdale_____
Name

__Executive Director_____4/1/25
Title Date

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Ecomfort, Inc.

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

P.O. Box 1564

6 City, state, and ZIP code

Pensacola, Fl 32591

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

2	0	–	8	6	6	5	5	5	9

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** Sylvia E. Tisdale **Date** 03/31/25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: APR 02 2015

ECOMFORT INC
6250 COLLEGE PKWY
PENSACOLA, FL 32504-7903

Employer Identification Number:
20-8665559
DLN:
26053486002225
Contact Person:
CUSTOMER SERVICE ID# 31954
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
509(a)(2)
Form 990/990-EZ/990-N Required:
Yes
Effective Date of Exemption:
March 25, 2015
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

Based on the information you submitted on your application, we approved your request for reinstatement under Section 7 of Revenue Procedure 2014-11. Your effective date of exemption, as listed at the top of this letter, is the submission date of your application.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar

Federal
Tax Return

EComfort Inc.

2023

John Pharr CPA LLC
105 East Gregory Square
Pensacola, FL 32502
Phone: 850-435-8844
support@pharrcpa.com

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: EComfort Inc.
Doing business as:
Number and street (or P.O. box if mail is not delivered to street address): 2202 N Pace Blvd
Room/suite:
City or town: Pensacola
State: FL
ZIP code: 32505
Foreign country name / Foreign province/state/county / Foreign postal code:

D Employer identification number: 20-8665559

E Telephone number: (850) 572-5761

G Gross receipts $: 84,352

F Name and address of principal officer: Sylvia Tisdale 2300 N Pace Blvd, Pensacola, FL 32505

H(a) Is this a group return for subordinates? ☐ Yes ☒ No
H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions
H(c) Group exemption number:

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ((insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: N/A

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2014

M State of legal domicile: FL

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Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: The Corporation is organized to provide nutritional food, housing, and educational training, exclusively for the underprivileged.	
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	9
	4	Number of independent voting members of the governing body (Part VI, line 1b)	9
	5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	0
	6	Total number of volunteers (estimate if necessary)	
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0
	b	Net unrelated business taxable income from Form 990-T, Part I, line 11	

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	128,178	84,352
	9	Program service revenue (Part VIII, line 2g)	0	0
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0	0
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	128,178	84,352
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	1,100	300
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	0	0
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
	b	Total fundraising expenses (Part IX, column (D), line 25) 0		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	120,902	86,993
	18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	122,002	87,293
	19	Revenue less expenses. Subtract line 18 from line 12	6,176	-2,941

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	11,848	8,907
	21	Total liabilities (Part X, line 26)	0	0
	22	Net assets or fund balances. Subtract line 21 from line 20	11,848	8,907

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: Sylvia Tisdale — Date
Type or print name and title: Owner

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
John Pharr	John Pharr	5/9/2024		P01382990

Firm's name: John Pharr CPA LLC — Firm's EIN: 54-2118136
Firm's address: 105 East Gregory Square, Pensacola, FL 32502 — Phone no.: 850-435-8844

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III . . . . . ☐

1 Briefly describe the organization's mission:
The Corporation is organized to provide nutritional food, housing, and educational training, exclusively for the underprivileged. Our mission is to help people create new lives by alleviating hunger and homeless and illiteracy by developing relationships and guidance in a Christian atmosphere.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 80,026 including grants of $ 84,294) (Revenue $)
Providing free food and clothing for individuals in need. Provide free hot meals every weekday morning for needy individuals. Provide free holiday meals to senior citizens. Provide free meals during the summer through the Feed a Kid program. Work with community clean ups to clean the environment. Provide referral information for the needy.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ 0 including grants of $ 0) (Revenue $ 0)

4e Total program service expenses 80,026

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Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions.	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

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Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		X	

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return . .	2a 0			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		2b		
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		3a		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*		3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? . . .		4a		X
b	If "Yes," enter the name of the foreign country ---------- See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? . . .		5b		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		7a		X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c		X
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? . .		7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? .		7h		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		8		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?		9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		9b		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state?		13a		
	Note: See the instructions for additional information the organization must report on Schedule O.				
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		14a		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*		14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? . . . . . If "Yes," see the instructions and file Form 4720, Schedule N.		15		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? . . . If "Yes," complete Form 4720, Schedule O.		16		X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? . . . . . If "Yes," complete Form 6069.		17		X

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Part VI **Governance, Management, and Disclosure** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*
Check if Schedule O contains a response or note to any line in this Part VI . . . . . ☐

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	9		
b	Enter the number of voting members included on line 1a, above, who are independent	1b	9		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X	
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? .	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		X
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official.	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed FL

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

Sylvia Tisdale (850) 572-5761

2300 N Pace Blvd, Pensacola, FL 32505

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Part VII **Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Janetta Dukes	2.00									
Director	2.00	X								
(2) Travis Thompkins	2.00									
Director	2.00	X								
(3) Joshua Tisdale	2.00									
Director	2.00	X								
(4) Karen Lessard	2.00									
Director	2.00	X								
(5) Kim Corner	2.00									
Director	2.00	X								
(6) Calvin Avant	2.00									
President	2.00			X						
(7) Rebecca Hale	2.00									
Secretary	2.00			X						
(8) Timothy Greer	2.00									
Treasurer	2.00			X						
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal**								0	0	0
c **Total from continuation sheets to Part VII, Section A**								0	0	0
d **Total (add lines 1b and 1c)**								0	0	0

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

			Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
		0
		0
		0
		0
		0

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

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Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII. ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a	0				
	b Membership dues	1b	0				
	c Fundraising events	1c	0				
	d Related organizations	1d	0				
	e Government grants (contributions)	1e	0				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	84,352				
	g Noncash contributions included in lines 1a–1f	1g	$ 0				
	h **Total.** Add lines 1a–1f			84,352			
Program Service Revenue		Business Code					
	2a			0			
	b			0			
	c			0			
	d			0			
	e			0			
	f All other program service revenue			0			
	g **Total.** Add lines 2a–2f			0			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			0			
	4 Income from investment of tax-exempt bond proceeds			0			
	5 Royalties			0			
		(i) Real	(ii) Personal				
	6a Gross rents 6a						
	b Less: rental expenses 6b						
	c Rental income or (loss) 6c	0	0				
	d Net rental income or (loss)			0			
		(i) Securities	(ii) Other				
	7a Gross amount from sales of assets other than inventory 7a	0	0				
	b Less: cost or other basis and sales expenses 7b	0	0				
	c Gain or (loss) 7c	0	0				
	d Net gain or (loss)			0			
	8a Gross income from fundraising events (not including $ 0 of contributions reported on line 1c). See Part IV, line 18	8a	0				
	b Less: direct expenses	8b	0				
	c Net income or (loss) from fundraising events			0			
	9a Gross income from gaming activities. See Part IV, line 19	9a	0				
	b Less: direct expenses	9b	0				
	c Net income or (loss) from gaming activities			0			
	10a Gross sales of inventory, less returns and allowances	10a	0				
	b Less: cost of goods sold	10b	0				
	c Net income or (loss) from sales of inventory			0			
Miscellaneous Revenue		Business Code					
	11a			0			
	b			0			
	c			0			
	d All other revenue			0			
	e **Total.** Add lines 11a–11d			0			
	12 **Total revenue.** See instructions.			84,352	0	0	0

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☐

	Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	300	300		
2	Grants and other assistance to domestic individuals. See Part IV, line 22	0			
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	0			
4	Benefits paid to or for members	0			
5	Compensation of current officers, directors, trustees, and key employees	0		0	
6	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7	Other salaries and wages	0			
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	0			
9	Other employee benefits	0			
10	Payroll taxes	0			
11	Fees for services (nonemployees):				
a	Management	0			
b	Legal	0			
c	Accounting	475		475	
d	Lobbying	0			
e	Professional fundraising services. See Part IV, line 17	0			
f	Investment management fees	0			
g	Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	5,035		5,035	
12	Advertising and promotion	0			
13	Office expenses	100		100	
14	Information technology	0			
15	Royalties	0			
16	Occupancy	0			
17	Travel	0			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19	Conferences, conventions, and meetings	0			
20	Interest	0			
21	Payments to affiliates	0			
22	Depreciation, depletion, and amortization	0	0	0	0
23	Insurance	1,657		1,657	
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a	Reimbursement	16,400	16,400		
b	Facilities & Equipment	26,800	26,800		
c	Food Bank	16,191	16,191		
d	Operations	20,077	20,077		
e	All other expenses Registration & License	258	258		
25	**Total functional expenses.** Add lines 1 through 24e	87,293	80,026	7,267	0
26	**Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	11,848	1	8,907
	2	Savings and temporary cash investments	0	2	
	3	Pledges and grants receivable, net	0	3	0
	4	Accounts receivable, net	0	4	0
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)	0	6	
	7	Notes and loans receivable, net	0	7	0
	8	Inventories for sale or use	0	8	
	9	Prepaid expenses and deferred charges	0	9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 0			
	b	Less: accumulated depreciation — 10b: 0	0	10c	0
	11	Investments—publicly traded securities	0	11	0
	12	Investments—other securities. See Part IV, line 11	0	12	0
	13	Investments—program-related. See Part IV, line 11	0	13	0
	14	Intangible assets	0	14	0
	15	Other assets. See Part IV, line 11	0	15	0
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	11,848	16	8,907
Liabilities	17	Accounts payable and accrued expenses	0	17	
	18	Grants payable	0	18	
	19	Deferred revenue	0	19	
	20	Tax-exempt bond liabilities	0	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D	0	21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	22	
	23	Secured mortgages and notes payable to unrelated third parties	0	23	0
	24	Unsecured notes and loans payable to unrelated third parties	0	24	0
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D	0	25	0
	26	**Total liabilities.** Add lines 17 through 25	0	26	0
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ☐ and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	0	27	
	28	Net assets with donor restrictions	0	28	
		Organizations that do not follow FASB ASC 958, check here ☒ and complete lines 29 through 33.			
	29	Capital stock or trust principal, or current funds	0	29	
	30	Paid-in or capital surplus, or land, building, or equipment fund	0	30	
	31	Retained earnings, endowment, accumulated income, or other funds	11,848	31	8,907
	32	Total net assets or fund balances	11,848	32	8,907
	33	Total liabilities and net assets/fund balances	11,848	33	8,907

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	84,352
2	Total expenses (must equal Part IX, column (A), line 25)	2	87,293
3	Revenue less expenses. Subtract line 2 from line 1	3	-2,941
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	11,848
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	8,907

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☒ Cash ☐ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c		X
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
EComfort Inc.	20-8665559

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in section **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations 0

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total					0	0

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	34,300	73,618	65,167	128,178	84,352	385,615
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0
4 **Total.** Add lines 1 through 3	34,300	73,618	65,167	128,178	84,352	385,615
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						385,615

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	34,300	73,618	65,167	128,178	84,352	385,615
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
11 **Total support.** Add lines 7 through 10						385,615

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f))	14	100.00%
15 Public support percentage from 2022 Schedule A, Part II, line 14	15	100.00%

16a **33 1/3% support test—2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☒

b **33 1/3% support test—2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☐

17a **10%-facts-and-circumstances test—2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

b **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						0
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						0
3 Gross receipts from activities that are not an unrelated trade or business under section 513						0
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
5 The value of services or facilities furnished by a governmental unit to the organization without charge						0
6 **Total.** Add lines 1 through 5	0	0	0	0	0	0
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						0
c Add lines 7a and 7b	0	0	0	0	0	0
8 **Public support** (Subtract line 7c from line 6.)						0

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6	0	0	0	0	0	0
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						0
c Add lines 10a and 10b	0	0	0	0	0	0
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						0
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	0	0	0	0	0	0

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	0.00%
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	0.00%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	0.00%
18 Investment income percentage from **2022** Schedule A, Part III, line 17	18	0.00%

19a **33 1/3% support tests—2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

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Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s), or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* ***(see instructions)****.*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**)*. **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4	0	0
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8	0	0

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d	0	0
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3	0	0
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	0	0
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5	0	0
6 Multiply line 5 by 0.035.	6	0	0
7 Recoveries of prior-year distributions	7	0	0
8 **Minimum Asset Amount** (add line 7 to line 6)	8	0	0

Section C - Distributable Amount		Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1	0
2 Enter 0.85 of line 1.	2	0
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3	0
4 Enter greater of line 2 or line 3.	4	0
5 Income tax imposed in prior year	5	
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	0

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D - Distributions			Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	0
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2023 from Section C, line 6	9	0
10	Line 8 amount divided by line 9 amount	10	0.000

Section E - Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1	Distributable amount for 2023 from Section C, line 6			0
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018 0			
b	From 2019 0			
c	From 2020 0			
d	From 2021 0			
e	From 2022 0			
f	**Total** of lines 3a through 3e	0		
g	Applied to underdistributions of prior years		0	
h	Applied to 2023 distributable amount			0
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.	0		
4	Distributions for 2023 from Section D, line 7: $ 0			
a	Applied to underdistributions of prior years		0	
b	Applied to 2023 distributable amount			0
c	Remainder. Subtract lines 4a and 4b from line 4.	0		
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.		0	
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			0
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.	0		
8	Breakdown of line 7:			
a	Excess from 2019 0			
b	Excess from 2020 0			
c	Excess from 2021 0			
d	Excess from 2022 0			
e	Excess from 2023 0			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
EComfort Inc.	20-8665559

Form 990, Part IV, Line LIne 11 B: Form 990 is avaiable for review upon request

Form 990, Part IV, Line Line 2: Joshua Tisdale is Sylvia Tisdale's son

Electronic Filing Only

Name of the organization	Employer identification number
EComfort Inc.	20-8665559

Electronic Filing Only

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning _____, 2023, and ending _____, 20 _____

Do not send to the IRS. Keep for your records.

Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer
EComfort Inc.

EIN or SSN
20-8665559

Name and title of officer or person subject to tax
Sylvia Tisdale — Owner

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	[X]	**b Total revenue,** if any (Form 990, Part VIII, column (A), line 12) . . .	1b	84,352
2a	**Form 990-EZ** check here	[ ]	**b Total revenue,** if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here . . .	[ ]	**b Total tax** (Form 1120-POL, line 22).	3b	
4a	**Form 990-PF** check here	[ ]	**b Tax based on investment income** (Form 990-PF, Part V, line 5) . .	4b	
5a	**Form 8868** check here	[ ]	**b Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here	[ ]	**b Total tax** (Form 990-T, Part III, line 4)	6b	
7a	**Form 4720** check here	[ ]	**b Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here	[ ]	**b FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here	[ ]	**b Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here	[ ]	**b Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) EComfort Inc., (EIN) 20-8665559 and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize John Pharr CPA LLC to enter my PIN 62664 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax _____ Date _____

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 59544512268

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature John Pharr Date 5/9/2024

ERO Must Retain This Form—See Instructions

Do Not Submit This Form to the IRS Unless Requested To Do So

Ecomfort, Inc.

Profit and Loss

January - December 2024

	TOTAL
Revenue	
43450 Individ, Business Contributions	60,671.72
47230 Membership Dues	-27.00
Other Income	25,402.18
Total Revenue	**$86,046.90**
GROSS PROFIT	**$86,046.90**
Expenditures	
60105 Assistance	3,050.90
60140 Donation	1,875.00
60150 Food Bank - Homeless	253.75
60155 Food Supplies	15,772.35
60900 Business Expenses	598.54
60920 Business Registration Fees	75.00
60930 Expense Reimbursments	2,200.00
62110 Accounting Fees	525.00
62825 Building repairs/upgrade	3,500.00
62840 Equip Rental and Maintenance	1,770.00
65000 Operations	10,300.00
65020 Postage, Mailing Service	866.45
65030 Printing and Copying	1,936.98
65040 Supplies	1,456.37
65200 Vehicle	105.64
Contractors	3,000.00
Job Supplies	1,711.56
Other Business Expenses	39.21
Rent & Lease	2,000.00
Repairs & Maintenance	16,591.25
Taxes & Licenses	181.57
Utilities	11,588.45
Total Expenditures	**$79,398.02**
NET OPERATING REVENUE	**$6,648.88**
NET REVENUE	**$6,648.88**

Ecomfort, Inc.

Profit and Loss

January - December 2023

	TOTAL
Revenue	
43450 Individ, Business Contributions	54,940.79
Other Income	21,540.35
Total Revenue	**$76,481.14**
GROSS PROFIT	**$76,481.14**
Expenditures	
60105 Assistance	1,935.05
60140 Donation	300.00
60150 Food Bank - Homeless	4,227.12
60155 Food Supplies	12,049.67
60900 Business Expenses	867.41
60930 Expense Reimbursments	16,400.00
62100 Contract Services	2,600.00
62105 Grant Writing	500.00
62110 Accounting Fees	475.00
62120 Bookkeeping	1,200.00
62800 Facilities and Equipment	675.00
62825 Building repairs/upgrade	9,000.00
62880 Real Estate Taxes	120.32
62890 Rent, Parking, Utilities	500.00
65020 Postage, Mailing Service	1,523.00
65030 Printing and Copying	2,137.14
65040 Supplies	801.80
65070 Cable	1,965.79
65075 Gas	465.72
65095 Trash/Waste Container	1,697.12
65200 Vehicle	30.89
65210 Maintenance	275.31
65240 Registration	43.75
Bank Charges & Fees	70.00
Insurance	1,657.15
Office Supplies & Software	99.99
Purchases	10,800.00
Rent & Lease	6,000.00
Repairs & Maintenance	772.18
Taxes & Licenses	94.45
Utilities	6,496.06
Total Expenditures	**$85,779.92**
NET OPERATING REVENUE	**$ -9,298.78**

Ecomfort, Inc.

Profit and Loss

January - December 2023

	TOTAL
Other Revenue	
47300 Refunds and Return	58.24
Total Other Revenue	**$58.24**
NET OTHER REVENUE	**$58.24**
NET REVENUE	**$ -9,240.54**

ECOMFORT INC
Profit & Loss
January through December 2022

	Jan - Dec 22
Ordinary Income/Expense	
Income	
43400 · Direct Public Support	
43410 · Corporate Contributions	5,000.00
43450 · Individ, Business Contributions	82,561.36
Total 43400 · Direct Public Support	87,561.36
44800 · Indirect Public Support	
44820 · United Way, CFC Contributions	2,437.50
Total 44800 · Indirect Public Support	2,437.50
46400 · Other Types of Income	96.80
Total Income	90,095.66
Expense	
60900 · Business Expenses	
60920 · Business Registration Fees	61.25
Total 60900 · Business Expenses	61.25
60921 · Business Check Fee	15.00
61000 · Expense Reimbursement	12,210.21
62100 · Contract Services	
62110 · Accounting Fees	1,675.00
62120 · Director of Services	4,000.00
62150 · Outside Contract Services	10,450.00
Total 62100 · Contract Services	16,125.00
62700 · Donations	1,100.00
62800 · Facilities and Equipment	
62840 · Equip Rental and Maintenance	2,295.76
62850 · Equipment	4,826.04
62880 · Rent Paid to Epps CC	6,000.00
62890 · Rent, Parking, Utilities	
62895 · ECUA	255.70
62896 · Gas	474.23
62897 · Electric	2,384.55
62890 · Rent, Parking, Utilities - Other	8,121.06
Total 62890 · Rent, Parking, Utilities	11,235.54
Total 62800 · Facilities and Equipment	24,357.34
65000 · Operations	
65010 · Books, Subscriptions, Reference	397.77
65020 · Postage, Mailing Service	1,431.40
65030 · Printing and Copying	3,335.05
65040 · Supplies	43,969.81
65050 · Telephone, Telecommunications	2,879.80
65060 · Vehicle Maintenance	869.98
65061 · Fuel Cost	565.87
Total 65000 · Operations	53,449.68
65035 · Food Bank	10,616.92
65200 · Specific Expenses for Others	
65210 · Birth Certificate	2,666.30
65230 · Identification Cards	400.00
Total 65200 · Specific Expenses for Others	3,066.30
68300 · Travel and Meetings	
68310 · Conference, Convention, Meeting	1,000.00
Total 68300 · Travel and Meetings	1,000.00

ECOMFORT INC
Profit & Loss
January through December 2022

	Jan - Dec 22
Total Expense	122,001.70
Net Ordinary Income	-31,906.04
Other Income/Expense	
Other Income	
70010 · Refunds and Returns	48,081.88
91000 · Transfer Funds	683.35
Total Other Income	48,765.23
Net Other Income	48,765.23
Net Income	**16,859.19**

General Fund 001

Gulf Coast Veterans' Advocacy Council

6

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County



FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name:
Gulf Coast Veterans Advocacy Council, Inc (GCVAC)

Agency Address:
1603 North 58th Ave. Pensacola, FL 32506

Program Name for which funding is being requested:

Gulf Coast Veterans Advocacy Council, Inc. (GCVAC)Support to Veterans and their Families.

Amount Requested: $30,000

Program Contact: Joseph L, Herring CEO & Vernon Watson CFO

Contact Email: josephherring.gcvac@gmail.com or vwatson.gcvac@gmail.com

Contact Phone: (850) 346-3996 or (850) 293-5007

25-Word Description of Program:

In collaboration with the Gulf Coast Veteran Health Care System, elected federal, state, and local government officials, family members, community service organizations, and the veterans themselves, our goal is to assist all veterans with emphasis on disabled veterans that can't help themselves. We facilitate programs to help homelessness or unhoused among veterans; our goal is to see that every veteran receives the mental and physical care they deserve; implement programs to help veterans reintegrate back into the community; develop programs for women veterans with services directed towards meeting their needs; establish intervention programs that prevent incarceration of veterans. Veteran's Benefits Program, a Veteran Resources Program, a Veteran's Court Program, an Opioid Prevention Program, a Veteran Stand Down Program, a Service Community Relations Program, and a Female Veterans Outreach Program

How many years has your organization been providing services in the County?

18 Years

How many years has your organization received funding from the County? **8 Years**

Explain how receiving funds from the County would have a significant impact on your organization:

Funds will be used to support programs such as Veteran Homeless Stand-down, Veterans Opioid Prevention Program, Women Veterans Program, Disabled Veteran Program, Veteran Memorial Service, Veteran Stand Down and the Veterans Day Parade, etc. Funds will support the programs cost and expenses that occurred during the operation and supplies needed for operation. The impact of receiving funding from the County has helped to sustain the continuing rise in the cost of services as well as operational cost to maintain productivity in services. Since the GCVAC is an all-unpaid volunteer organization and depends on funds from donations the funding will be used exclusively to pay the cost and expense of implementing all GCVAC programs and activities that directly help veterans

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: **$11,875.00**

Briefly discuss how last year's funds were used?

The funding was used to provide services at NAS Pensacola Barrancas National Cemetery on Memorial Day to pay respect to Veterans and their families of those who have given the ultimate sacrifice for this County. We held a Homeless Veterans Stand Down at Brownsville Community Center to provide services to Veterans with the support from the Community Business and Partners in conjunction of services from the Veterans Administration JACC with all their departments to include suicide prevention, Funds were also used to pay the expenses of the annual Veterans Day Parade held downtown on Veterans Day with all Veterans organization participating as well as other organizations and Community business and partners. Funds were used to help supplement materials and supplies for other Veteran programs initiatives. More importantly, we provided day-to-day service to Veterans with assistance on service-connected claims to the VA; we assisted in registering veterans in e-benefits, as well as helped veteran fight claims that were denied with supported documents. We assisted with health issues at the VA. Our goal is to see that every veteran receives the mental and physical care they deserve. We have trained and certified Veteran Service Officers to assist with Veteran’s needs

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County

Since the GCVAC is an all-unpaid volunteer organization and depends on funds from donations the funding will be used to pay the cost and expense of implementing all GCVAC programs that directly help veterans. Funds will be used to support programs such as Veteran Homeless Stand-down, Veterans Opioid Prevention Program, Women Veterans Program, Disabled Veteran Program, etc. Support of programs cost, and expenses occurred during the facilitating of cost of operation and supplies needed to for operation for veterans' programs, events and services. Not do GCVAC have programs and services for helping veterans but also conduct events in the community such as an annual Memorial Service at Barrancas National Cemetery, Veteran's Stand-down, and the Veteran Day Parade.

We are respectfully requesting an increase in funds this year because of the soaring cost over the years. Since our initial request from the County in 2017, costs have risen about 50% to put on these annual events. Please seriously consider our requested increase.

Is your program a governmental function or requirement? If a governmental request, please site

regulatory/statutory requirement. Please explain: N/A

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area We have partnered with:

- Pensacola State College,
- H ER Foundation,
- Veteran Memorial Park,
- NAS Barrancas National Cemetery

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program

We have been serving this community for the past (18) years and are well respected by other veterans' organizations and are one of the leading organizations to assist Veterans needs on a continuous basis.

We can partner with Escambia County Veterans Services and assist the County to serve more than 42,000 veterans and their families' county wide to help veterans obtain benefits, help with Veteran legal matters, and help with Veteran opioid prevention program, etc. The GCVAC has trained and certified Veteran Service Officers that can assist the County VSO with the overall County's Veterans program.

What we do different than other veteran's programs are that we are 100% volunteer staffed, and receive support from the VA, DOD, all other veteran organizations, and community partners to help successfully expedite our programs. And most of our volunteers are veterans themselves.

What makes our program more successful than other peer agencies is that our focus is not on membership, but to assist the needs of all veterans that are members of other agencies, nonmembers of GCVAC, and we do not charge membership fees to be serviced by our organization.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs?

Please provide a breakdown by percentage within each category. *NOTE: Only salaries*

***directly related to the approved program are eligible for funding*.**

Percentage for salaries/administrative costs:**10**% (administrative cost no salaries)
Percentage for direct programming costs: **90**% (program costs, materials, supplies, and fees)

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

We receive support and sponsorship donations directly from the public each year to assist along with the funding from the county to be used in our general funds. We request and receive donations from our corporate partners, local businesses, individuals, and volunteers who give out of pocket donations and community support.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. To my knowledge, there is no duplication of funding.

There are no non-profit donations. Since we are an all-donation funded organization, we solicit donations from the private sector and the community.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Number of Veterans & Families Helped	15220	11922	2867	%
2. Number of Veterans Helped with Benefits and Health Care.	15220	11922	2822	%
3. Helped during Homeless Veterans Stand Down with Services, clothing. Health Care, Food & Referrals Sources on site attendance with one stop one shop.	1630	6519	2023	%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Number of Veterans and families helped	18000
2. Present Events for Veterans and their Families *Veterans Day Parade-Number of Veteran Attendees: 5000 *Veterans Day Parade-Number of Citizen Attendees: 8000 *Veterans Day Parade-Number of Organizations Participating: 300 *Homeless Veterans Stand Down: 3000	 5000 8000 300 3000
3. Provide support for Veteran Benefits/VA Health Care System Registration *Number of Veterans helped w/benefits and healthcare	2000

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. Number of Veterans and families helped	18000
2. Present Events for Veterans and their Families *Veterans Day Parade-Number of Veteran Attendees *Veterans Day Parade-Number of Citizen Attendees *Veterans Day Parade-Number of Organizations Participating *Homeless Veterans Stand Down	5000 8000 300 3000
3. Provide support for Veteran Benefits/VA Health Care System Registration *Number of Veterans helped w/benefits and healthcare	2000

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$ 37,000	$ 39,000	$ 41,000
Programmatic Income	$	$	$
County Funding/Direct Contribution	$ 11,875	$ 11,875	$ 30,000
County Funding by Other Source (a)	$ 5.000	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$ 53,875	$ 50,875	$ 71,000
	$	$	$
	$	$	$

- Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.)

FY24
- County Commissioner District 2 Discretionary funds ____$2500
- County Commissioner District 3 Discretionary funds $1000
- Sheriff's Office $1500

(a) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____
NONE

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$	$	$
Employee Benefits	$	$	$
Professional Services	$ 120	$133	$ 8525
Contractual Services	$ 8500	$ 8500	$ 19500
Travel Expenses	$	$	$
Rentals and Leases	$ 9600	$ 9600	$ 9600
Communication	$ 2500	$ 2500	$ 2750
Postage and Freight	$ 250	$ 250	$ 125
Repair and Maintenance	$	$	$
Printing and Binding	$ 2500	$ 2500	$ 2500
Marketing and Promotion	$	$	$
Fuel	$	$	$
Supplies	$ 4500	$ 4500	$ 5500
Event Expenses	$ 8500	$ 8500	$ 10500
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$ 12000	$ 12000	$ 12000
Total Expenses	$ 48470	$ 48483	$ 71000
Net Income - (Revenue minus Expense)	$ 5405	$ 2392	$250

(a) **Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request**. NONE

(b) **Please explain any request listed in the "Other Expenses" line item.** NONE

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year?

   Calendar Year

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.__NONE
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

   Leftover funds will be used to continue the program for the ensuring year

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
N/A		$
N/A		$
N/A		$
N/A		$
N/A		$

5. Please provide the total amount of cash and investments on hand.

   We average about $8000 in the bank from month to month.

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   No fees are charged for services

7. Does your organization require background checks from volunteers and staff?

   NO

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? N/A
2. How many jobs were created this year over last year by zip code? N/A
3. What is the net cost per job created? N/A

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A
2. Did your agency receive any grants? List the amount and a detailed use of the funds.
3. N/A
4. Was there any increase in membership for the local chambers? N/A
5. What are your agency's statistics on business creation and minority businesses by zip code? N/A
6. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Joseph Herring
Name

Chairman, GCVAC 3-15-2023
Title Date

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Gulf Coast Veterans Advocacy Council, Inc

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) **501(C)(3)**

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

1603 North 58th Ave.

6 City, state, and ZIP code

Pensacola, Fl 32506

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

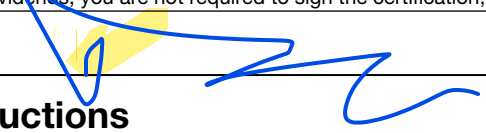
8	0	–	0	3	6	6	3	4	6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person**  **Date** 03/13/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

IRS Department of the Treasury
Internal Revenue Service
P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248156166
Feb. 04, 2015 LTR 4168C 0
80-0366346 000000 00
00016795
BODC: TE

GULF COAST VETERANS ADVOCACY
COUNCIL INC
% ADMINISTRATIVE OFFICE
1603 N 58TH AVE
PENSACOLA FL 32506

026690

Employer Identification Number: 80-0366346
Person to Contact: Mr. Galluppi
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Jan. 26, 2015, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in September 2010.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248156166
Feb. 04, 2015 LTR 4168C 0
80-0366346 000000 00
00016796

GULF COAST VETERANS ADVOCACY
COUNCIL INC
% ADMINISTRATIVE OFFICE
1603 N 58TH AVE
PENSACOLA FL 32506

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Doris P. Kenwright

Doris Kenwright, Operation Mgr.
Accounts Management Operations 1

EDNA M SANDERS
156 OVERLOOK DR
PENSACOLA, FL 32503

May 7, 2024

GULF COAST VETERANS ADVOCACY COUNCIL INC
1603 NORTH 58TH AVE
PENSACOLA, FL 32506

Dear GULF COAST VETERANS ADVOCACY COUNCIL INC,

Thank you for choosing our firm to prepare your income tax returns for tax year 2023. This letter confirms the services we will provide.

We will prepare your federal and state returns for tax year 2023 based on information you provide. Although our work will not include procedures to discover irregularities or inaccuracies in the tax data you provide, we may ask for clarification of certain information, or additional information, so that we can prepare accurate and complete returns for you.

It is your responsibility to provide all necessary information related to income and deductions for tax year 2023, and to respond to our inquiries in a timely manner so that we are able to accurately complete your returns by the appropriate due dates.

You are responsible for maintaining appropriate records, such as official tax documents you receive, receipts and substantiation for your deductions, and purchase and sales information for assets.

It is your responsibility to review your returns before they are filed to determine that all income has been correctly reported and that you have substantiation for your deductions. Filing your returns by the due dates is your responsibility.

If your returns are later selected for review or audit by taxing authorities, we will be glad to assist or represent you if you desire. Our fees for preparing your returns do not include time that might be necessary to assist you during a taxing authority review.

Our fees for preparation of your returns are based upon our standard billing rates plus out-of-pocket expenses. Our invoices are due and payable upon presentation.

If this letter accurately summarizes your understanding of our agreement relating to the preparation of your tax returns, please sign the enclosed copy in the space indicated and return it to us.

Thank you again for choosing our firm to prepare your 2023 tax return. We appreciate your business.

Sincerely,

_____
EDNA M SANDERS

Accepted by:

JOSEPH HERRONS _____ Date 05/08/2024

_____ Date _____

Signed via Verifyle: 663a8dd02ef8da5f

LOCKLIN ACCOUNTING & TAX SERVICES INC
156 OVERLOOK DR
PENSACOLA, FL 32503
Phone: (850) 469-4882
Fax: (866) 610-5619
EDNA@LOCKLINACCOUNTING.COM

May 7, 2024

GULF COAST VETERANS ADVOCACY COUNCIL INC
1603 NORTH 58TH AVE
PENSACOLA, FL 32506

Dear Sir,

I have prepared your 2023 Form 990 based on the information you provided. Please review the enclosed copy and contact me if any records need correcting before being e-filed.

There are no taxes or fees due with the return.

If you have any questions about the return(s) or about GULF COAST VETERANS ADVOCACY COUNCIL INC'stax situation during the year, please do not hesitate to call me at (850) 469-4882. I appreciate this opportunity to serve you.

Sincerely,

EDNA M SANDERS
LOCKLIN ACCOUNTING & TAX SERVICES INC

Privacy Notice
As a tax practitioner, I receive and collect nonpublic personal information from various forms andstatements that you provide. I do not disclose such information unless you instruct me to do so. I maintain physical, electronic,and procedural safeguards that comply with federal regulations to guard your nonpublic personal information.

Signed via Verifyle: 663a8dd02ef8da5f

Federal
Tax Return

GULF COAST VETERANS ADVOCACY COUNCIL INC

2023

LOCKLIN ACCOUNTING & TAX SERVICES INC
156 OVERLOOK DR
PENSACOLA, FL 32503
Phone: (850) 469-4882
Fax: (866) 610-5619
EDNA@LOCKLINACCOUNTING.COM

Signed via Verifyle: 663a8dd02ef8da5f

Form **8868**

(Rev. January 2024)

Department of the Treasury
Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return or Excise Taxes Related to Employee Benefit Plans

File a separate application for each return.
Go to *www.irs.gov/Form8868* for the latest information.

OMB No. 1545-0047

Electronic filing (*e-file*). You can electronically file Form 8868 to request up to a 6-month extension of time to file any of the forms listed below except for Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts. An extension request for Form 8870 must be sent to the IRS in a paper format (see instructions). For more details on the electronic filing of Form 8868, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.*

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Part I — Identification

Type or Print

File by the due date for filing your return. See instructions.

Name of exempt organization, employer, or other filer, see instructions.	Taxpayer identification number (TIN)
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346
Number, street, and room or suite no. If a P.O. box, see instructions.	
1603 NORTH 58TH AVE	
City, town or post office, state, and ZIP code. For a foreign address, see instructions.	
PENSACOLA, FL 32506	

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 4720 (other than individual)	09
Form 4720 (individual)	03	Form 5227	10
Form 990-PF	04	Form 6069	11
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 8870	12
Form 990-T (trust other than above)	06	Form 5330 (individual)	13
Form 990-T (corporation)	07	Form 5330 (other than individual)	14
Form 1041-A	08		

- After you enter your Return Code, complete either Part II or Part III. Part III, including signature, is applicable only for an extension of time to file Form 5330.
- If this application is for an extension of time to file Form 5330, you must enter the following information.

  Plan Name
  Plan Number
  Plan Year Ending (MM/DD/YYYY)

Part II — Automatic Extension of Time To File for Exempt Organizations (see instructions)

The books are in the care of JOSEPH H HERRING
Telephone No. (850) 346-3996 Fax No.

- If the organization does not have an office or place of business in the United States, check this box . . . . . ☐
- If this is for a Group Return, enter the organization's four-digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box . . . . . ☐. If it is for part of the group, check this box. . . . . ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 11/15, 20 24, to file the **exempt organization return** for the organization named above. The extension is for the organization's return for:

☒ calendar year 20 23 or

☐ tax year beginning _____, 20 ____, and ending _____, 20 ____.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$ 0
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$ 0
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$ 0

Signed via Verifyle: 663a8dd02ef8da5f

Part III — Extension of Time To File Form 5330 (see instructions)

1 I request an extension of time until _____, 20 _____, to file Form 5330.

You may be approved for up to a 6-month extension to file Form 5330, after the normal due date of Form 5330.

a	Enter the Code section(s) imposing the tax.	**1a**		
b	Enter the payment amount attached.	**1b**	**$**	
c	For excise taxes under section 4980 or 4980F of the Code, enter the reversion/amendment date (MM/DD/YYYY).	**1c**		

2 State in detail why you need the extension.

Under penalties of perjury, I declare that to the best of my knowledge and belief, the statements made on this form are true, correct, and complete, and that I am authorized to prepare this application.

Signature **Date**

Signed via Verifyle: 663a8dd02ef8da5f

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC
Doing business as:
Number and street (or P.O. box if mail is not delivered to street address): 1603 NORTH 58TH AVE
Room/suite:
City or town: PENSACOLA
State: FL
ZIP code: 32506
Foreign country name / Foreign province/state/county / Foreign postal code:

D Employer identification number: 80-0366346

E Telephone number: (850) 346-3996

G Gross receipts $: 1,450,046

F Name and address of principal officer:
JOSEPH L HERRING 1603 NORTH 58TH AVE, PENSACOLA, FL 3250

H(a) Is this a group return for subordinates? ☐ Yes ☒ No
H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions
H(c) Group exemption number:

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ((insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.GCVACFLALMS.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2010

M State of legal domicile: FL

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Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: PROVIDE SUPPORT SERVICES FOR VETERANS A THEIR FAMILIES

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	7
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	7
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	0
6	Total number of volunteers (estimate if necessary)	6	
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	19,866	30,046
9	Program service revenue (Part VIII, line 2g)	1,187,000	1,420,000
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0	0
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,206,866	1,450,046

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	0	0
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b	Total fundraising expenses (Part IX, column (D), line 25) 0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	1,206,866	1,455,325
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	1,206,866	1,455,325
19	Revenue less expenses. Subtract line 18 from line 12	0	-5,279

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	6,661	1,382
21	Total liabilities (Part X, line 26)	0	0
22	Net assets or fund balances. Subtract line 21 from line 20	6,661	1,382

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Joseph L Herring — 05/08/2024

Signature of officer — Date

JOSEPH L HERRING, CEO

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
EDNA M SANDERS	EDNA M SANDERS	5/7/2024		P00266299

Firm's name: LOCKLIN ACCOUNTING & TAX SERVICES INC — Firm's EIN: 26-2591091
Firm's address: 156 OVERLOOK DR, PENSACOLA, FL 32503 — Phone no.: (850) 469-4882

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Signed via Verifyle: 663a8dd02ef8da5f

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III . . . . . ☐

1 Briefly describe the organization's mission:
The mission of the Gulf Coast Veterans Advocacy Council, Inc. is to be a voice for all veterans concerning mental and physical health care, to advocate needed changes in the veteran health care system, and make recommendations to improve the quality of life for the veterans and their families.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ including grants of $) (Revenue $)
DOD SURPLUS DONATION TO VERTERANS STAND DOWN FOR DISTRUBUTION TO HOMELESS VETERANS AND THEIR FAMILIES. THESE ITEMS CONSIST OF CLOTHING, BOOTS, UNDERGARMENTS, WINTER COATS, BLANKETS, BACKPACKS, SLEEPING BAGS, ETC.

4b (Code:) (Expenses $ including grants of $) (Revenue $)
TRUCK LOAD - FOOD FOR GIVEAWAY DELIVERED IN TRACTOR TRAILORS FOR DISTRIBUTION

4c (Code:) (Expenses $ including grants of $) (Revenue $)
OTHER SERVICES FOR VETERANS AND FAMILIES

4d Other program services (Describe on Schedule O.)
(Expenses $ 0 including grants of $ 0) (Revenue $ 0)

4e Total program service expenses 0

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Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions.	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

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Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	0		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b			
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country ---------- See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			X
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			X
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17			

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Part VI **Governance, Management, and Disclosure** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*
Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	7		
b	Enter the number of voting members included on line 1a, above, who are independent	1b	7		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? .	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official.	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

JOSEPH H HERRING (850) 346-3996

1603 NORTH 58TH, PENSACOLA, FL 32506

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JOSEPH HERRING	40.00									
CEO	40.00			X						
(2) ROBBIE GREGG	40.00									
OFFICER	40.00			X						
(3) JESSIE GAITHER	35.00									
COMPLIANCE OFFICER	35.00			X						
(4) RICHARD ZANI	40.00									
EXECUTIVE SECRETARY	40.00			X						
(5) VERNON WATSON	35.00									
CFO	35.00			X						
(6) KREN BALETIN	40.00									
EXECUTIVE DIRECTOR	40.00			X						
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal**								0	0	0
c **Total from continuation sheets to Part VII, Section A**								0	0	0
d **Total (add lines 1b and 1c)**								0	0	0

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
		0
		0
		0
		0
		0

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

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Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII. ☐

					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a	0				
	b	Membership dues	1b	0				
	c	Fundraising events	1c	0				
	d	Related organizations	1d	0				
	e	Government grants (contributions)	1e	0				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	30,046				
	g	Noncash contributions included in lines 1a–1f	1g	$ 0				
	h	**Total.** Add lines 1a–1f			30,046			
Program Service Revenue				Business Code				
	2a	DOD			800,000			
	b	Government Grant			620,000			
	c				0			
	d				0			
	e				0			
	f	All other program service revenue			0			
	g	**Total.** Add lines 2a–2f			1,420,000			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)			0			
	4	Income from investment of tax-exempt bond proceeds			0			
	5	Royalties			0			
				(i) Real / (ii) Personal				
	6a	Gross rents	6a					
	b	Less: rental expenses	6b					
	c	Rental income or (loss)	6c	0 / 0				
	d	Net rental income or (loss)			0			
				(i) Securities / (ii) Other				
	7a	Gross amount from sales of assets other than inventory	7a	0 / 0				
	b	Less: cost or other basis and sales expenses	7b	0 / 0				
	c	Gain or (loss)	7c	0 / 0				
	d	Net gain or (loss)			0			
	8a	Gross income from fundraising events (not including $ 0 of contributions reported on line 1c). See Part IV, line 18	8a	0				
	b	Less: direct expenses	8b	0				
	c	Net income or (loss) from fundraising events			0			
	9a	Gross income from gaming activities. See Part IV, line 19	9a	0				
	b	Less: direct expenses	9b	0				
	c	Net income or (loss) from gaming activities			0			
	10a	Gross sales of inventory, less returns and allowances	10a	0				
	b	Less: cost of goods sold	10b	0				
	c	Net income or (loss) from sales of inventory			0			
Miscellaneous Revenue				Business Code				
	11a				0			
	b				0			
	c				0			
	d	All other revenue			0			
	e	**Total.** Add lines 11a–11d			0			
	12	**Total revenue.** See instructions.			1,450,046	0	0	0

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☐

	Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	0			
2	Grants and other assistance to domestic individuals. See Part IV, line 22	0			
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	0			
4	Benefits paid to or for members	0			
5	Compensation of current officers, directors, trustees, and key employees	0		0	
6	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7	Other salaries and wages	0			
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	0			
9	Other employee benefits	0			
10	Payroll taxes	0			
11	Fees for services (nonemployees):				
a	Management	0			
b	Legal	61	61		
c	Accounting	2,550	2,550		
d	Lobbying	0			
e	Professional fundraising services. See Part IV, line 17	0			
f	Investment management fees	0			
g	Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	0		0	
12	Advertising and promotion	2,674	2,674		
13	Office expenses	2,148	2,148		
14	Information technology	1,105	1,105		
15	Royalties	0			
16	Occupancy	8,312	8,312		
17	Travel	0			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	1,820	1,820		
19	Conferences, conventions, and meetings	0			
20	Interest	0			
21	Payments to affiliates	0			
22	Depreciation, depletion, and amortization	0	0	0	0
23	Insurance	1,196	1,196		
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a	TELEPHONE	7,098	7,098		
b	ADMINISTRATIVE/SUBSCRIPTIONS	7,261	7,261		
c	CONTRACT LABOR	1,100	1,100		
d	PROGRAM SERVICES	1,420,000	1,420,000		
e	All other expenses	0	0		
25	**Total functional expenses.** Add lines 1 through 24e	1,455,325	1,455,325	0	0
26	**Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	6,661	1	1,382
	2	Savings and temporary cash investments	0	2	
	3	Pledges and grants receivable, net	0	3	0
	4	Accounts receivable, net	0	4	0
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)	0	6	
	7	Notes and loans receivable, net	0	7	0
	8	Inventories for sale or use	0	8	
	9	Prepaid expenses and deferred charges	0	9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 0			
	b	Less: accumulated depreciation — 10b: 0	0	10c	0
	11	Investments—publicly traded securities	0	11	0
	12	Investments—other securities. See Part IV, line 11	0	12	0
	13	Investments—program-related. See Part IV, line 11	0	13	0
	14	Intangible assets	0	14	0
	15	Other assets. See Part IV, line 11	0	15	0
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	6,661	16	1,382
Liabilities	17	Accounts payable and accrued expenses	0	17	
	18	Grants payable	0	18	
	19	Deferred revenue	0	19	
	20	Tax-exempt bond liabilities	0	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D	0	21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	22	
	23	Secured mortgages and notes payable to unrelated third parties	0	23	0
	24	Unsecured notes and loans payable to unrelated third parties	0	24	0
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D	0	25	0
	26	**Total liabilities.** Add lines 17 through 25	0	26	0
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ☐ and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	0	27	
	28	Net assets with donor restrictions	0	28	
		Organizations that do not follow FASB ASC 958, check here ☒ and complete lines 29 through 33.			
	29	Capital stock or trust principal, or current funds	0	29	
	30	Paid-in or capital surplus, or land, building, or equipment fund	10,749	30	10,749
	31	Retained earnings, endowment, accumulated income, or other funds	-4,088	31	-9,367
	32	Total net assets or fund balances	6,661	32	1,382
	33	Total liabilities and net assets/fund balances	6,661	33	1,382

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,450,046
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,455,325
3	Revenue less expenses. Subtract line 2 from line 1	3	-5,279
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	6,661
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,382

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☒ Cash ☐ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both.			
	☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b		X
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both.			
	☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c		
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in section **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations 0

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total					0	0

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	40,651	30,856	1,511,651	1,206,866	1,450,046	4,240,070
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0
4 **Total.** Add lines 1 through 3	40,651	30,856	1,511,651	1,206,866	1,450,046	4,240,070
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						4,240,070

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	40,651	30,856	1,511,651	1,206,866	1,450,046	4,240,070
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
11 **Total support.** Add lines 7 through 10						4,240,070

12 Gross receipts from related activities, etc. (see instructions) . . . **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f))	**14**	100.00%
15 Public support percentage from 2022 Schedule A, Part II, line 14	**15**	100.00%

16a **33 1/3% support test—2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . X

b **33 1/3% support test—2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . ☐

17a **10%-facts-and-circumstances test—2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . ☐

b **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						0
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						0
3 Gross receipts from activities that are not an unrelated trade or business under section 513						0
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
5 The value of services or facilities furnished by a governmental unit to the organization without charge						0
6 **Total.** Add lines 1 through 5	0	0	0	0	0	0
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						0
c Add lines 7a and 7b	0	0	0	0	0	0
8 **Public support** (Subtract line 7c from line 6.)						0

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6	0	0	0	0	0	0
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						0
c Add lines 10a and 10b	0	0	0	0	0	0
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						0
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	0	0	0	0	0	0

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	0.00%
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	0.00%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	0.00%
18 Investment income percentage from **2022** Schedule A, Part III, line 17	18	0.00%

19a **33 1/3% support tests—2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

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Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s), or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**)*. **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**	0	0
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**	0	0

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**	0	0
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**	0	0
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**	0	0
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**	0	0
6 Multiply line 5 by 0.035.	**6**	0	0
7 Recoveries of prior-year distributions	**7**	0	0
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**	0	0

Section C - Distributable Amount		Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**	0
2 Enter 0.85 of line 1.	**2**	0
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**	0
4 Enter greater of line 2 or line 3.	**4**	0
5 Income tax imposed in prior year	**5**	
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**	0

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	0
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2023 from Section C, line 6	9	0
10	Line 8 amount divided by line 9 amount	10	0.000

	Section E - Distribution Allocations (see instructions)	(i) **Excess Distributions**	(ii) **Underdistributions Pre-2023**	(iii) **Distributable Amount for 2023**
1	Distributable amount for 2023 from Section C, line 6			0
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018 0			
b	From 2019 0			
c	From 2020 0			
d	From 2021 0			
e	From 2022 0			
f	**Total** of lines 3a through 3e	0		
g	Applied to underdistributions of prior years		0	
h	Applied to 2023 distributable amount			0
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.	0		
4	Distributions for 2023 from Section D, line 7: $ 0			
a	Applied to underdistributions of prior years		0	
b	Applied to 2023 distributable amount			0
c	Remainder. Subtract lines 4a and 4b from line 4.	0		
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.		0	
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			0
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.	0		
8	Breakdown of line 7:			
a	Excess from 2019 0			
b	Excess from 2020 0			
c	Excess from 2021 0			
d	Excess from 2022 0			
e	Excess from 2023 0			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization	**Employer identification number**
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3 % support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

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Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	ESCAMBIA COUNTY 221 PALAFOX ST SUITE 440 PENSACOLA FL 32502 Foreign State or Province: Foreign Country:	$ 2,685	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	DOD SURPLUS DONATION 1100 DEFENSE PENTAGON WASHINGTON DC 20301 Foreign State or Province: Foreign Country:	$ 800,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	COMMISSIONER MAY DISTRICT 3 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 1,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	COMMISSIONER MIKE KOHLER DISTRICT 2 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 2,500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	LA RUBY MAY 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 1,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	MEMBERS FIRST CREDIT UNION 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	PEN AIR CREDIT UNION 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 5,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	BISAYAN CONNECTION PENSACOLA 7421 PETYERSON LN PENSACOLA FL 32506 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	STEP ONE AUTOMOTIVE GROUP 5600 PENSACOLA BLVD PENSACOLA FL 32505 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	PENSACOLA ENERGY 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
11	FOOD DONATION 1 PENSACOLA FL 32503 Foreign State or Province: Foreign Country:	$ 620,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
12	VARIOUS CONTRIBUTORS VARIOUS PENSACOLA FL 32503 Foreign State or Province: Foreign Country:	$ 1,849	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
13	STUDER FOUNDATION P O BOX 2096 PENSACOLA FL 32513 Foreign State or Province: Foreign Country:	$ 2,500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
14	AMERICAN LEGION POST 240 8666 BULF BEACH HWY PENSACOLA FL 32507 Foreign State or Province: Foreign Country:	$ 200	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
15	PETE MOORE AUTOMOTIVE TEAM 1 PENSACOLA FL 32507 Foreign State or Province: Foreign Country:	$ 1,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
16	PETERSON ENGINEERING INC 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 1,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
17	WELLCARE 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 5,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

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Name of organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Part III ***Exclusively*** **religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this information once. See instructions.) $ 0

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

SCHEDULE C
(Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under Section 501(c) and Section 527

Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

If the organization answered "Yes" on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then:

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then:

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then:

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	**Employer identification number**
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. See instructions for definition of "political campaign activities."

2 Political campaign activity expenditures. See instructions . . . . . $

3 Volunteer hours for political campaign activities. See instructions . . . . . .

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 . . . . . $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 . . . . $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? . . . . . ☐ **Yes** ☐ **No**

4a Was a correction made? . . . . . ☐ **Yes** ☐ **No**

b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities . . . . . $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities . . . . . $

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b . . . . . $ 0

4 Did the filing organization file **Form 1120-POL** for this year? . . . . . ☐ **Yes** ☐ **No**

5 Enter the names, addresses, and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

	(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals
1a	Total lobbying expenditures to influence public opinion (grassroots lobbying)		0
b	Total lobbying expenditures to influence a legislative body (direct lobbying)		0
c	Total lobbying expenditures (add lines 1a and 1b)	0	0
d	Other exempt purpose expenditures		0
e	Total exempt purpose expenditures (add lines 1c and 1d)	0	0
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	0	0
g	Grassroots nontaxable amount (enter 25% of line 1f)	0	0
h	Subtract line 1g from line 1a. If zero or less, enter -0-	0	0
i	Subtract line 1f from line 1c. If zero or less, enter -0-	0	0

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
not over $500,000	20% of the amount on line 1e.
over $500,000 but not over $1,000,000,	$100,000 plus 15% of the excess over $500,000.
over $1,000,000 but not over $1,500,000,	$175,000 plus 10% of the excess over $1,000,000.
over $1,500,000 but not over $17,000,000,	$225,000 plus 5% of the excess over $1,500,000.
over $17,000,000,	$1,000,000.

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ **Yes** ☐ **No**

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)		(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) Total
2a	Lobbying nontaxable amount		0	0	0	0
b	Lobbying ceiling amount (150% of line 2a, column(e))					0
c	Total lobbying expenditures		0	0	0	0
d	Grassroots nontaxable amount		0	0	0	0
e	Grassroots ceiling amount (150% of line 2d, column (e))					0
f	Grassroots lobbying expenditures		0	0	0	0

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

Part II-B **Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).**

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a) Yes	(a) No	(b) Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			0
2a Did the activities in line 1 cause the organization to not be described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	**1**		
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	**2**		
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	**3**		

Part III-B **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."**

1	Dues, assessments and similar amounts from members	**1**	
2	Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	**2a**	
b	Carryover from last year	**2b**	
c	Total	**2c**	0
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	**3**	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditures next year?	**4**	
5	Taxable amount of lobbying and political expenditures. See instructions	**5**	0

Part IV **Supplemental Information**

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

Part IV **Supplemental Information** *(continued)*

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Form 990, Part VI, Section A, Line 11b: The Form 990 is maintained at the office and is available for review

Form 990, Part VI, Section C, Line 19: The Form 990 is maintained at the office and is available for review

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Electronic Filing Only

Signed via Verifyle: 663a8dd02ef8da5f

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning _____, 2023, and ending _____, 20 _____

Do not send to the IRS. Keep for your records.

Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer
GULF COAST VETERANS ADVOCACY COUNCIL INC

EIN or SSN
80-0366346

Name and title of officer or person subject to tax
JOSEPH L HERRING — CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	X	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	1,450,046
2a	**Form 990-EZ** check here		**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here		**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here		**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here		**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here		**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here		**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here		**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here		**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here		**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) GULF COAST VETERANS ADVOCACY COUNCIL, (EIN) 80-0366346 and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize LOCKLIN ACCOUNTING & TAX SERVICES INC (**ERO firm name**) to enter my PIN 64366 (**Enter five numbers, but do not enter all zeros**) as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax: JOSEPH HERRING — Date: 05/08/2024

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN: 50150332501 (**Do not enter all zeros**)

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature: EDNA M SANDERS — Date: 5/7/2024

ERO Must Retain This Form—See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Signed via Verifyle: 663a8dd02ef8da5f

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning _____, 2023, and ending _____, 20 _____

Do not send to the IRS. Keep for your records.

Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer
GULF COAST VETERANS ADVOCACY COUNCIL INC

EIN or SSN
80-0366346

Name and title of officer or person subject to tax
JOSEPH L HERRING — CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	☐	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	
2a	**Form 990-EZ** check here	☐	**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here	☐	**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here	☐	**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here	☒	**b** **Balance due** (Form 8868, line 3c)	**5b**	0
6a	**Form 990-T** check here	☐	**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here	☐	**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here	☐	**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here	☐	**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here	☐	**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☐ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) GULF COAST VETERANS ADVOCACY COUNCIl, (EIN) 80-0366346 and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize LOCKLIN ACCOUNTING & TAX SERVICES INC (**ERO firm name**) to enter my PIN 64366 (**Enter five numbers, but do not enter all zeros**) as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax JOSEPH HERRING Date 5/7/2024

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 50150332501 (**do not enter all zeros**)

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature EDNA M SANDERS Date

ERO Must Retain This Form—See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Signed via Verifyle: 663a8dd02ef8da5f

The following questions should be answered in the context of the **FEDERAL** return being electronically filed.
Responses for state efiles are below.

Check ("x") this column to see more information, when available.

☐ Name of signing officer or fiduciary . JOSEPH HERRING

☐ Check ("X") if foreign officer and does not have a SSN/TIN

OR

☐ Check ("X") if officer opts not to provide SSN/ITIN

OR

Enter SSN/EIN of signing officer or fiduciary 266-80-9825

Form family applicability				
1065	1120/F	1120S	990	1041
Y	Y	Y	Y	Y
Y	Y	Y		Y
Y	Y	Y		
	Y	Y		
Y	Y	Y		
Y	Y	Y		
				Y
Y	Y	Y		Y
	Y	Y		Y

☐ Total Income from Prior Year return . . . . . .

☐ If claiming deduction for Salary & Wages on current year return, mark this box ☐
and enter the **COUNT** of original W2's reported to SSA for this tax year. .

☐ If claiming Compensation of Officers on current year return, mark this box ☐
and enter the number of officers . . . . . .

☐ Parent Company Name . . . . . .
Parent Company EIN . . . . . .

☐ Business's Primary Physical Address:
Street 1603 NORTH 58TH AVE
Line 2
City PENSACOLA St FL Zip 32506
Country Province Postal Code

☐ Grantor Name . . . . . .
Grantor SSN . . . . . .

☐ Indicate which, if any, of the following forms this entity is required to file.
☐ 720 ☐ 990 ☐ 1042

☐ 940 ☐ 941 ☐ 943 ☐ 944 ☐ 945

☐ Were estimated tax payments made for this entity towards the current tax year's liability?
☐ Yes ☐ No

Note: For EFTPS Confirmation Number, if more than 15 digits, enter the first 15 digits.

First Payment, regardless of quarter or date paid.

Method Direct Debit/ACH ☐ Cash ☐ Check ☐ EFTPS ☐

Amount paid with first quarter . . . . . .

Date payment was requested to be debited . . . . . .

For Cash payments, date cash was deposited. For Check payments, date on check.

Last 4 digits of account number for Direct Debit/ACH or EFTPS payment . .

EFTPS Confirmation Number . . . . . .

Note: For EFTPS Confirmation Number, if more than 15 digits, enter the first 15 digits.

Last Payment, regardless of quarter or date paid.

Do NOT use if only one estimated payment was made.

Method Direct Debit/ACH ☐ Cash ☐ Check ☐ EFTPS ☐

Amount of last payment . . . . . .

Date payment was requested to be debited . . . . . .

For Cash payments, date cash was deposited. For Check payments, date on check.

Last 4 digits of account number for Direct Debit/ACH or EFTPS payment . .

EFTPS Confirmation Number . . . . . .

Signed via Verifyle: 663a8dd02ef8da5f

Books in Care Of (8868)

Name			
[X] Person / [ ] Business: JOSEPH H HERRING			
Address: 1603 NORTH 58TH		Fax no.	Telephone no.: (850) 346-3996
City: PENSACOLA	State: FL	Zip code: 32506	Foreign country

Electronic Filing Information (8868)

Signature Method

[X] Option (1) - Using Practitioner PIN. Use Section (A) below.

[ ] Option (2) - Scanned 8453-TE.

PIN Information Enter information below

	(A) Practitioner PIN:			
	PIN (5 Digits)	TP entered	ERO entered	
Taxpayer PIN:	64366	[ ]	[X]	If the ERO entered taxpayer PIN, you must fill out the 8879-TE (IRS e-file Signature Authorization Form).
ERO PIN:	32501			

EFIN

Enter your 6-digit EFIN number. You can enter EFINs in the Preparer Table.

EFIN: 501503

Submission ID

The Submission ID for this e-File will be computed automatically when an EFIN is entered above. It will only be regenerated if a 'Rejected by EFC' or 'Rejected by Agency' acknowledgement is received and the e-File is recreated.

Submission ID: 5015032024105n7pfki8

Name Control

Click here to see Knowledge Base Document 14500, for more information on Name Controls

GULF

Organization Information

Please enter all taxpayer demographic data on the Main Information form.

Officer name	Officer Title	Date return signed
JOSEPH L HERRING	CEO	05/07/2024
Officer Email address	**Officer Phone**	**Officer Foreign phone**
JOSEPHHERRING.GCVAC@GMAIL.COM	(850) 346-3996	

Signed via Verifyle: 663a8dd02ef8da5f

Payment Options for Electronically Filed Extension (8868)

Zero Balance Option

[X] Taxes have been paid in full.

Payment Options

[ ] You owe $0 in tax liability.

[ ] Direct Debit. Complete the Bank Information on the Bank Account Info form. Be sure to include the payment date below.

[ ] Electronic Federal Tax Payment System (EFTPS). Visit http://www.eftps.gov/

Bank Information

Tax Payer's Bank Information:

Routing number:

Account number:

Type of account: [ ] Checking [ ] Savings

If a payment is due, enter the date of payment and the amount you will pay.

This date may not be before today's date or after May 15, 2024 to avoid penalties and interest.

Date

Amount to Pay 0

Perjury Statement
Under penalties of perjury, I declare that I am an officer of the above exempt organization and that I have examined a copy of the exempt organization's 2023 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, it is true, correct, and complete.

Consent to Disclosure
I consent to allow my electronic return originator (ERO), transmitter, or intermediate service provider to send the exempt organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) an indication of any refund offset, (c) the reason for any delay in processing the return or refund, and (d) the date of any refund.

Officer's Signature
I am signing this Tax Return and Electronic Funds Withdrawal Consent, if applicable, by entering my self-selected PIN below.

Officer's PIN 64366 Date: 5/7/2024

ERO Declaration
I declare that the information contained in this electronic return is the information furnished to me by the corporation. If the exempt organization furnished me a completed return, I declare that the information contained in this electronic return is identical to that contained in the return provided by the exempt organization. If the furnished return was signed by a paid preparer, I declare I have entered the paid preparer's identifying information in the appropriate portion of this electronic return. If I am the paid preparer, under the penalties of perjury, I declare that I have examined this electronic return, and to the best of my knowledge and belief, it is true, correct, and complete. This declaration is based on all information of which I have any knowledge.

ERO Signature
I am signing this tax return by entering my PIN below:
ERO's PIN 50150332501
(Enter EFIN plus 5 self-selected numerics)

Signed via Verifyle: 663a8dd02ef8da5f

Where to File (8868)

☐ Do NOT mail form 8453-TE. A signed, scanned copy must be attached to the electronic return.
From the E-Services menu, select E-File, then 'Attachments for 1120 / 990 / 1065'.

☐ File Form 8868 at the applicable IRS address listed below.
Department of the Treasury
Internal Revenue Service Center
Ogden, UT 84201-0045

Accounting Period Changes (990)

If the organization has changed its accounting period, it must file a Form 990 for the short period resulting from the change.
Indicate the approval method that applies to this accounting period change:

☐ Revenue Procedure 85-58 rules apply

☐ Form 1128 was approved

Part I, Ln 1 and Part III, Ln 1 (990) - Organization's Mission or Most Significant Activities

Part I Line 1 - Briefly describe the organization's mission or most significant activities: **Limit to 220 characters.**

PROVIDE SUPPORT SERVICES FOR VETERANS AND THEIR FAMILIES

Part III Line 1 - Briefly describe the organization's mission: **Limit to 350 characters.**

The mission of the Gulf Coast Veterans Advocacy Council, Inc. is to be a voice for all veterans concerning mental and physical health care, to advocate needed changes in the veteran health care system, and make recommendations to improve the quality of life for the veterans and their families.

Part VI, Line 20 (990) - Books in Possession Of

Name			Phone Number
JOSEPH H HERRING			(850) 346-3996
Address			Foreign Country
1603 NORTH 58TH			
City, Town, or Post Office	State	Zip Code	
PENSACOLA	FL	32506	

Signed via Verifyle: 663a8dd02ef8da5f

Part VII, Section B, Line 1 (990) - Highest Compensated Independent Contractors

Name and address of each independent contractor paid more than $100,000	Description of Services	Compensation
Name Street **1.** City ST ZIP Check if Business ☐ Foreign Country Foreign Province Postal Code	Explanation	
Name Street **2.** City ST ZIP Check if Business ☐ Foreign Country Foreign Province Postal Code	Explanation	
Name Street **3.** City ST ZIP Check if Business ☐ Foreign Country Foreign Province Postal Code	Explanation	
Name Street **4.** City ST ZIP Check if Business ☐ Foreign Country Foreign Province Postal Code	Explanation	
Name Street **5.** City ST ZIP Check if Business ☐ Foreign Country Foreign Province Postal Code	Explanation	

Part VIII, Lines 1a-h (990) - Contributions, Gifts, Grants, and Other Amounts

			Cash	Noncash
1	Federated Campaigns	**1**		
2	Membership dues	**2**		
3	Fundraising events	**3**		
4	Related organizations	**4**		
5	Government grants (contributions)	**5**		
6	All other contributions, gifts, grants, and similar amounts not included above:			
	Individual Contributions		30,046	
	Other contributions total	**6**	30,046	0
7	Total	**7**	30,046	0

Signed via Verifyle: 663a8dd02ef8da5f

Part VIII, Line 7 (990) - Gain/Loss from Sale of Assets Other than Inventory

	Gross sales	Cost, other basis and expenses
Total Public Securities:	0	0
Total Non-Public Securities:	0	0
Total Other Sales:	0	0

	Description	CUSIP #	Check if gain/loss is from sale of public securities	Check if gain/loss is from sale of non public securities	Check if purchaser is a business	Purchaser	Date acquired	Acquisition method	Date sold	Gross sales price	Cost or other basis (Enter one field only)		Expense of sale and cost of improve-ments	Depreciation	Description of Basis Method
											Cost	Donated value			
1															

Signed via Verifyle: 663a8dd02ef8da5f

Part VIII, Line 10 (990) - Gross Sales of Inventory

	Category	Gross Sales	Cost of Goods Sold	Net
	Total:	0	0	0
1				0

Part IX, Line 22 (990) - Depreciation, Depletion, and Amortization

			(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
1	Depreciation	1	0			
2	Depletion	2	0			
3	Amortization	3	0			
4	Total	4	0	0	0	0

Part X, Line 3 (990) - Pledges and Grants Receivable

			Pledges and grants receivable		Allowance for doubtful accounts	
			Beginning	End	Beginning	End
1		1	0		0	
2		2	0		0	
3		3	0		0	
4		4	0		0	
5		5	0		0	
6		6	0		0	
7		7	0		0	
8		8	0		0	
9		9	0		0	
10		10	0		0	
11	Total pledges and grants receivable	11	0	0	0	0

Part X, Line 4 (990) - Accounts Receivable

			Accounts receivable		Allowance for doubtful accounts	
			Beginning	End	Beginning	End
1		1	0		0	
2		2	0		0	
3		3	0		0	
4		4	0		0	
5		5	0		0	
6		6	0		0	
7		7	0		0	
8		8	0		0	
9		9	0		0	
10		10	0		0	
11	Total accounts receivable	11	0	0	0	0

Signed via Verifyle: 663a8dd02ef8da5f

Part X, Line 7 (990) - Other Notes

	Total:	0	0	0	0	
	Borrower's name	Original amount	Net balance due beginning of year	Balance due end of year	Allowance for doubtful accounts end of year	Purpose of loan
1						

Signed via Verifyle: 663a8dd02ef8da5f

Part X, Lines 10a and 10b (990) - Land, Buildings, and Equipment

		Before Disposition:	0	0	0			
		Less Disposed:	0					
	*** Asset disposed during tax year**	**After Disposition:**	0			0	0	0

	Asset Description and Classification		Beginning of Year			End of Year		
Check (X) if Investment Asset	Category or Item	Asset Classification	Cost/Other Basis	Beginning Accumulated Depreciation	Beginning Balance	Current Year Depreciation	Ending Accumulated Depreciation	Ending Balance

Signed via Verifyle: 663a8dd02ef8da5f

Part X, Lines 11 and 12 (990) - Investments - Securities

					Total:	0	0	0
	Description	Check if Publicly Traded Securities?	Check if Financial Derivatives	Check if Closely-Held Equity Interests	Number of Shares/ Face Value	Value at Time of Donation	Beginning Balance Book Value	Ending Balance Book Value
1								0

Signed via Verifyle: 663a8dd02ef8da5f

Part X, Line 13 (990) - Investments - Program Related

		Total:	0	0	0
	Description		Book value	Beginning	Ending
1					0

Signed via Verifyle: 663a8dd02ef8da5f

Part X, Line 14 (990) - Intangible Assets

		Before Disposition:	0	0	0			
		Less Disposed:	0					
	*** Asset disposed during tax year**	**After Disposition:**	0			0	0	0

	Asset Description and Classification		Beginning of Year			End of Year		
Check (X) if Investment Asset	Category or Item	Asset Classification	Cost/Other Basis	Beginning Accumulated Amortization	Beginning Balance	Current Year Amortization	Ending Accumulated Amortization	Ending Balance

Signed via Verifyle: 663a8dd02ef8da5f

Part X, Line 15 (990) - Other Assets

	Description	Beginning	End
	Total:	0	0
1			

Part X, Lines 23 and 24 (990) - Secured and Unsecured Notes Payable

	Lender's name	Check if Unsecured	Balance due beginning of year	Balance due end of year
	Total:		0	0
1				

Part X, Line 25 (990) - Other Liabilities

	Description	Beginning	End
	Total:	0	0
1	Federal income taxes	0	0
2			

Late Filing Penalty (990)

End of tax year	12/31/2023
Tax return due date	5/15/2024
Extended due date	11/15/2024

Late payment penalty and late interest do not apply.

Late Filing Penalty

Enter the due date or extended due date if extension was filed	11/15/2024	
Enter the date the tax return will be filed		
Enter the amount of Gross Receipts	1,450,046	
Number of days filed late	0	
Penalty per day	120	
Total late filing penalty		0
Total Late Filing Penalty		0

Where to File (990)

For tax years beginning on or after July 2, 2019, section 3101 of P. L. 116-25 requires that returns by exempt organizations be filed electronically. See instructions for more information.

Signed via Verifyle: 663a8dd02ef8da5f

EDNA M SANDERS
156 OVERLOOK DR
PENSACOLA, FL 32503

March 22, 2023

GULF COAST VETERANS ADVOCACY COUNCIL INC
1603 NORTH 58TH AVE
PENSACOLA, FL 32506

Dear GULF COAST VETERANS ADVOCACY COUNCIL INC,

Thank you for choosing our firm to prepare your income tax returns for tax year 2022. This letter confirms the services we will provide.

We will prepare your federal and state returns for tax year 2022 based on information you provide. Although our work will not include procedures to discover irregularities or inaccuracies in the tax data you provide, we may ask for clarification of certain information, or additional information, so that we can prepare accurate and complete returns for you.

It is your responsibility to provide all necessary information related to income and deductions for tax year 2022, and to respond to our inquiries in a timely manner so that we are able to accurately complete your returns by the appropriate due dates.

You are responsible for maintaining appropriate records, such as official tax documents you receive, receipts and substantiation for your deductions, and purchase and sales information for assets.

It is your responsibility to review your returns before they are filed to determine that all income has been correctly reported and that you have substantiation for your deductions. Filing your returns by the due dates is your responsibility.

If your returns are later selected for review or audit by taxing authorities, we will be glad to assist or represent you if you desire. Our fees for preparing your returns do not include time that might be necessary to assist you during a taxing authority review.

Our fees for preparation of your returns are based upon our standard billing rates plus out-of-pocket expenses. Our invoices are due and payable upon presentation.

If this letter accurately summarizes your understanding of our agreement relating to the preparation of your tax returns, please sign the enclosed copy in the space indicated and return it to us.

Thank you again for choosing our firm to prepare your 2022 tax return. We appreciate your business.

Sincerely,

_____
EDNA M SANDERS

Accepted by:

JOSEPH HERRONS
_____ Date 03/22/2023

_____ Date _____

Signed via Verifyle: 641b4735ee197803

LOCKLIN ACCOUNTING & TAX SERVICES INC
156 OVERLOOK DR
PENSACOLA, FL 32503
Phone: (850) 469-4882
Fax: (866) 610-5919
EDNA@LOCKLINACCOUNTING.COM

March 22, 2023

GULF COAST VETERANS ADVOCACY COUNCIL INC
1603 NORTH 58TH AVE
PENSACOLA, FL 32506

Dear Sir,

I have prepared your 2022 Form 990 based on the information you provided. Please review the enclosed copy and contact me if any records need correcting before being e-filed.

There are no taxes or fees due with the return.

If you have any questions about the return(s) or about GULF COAST VETERANS ADVOCACY COUNCIL INC's tax situation during the year, please do not hesitate to call me at (850) 469-4882. I appreciate this opportunity to serve you.

Sincerely,

EDNA M SANDERS
LOCKLIN ACCOUNTING & TAX SERVICES INC

Privacy Notice
As a tax practitioner, I receive and collect nonpublic personal information from various forms and statements that you provide. I do not disclose such information unless you instruct me to do so. I maintain physical, electronic, and procedural safeguards that comply with federal regulations to guard your nonpublic personal information.

Signed via Verifyle: 641b4735ee197803

Federal
Tax Return

GULF COAST VETERANS ADVOCACY COUNCIL INC

2022

LOCKLIN ACCOUNTING & TAX SERVICES INC
156 OVERLOOK DR
PENSACOLA, FL 32503
Phone: (850) 469-4882
Fax: (866) 610-5919
EDNA@LOCKLINACCOUNTING.COM

Signed via Verifyle: 641b4735ee197803

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC
Doing business as:
Number and street (or P.O. box if mail is not delivered to street address): 1603 NORTH 58TH AVE
Room/suite:
City or town: PENSACOLA
State: FL
ZIP code: 32506
Foreign country name / Foreign province/state/county / Foreign postal code:

D Employer identification number: 80-0366346

E Telephone number: (850) 346-3996

G Gross receipts $: 1,206,866

F Name and address of principal officer:
JOSEPH L HERRING 1603 NORTH 58TH AVE, PENSACOLA, FL 3250

H(a) Is this a group return for subordinates? ☐ Yes ☒ No
H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions
H(c) Group exemption number:

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ((insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.GCVACFLALMS.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2010

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: PROVIDE SUPPORT SERVICES FOR VETERANS A THEIR FAMILIES

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	7
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	7
5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	0
6	Total number of volunteers (estimate if necessary)	6	163
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	24,781	19,866
9	Program service revenue (Part VIII, line 2g)	1,487,000	1,187,000
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0	0
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,511,781	1,206,866

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	0	0
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b	Total fundraising expenses (Part IX, column (D), line 25) 0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	1,516,715	1,206,866
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	1,516,715	1,206,866
19	Revenue less expenses. Subtract line 18 from line 12	-4,934	0

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	9,950	6,661
21	Total liabilities (Part X, line 26)	0	0
22	Net assets or fund balances. Subtract line 21 from line 20	9,950	6,661

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

JOSEPH HERRING — 3/21/2023
Signature of officer — Date
JOSEPH L HERRING — CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
EDNA M SANDERS	EDNA M SANDERS	3/22/2023		P00266299

Firm's name: LOCKLIN ACCOUNTING & TAX SERVICES INC — Firm's EIN: 26-2591091
Firm's address: 156 OVERLOOK DR, PENSACOLA, FL 32503 — Phone no.: (850) 469-4882

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.
HTA

Form **990** (2022)

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III . . . . . ☐

1 Briefly describe the organization's mission:
The mission of the Gulf Coast Veterans Advocacy Council, Inc. is to be a voice for all veterans concerning mental and physical health care, to advocate needed changes in the veteran health care system, and make recommendations to improve the quality of life for the veterans and their families.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ including grants of $) (Revenue $)
DOD SURPLUS DONATION TO VERTERANS STAND DOWN FOR DISTRUBUTION TO HOMELESS VETERANS AND THEIR FAMILIES. THESE ITEMS CONSIST OF CLOTHING, BOOTS, UNDERGARMENTS, WINTER COATS, BLANKETS, BACKPACKS, SLEEPING BAGS, ETC.

4b (Code:) (Expenses $ including grants of $) (Revenue $)
TRUCK LOAD - FOOD FOR GIVEAWAY DELIVERED IN TRACTOR TRAILORS FOR DISTRIBUTION

4c (Code:) (Expenses $ including grants of $) (Revenue $)
OTHER SERVICES FOR VETERANS AND FAMILIES

4d Other program services (Describe on Schedule O.)
(Expenses $ 0 including grants of $ 0) (Revenue $ 0)

4e Total program service expenses 0

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions.	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	0		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b			X
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			X
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			X
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17			X

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Part VI **Governance, Management, and Disclosure** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*
Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	7		
b	Enter the number of voting members included on line 1a, above, who are independent	1b	7		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? .	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official.	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

JOSEPH H HERRING (850) 346-3996

1603 NORTH 58TH, PENSACOLA, FL 32506

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Part VII **Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JOSEPH HERRING	40.00									
CEO	40.00			X						
(2) ROBBIE GREGG	40.00									
OFFICER	40.00			X						
(3) JESSIE GAITHER	35.00									
COMPLIANCE OFFICER	35.00			X						
(4) RICHARD ZANI	40.00									
EXECUTIVE SECRETARY	40.00			X						
(5) VERNON WATSON	35.00									
CFO	35.00			X						
(6) KREN BALETIN	40.00									
EXECUTIVE DIRECTOR	40.00			X						
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal**								0	0	0
c **Total from continuation sheets to Part VII, Section A**								0	0	0
d **Total (add lines 1b and 1c)**								0	0	0

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
		0
		0
		0
		0
		0

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

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Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII. ☐

					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a	0				
	b	Membership dues	1b	0				
	c	Fundraising events	1c	0				
	d	Related organizations	1d	0				
	e	Government grants (contributions)	1e	12,374				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	7,492				
	g	Noncash contributions included in lines 1a–1f	1g	$ 0				
	h	**Total.** Add lines 1a–1f			19,866			
Program Service Revenue				Business Code				
	2a	DOD			567,000			
	b	Government Grant			620,000			
	c				0			
	d				0			
	e				0			
	f	All other program service revenue			0			
	g	**Total.** Add lines 2a–2f			1,187,000			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)			0			
	4	Income from investment of tax-exempt bond proceeds			0			
	5	Royalties			0			
				(i) Real / (ii) Personal				
	6a	Gross rents	6a					
	b	Less: rental expenses	6b					
	c	Rental income or (loss)	6c	0 / 0				
	d	Net rental income or (loss)			0			
				(i) Securities / (ii) Other				
	7a	Gross amount from sales of assets other than inventory	7a	0 / 0				
	b	Less: cost or other basis and sales expenses	7b	0 / 0				
	c	Gain or (loss)	7c	0 / 0				
	d	Net gain or (loss)			0			
	8a	Gross income from fundraising events (not including $ 0 of contributions reported on line 1c). See Part IV, line 18	8a	0				
	b	Less: direct expenses	8b	0				
	c	Net income or (loss) from fundraising events			0			
	9a	Gross income from gaming activities. See Part IV, line 19	9a	0				
	b	Less: direct expenses	9b	0				
	c	Net income or (loss) from gaming activities			0			
	10a	Gross sales of inventory, less returns and allowances	10a	0				
	b	Less: cost of goods sold	10b	0				
	c	Net income or (loss) from sales of inventory			0			
Miscellaneous Revenue				Business Code				
	11a				0			
	b				0			
	c				0			
	d	All other revenue			0			
	e	**Total.** Add lines 11a–11d			0			
	12	**Total revenue.** See instructions.			1,206,866	0	0	0

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☐

	Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	0			
2	Grants and other assistance to domestic individuals. See Part IV, line 22	0			
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	0			
4	Benefits paid to or for members	0			
5	Compensation of current officers, directors, trustees, and key employees	0		0	
6	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7	Other salaries and wages	0			
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	0			
9	Other employee benefits	0			
10	Payroll taxes	0			
11	Fees for services (nonemployees):				
a	Management	0			
b	Legal	166			
c	Accounting	0			
d	Lobbying	0			
e	Professional fundraising services. See Part IV, line 17	0			
f	Investment management fees	0			
g	Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	0		0	
12	Advertising and promotion	4,392			
13	Office expenses	2,157			
14	Information technology	100			
15	Royalties	0			
16	Occupancy	6,000			
17	Travel	0			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19	Conferences, conventions, and meetings	1,000			
20	Interest	0			
21	Payments to affiliates	0			
22	Depreciation, depletion, and amortization	0	0	0	0
23	Insurance	1,199			
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a	TELEPHONE	349			
b	ADMINISTRATIVE/SUBSCRIPTIONS	2,903			
c	CONTRACT LABOR	1,600			
d	PROGRAM SERVICES	1,187,000			
e	All other expenses	0			
25	**Total functional expenses.** Add lines 1 through 24e	1,206,866	0	0	0
26	**Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	9,950	1	6,661
	2	Savings and temporary cash investments	0	2	
	3	Pledges and grants receivable, net	0	3	0
	4	Accounts receivable, net	0	4	0
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)	0	6	
	7	Notes and loans receivable, net	0	7	0
	8	Inventories for sale or use	0	8	
	9	Prepaid expenses and deferred charges	0	9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 0			
	b	Less: accumulated depreciation — 10b: 0	0	10c	0
	11	Investments—publicly traded securities	0	11	0
	12	Investments—other securities. See Part IV, line 11	0	12	0
	13	Investments—program-related. See Part IV, line 11	0	13	0
	14	Intangible assets	0	14	0
	15	Other assets. See Part IV, line 11	0	15	0
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	9,950	16	6,661
Liabilities	17	Accounts payable and accrued expenses	0	17	
	18	Grants payable	0	18	
	19	Deferred revenue	0	19	
	20	Tax-exempt bond liabilities	0	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D	0	21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	22	
	23	Secured mortgages and notes payable to unrelated third parties	0	23	0
	24	Unsecured notes and loans payable to unrelated third parties	0	24	0
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D	0	25	0
	26	**Total liabilities.** Add lines 17 through 25	0	26	0
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ☐ and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	0	27	
	28	Net assets with donor restrictions	0	28	
		Organizations that do not follow FASB ASC 958, check here ☒ and complete lines 29 through 33.			
	29	Capital stock or trust principal, or current funds	0	29	
	30	Paid-in or capital surplus, or land, building, or equipment fund	14,884	30	10,749
	31	Retained earnings, endowment, accumulated income, or other funds	-4,934	31	-4,088
	32	Total net assets or fund balances	9,950	32	6,661
	33	Total liabilities and net assets/fund balances	9,950	33	6,661

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,206,866
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,206,866
3	Revenue less expenses. Subtract line 2 from line 1	3	0
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	9,950
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	-3,289
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	6,661

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☒ Cash ☐ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b		X
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c		
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in section **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations 0

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total					0	0

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	18,727	40,651	30,856	1,511,651	1,206,866	2,808,751
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0
4 **Total.** Add lines 1 through 3	18,727	40,651	30,856	1,511,651	1,206,866	2,808,751
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						2,808,751

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
7 Amounts from line 4	18,727	40,651	30,856	1,511,651	1,206,866	2,808,751
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
11 **Total support.** Add lines 7 through 10						2,808,751

12 Gross receipts from related activities, etc. (see instructions) **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2022 (line 6, column (f), divided by line 11, column (f))	**14**	100.00%
15 Public support percentage from 2021 Schedule A, Part II, line 14	**15**	100.00%

16a **33 1/3% support test—2022.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test—2021.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						0
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						0
3 Gross receipts from activities that are not an unrelated trade or business under section 513						0
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
5 The value of services or facilities furnished by a governmental unit to the organization without charge						0
6 **Total.** Add lines 1 through 5	0	0	0	0	0	0
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						0
c Add lines 7a and 7b	0	0	0	0	0	0
8 **Public support** (Subtract line 7c from line 6.)						0

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
9 Amounts from line 6	0	0	0	0	0	0
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						0
c Add lines 10a and 10b	0	0	0	0	0	0
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						0
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	0	0	0	0	0	0

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f))	15	0.00%
16 Public support percentage from 2021 Schedule A, Part III, line 15	16	0.00%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2022** (line 10c, column (f), divided by line 13, column (f))	17	0.00%
18 Investment income percentage from **2021** Schedule A, Part III, line 17	18	0.00%

19a **33 1/3% support tests—2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

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Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**)*. **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**	0	0
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**	0	0

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**	0	0
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**	0	0
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**	0	0
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**	0	0
6 Multiply line 5 by 0.035.	**6**	0	0
7 Recoveries of prior-year distributions	**7**	0	0
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**	0	0

Section C - Distributable Amount		Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**	0
2 Enter 0.85 of line 1.	**2**	0
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**	0
4 Enter greater of line 2 or line 3.	**4**	0
5 Income tax imposed in prior year	**5**	
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**	0

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	0
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	0
10	Line 8 amount divided by line 9 amount	10	0.000

	Section E - Distribution Allocations (see instructions)	(i) **Excess Distributions**	(ii) **Underdistributions Pre-2022**	(iii) **Distributable Amount for 2022**
1	Distributable amount for 2022 from Section C, line 6			0
2	Underdistributions, if any, for years prior to 2022 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2022			
a	From 2017 0			
b	From 2018 0			
c	From 2019 0			
d	From 2020 0			
e	From 2021 0			
f	**Total** of lines 3a through 3e	0		
g	Applied to underdistributions of prior years		0	
h	Applied to 2022 distributable amount			0
i	Carryover from 2017 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.	0		
4	Distributions for 2022 from Section D, line 7: $ 0			
a	Applied to underdistributions of prior years		0	
b	Applied to 2022 distributable amount			0
c	Remainder. Subtract lines 4a and 4b from line 4.	0		
5	Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.		0	
6	Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			0
7	**Excess distributions carryover to 2023.** Add lines 3j and 4c.	0		
8	Breakdown of line 7:			
a	Excess from 2018 0			
b	Excess from 2019 0			
c	Excess from 2020 0			
d	Excess from 2021 0			
e	Excess from 2022 0			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Name of the organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3 % support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	ESCAMBIA COUNTY 221 PALAFOX ST SUITE 440 PENSACOLA FL 32502 Foreign State or Province: Foreign Country:	$ 12,374	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	DOD SURPLUS DONATION 1100 DEFENSE PENTAGON WASHINGTON DC 20301 Foreign State or Province: Foreign Country:	$ 567,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	PENSACOLA CAR CYCLE BAR 1 PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	JESSIE GAITHER 710 LEXINGTON RD PENSACOLA FL 32514 Foreign State or Province: Foreign Country:	$ 300	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	MONICA SANFORD 8505 PUNTA LORA PENSACOLA FL 32514 Foreign State or Province: Foreign Country:	$ 100	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	PATRICIA TANIS 1114 PINEVIEW BLVD FORT WALTON BEACH FL 32547 Foreign State or Province: Foreign Country:	$ 100	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Signed via Verifyle: 641b4735ee197803

Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC
Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	NOR TECHNOLIGIES 25 W AVERY ST PENSACOLA FL 32501 Foreign State or Province: Foreign Country:	$ 200	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	BISAYAN CONNECTION PENSACOLA 7421 PETYERSON LN PENSACOLA FL 32506 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	STEP ONE AUTOMOTIVE GROUP 5600 PENSACOLA BLVD PENSACOLA FL 32505 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	CHRIS J & JEANNE BEAM 2714 BOB WHITE CIR NAVARRE FL 32566 Foreign State or Province: Foreign Country:	$ 250	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
11	FOOD DONATION 1 PENSACOLA FL 32503 Foreign State or Province: Foreign Country:	$ 620,000	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
12	VARIOUS CONTRIBUTORS VARIOUS PENSACOLA FL 32503 Foreign State or Province: Foreign Country:	$ 1,054	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Signed via Verifyle: 641b4735ee197803

Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC
Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
13	STUDER FOUNDATION P O BOX 2096 PENSACOLA FL 32513 Foreign State or Province: Foreign Country:	$ 2,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
14	AMERICAN LEGION POST 240 8666 BULF BEACH HWY PENSACOLA FL 32507 Foreign State or Province: Foreign Country:	$ 100	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
15	WBQP-TV-WATSON BROADCASTING 312 E NINE MILE RD PENSACOLA FL 32534 Foreign State or Province: Foreign Country:	$ 650	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Name of organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
11		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Name of organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Part III ***Exclusively*** **religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this information once. See instructions.) $ 0

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

SCHEDULE C
(Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (See separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (See separate instructions), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. See instructions for definition of "political campaign activities."

2 Political campaign activity expenditures. See instructions . . . . . $

3 Volunteer hours for political campaign activities. See instructions . . . . . .

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 . . . . . $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 . . . . $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? . . . . . ☐ Yes ☐ No

4a Was a correction made? . . . . . ☐ Yes ☐ No

b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities . . . . . $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities . . . . . $

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b . . . . . $ 0

4 Did the filing organization file **Form 1120-POL** for this year? . . . . . ☐ Yes ☐ No

5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

	(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals
1a	Total lobbying expenditures to influence public opinion (grassroots lobbying)		0
b	Total lobbying expenditures to influence a legislative body (direct lobbying)		0
c	Total lobbying expenditures (add lines 1a and 1b)	0	0
d	Other exempt purpose expenditures		0
e	Total exempt purpose expenditures (add lines 1c and 1d)	0	0
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	0	0
g	Grassroots nontaxable amount (enter 25% of line 1f)	0	0
h	Subtract line 1g from line 1a. If zero or less, enter -0-	0	0
i	Subtract line 1f from line 1c. If zero or less, enter -0-	0	0

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over $500,000	20% of the amount on line 1e.
Over $500,000 but not over $1,000,000	$100,000 plus 15% of the excess over $500,000.
Over $1,000,000 but not over $1,500,000	$175,000 plus 10% of the excess over $1,000,000.
Over $1,500,000 but not over $17,000,000	$225,000 plus 5% of the excess over $1,500,000.
Over $17,000,000	$1,000,000.

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ **Yes** ☐ **No**

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)		(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) Total
2a	Lobbying nontaxable amount			0	0	0
b	Lobbying ceiling amount (150% of line 2a, column(e))					0
c	Total lobbying expenditures			0	0	0
d	Grassroots nontaxable amount			0	0	0
e	Grassroots ceiling amount (150% of line 2d, column (e))					0
f	Grassroots lobbying expenditures			0	0	0

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Part II-B **Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).**

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a) Yes	(a) No	(b) Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			0
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	**1**		
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	**2**		
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	**3**		

Part III-B **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."**

1	Dues, assessments and similar amounts from members	**1**	
2	Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	**2a**	
b	Carryover from last year	**2b**	
c	Total	**2c**	0
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	**3**	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditures next year?	**4**	
5	Taxable amount of lobbying and political expenditures. See instructions	**5**	0

Part IV **Supplemental Information**

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (See instructions); and Part II-B, line 1. Also, complete this part for any additional information.

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Signed via Verifyle: 641b4735ee197803

Part IV **Supplemental Information** *(continued)*

Electronic Filing Only

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SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

Attach to Form 990.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number

80-0366346

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . . ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . .

3 Enter total number of other organizations listed in the line 1 table 0

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

	(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
1						
2						
3						
4						
5						
6						
7						

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number

80-0366346

Form 990, Part VI, Section A, Line 11b: The Form 990 is maintained at the office and is available for review.

Form 990, Part VI, Section C, Line 19: The Form 990 is maintained at the office and is available for public review review.

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Electronic Filing Only

Signed via Verifyle: 641b4735ee197803

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning _____, 2022, and ending _____, 20 _____

Do not send to the IRS. Keep for your records.

Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2022

Name of filer
GULF COAST VETERANS ADVOCACY COUNCIL INC

EIN or SSN
80-0366346

Name and title of officer or person subject to tax
JOSEPH L HERRING — CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	X	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	1,206,866
2a	**Form 990-EZ** check here		**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here		**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here		**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here		**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here		**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here		**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here		**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here		**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here		**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) GULF COAST VETERANS ADVOCACY COUNCIl, (EIN) 80-0366346 and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize LOCKLIN ACCOUNTING & TAX SERVICES INC (**ERO firm name**) to enter my PIN 64366 (**Enter five numbers, but do not enter all zeros**) as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax: JOSEPH HERRING — Date: 03/22/2023

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN: 50150332501 (**Do not enter all zeros**)

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature: EDNA M SANDERS — Date: 3/22/2023

ERO Must Retain This Form—See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Signed via Verifyle: 641b4735ee197803

The following questions should be answered in the context of the **FEDERAL** return being electronically filed.
Responses for state efiles are below.

Check ("x") this column to see more information, when available.

Form family applicability

1065	1120/F	1120S	990	1041
Y	Y	Y	Y	Y
Y	Y	Y		Y
Y	Y	Y		
	Y	Y		
Y	Y	Y		
Y	Y	Y		
				Y
Y	Y	Y		Y
	Y	Y		Y

☐ Name of signing officer or fiduciary . JOSEPH HERRING

☐ Check ("X") if foreign officer and does not have a SSN/TIN

OR

☐ Check ("X") if officer opts not to provide SSN/ITIN

OR

Enter SSN/EIN of signing officer or fiduciary 266-80-9825

☐ Total Income from Prior Year return . . . . . .

☐ If claiming deduction for Salary & Wages on current year return, mark this box ☐
and enter the **COUNT** of original W2's reported to SSA for this tax year. . .

☐ If claiming Compensation of Officers on current year return, mark this box ☐
and enter the number of officers . . . . . .

☐ Parent Company Name . . . . . .
Parent Company EIN . . . . . .

☐ Business's Primary Physical Address:
Street
Line 2
City St Zip
Country Province Postal Code

☐ Grantor Name . . . . . .
Grantor SSN . . . . . .

☐ Indicate which, if any, of the following forms this entity is required to file.
☐ 720 ☐ 990 ☐ 1042

☐ 940 ☐ 941 ☐ 943 ☐ 944 ☐ 945

☐ Were estimated tax payments made for this entity towards the current tax year's liability?
☐ Yes ☐ No

Note: For EFTPS Confirmation Number, if more than 15 digits, enter the first 15 digits.

First Payment, regardless of quarter or date paid.

Method Direct Debit/ACH ☐ Cash ☐ Check ☐ EFTPS ☐

Amount paid with first quarter . . . . . .

Date payment was requested to be debited . . . . . .

For Cash payments, date cash was deposited. For Check payments, date on check.

Last 4 digits of account number for Direct Debit/ACH or EFTPS payment . .

EFTPS Confirmation Number . . . . . .

Note: For EFTPS Confirmation Number, if more than 15 digits, enter the first 15 digits.

Last Payment, regardless of quarter or date paid.

Do NOT use if only one estimated payment was made.

Method Direct Debit/ACH ☐ Cash ☐ Check ☐ EFTPS ☐

Amount of last payment . . . . . .

Date payment was requested to be debited . . . . . .

For Cash payments, date cash was deposited. For Check payments, date on check.

Last 4 digits of account number for Direct Debit/ACH or EFTPS payment . .

EFTPS Confirmation Number . . . . . .

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Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public.

► Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 1603 NORTH 58TH AVE

Room/suite:

City or town: PENSACOLA

State: FL

ZIP code: 32506

Foreign country name / Foreign province/state/county / Foreign postal code:

D Employer identification number: 80-0366346

E Telephone number: (850) 346-3996

G Gross receipts $: 1,511,781

F Name and address of principal officer: JOSEPH L HERRING 1603 NORTH 58TH AVE, PENSACOLA, FL 3250

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) ◄ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ► WWW.GCVACFLALMS.ORG

H(c) Group exemption number ►

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ►

L Year of formation: 2010

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: PROVIDE SUPPORT SERVICES FOR VETERANS A THEIR FAMILIES

2 Check this box ► ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	7
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	7
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	0
6	Total number of volunteers (estimate if necessary)	6	
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	0	24,781
9	Program service revenue (Part VIII, line 2g)	0	1,487,000
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0	0
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	0	1,511,781

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	0	0
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b	Total fundraising expenses (Part IX, column (D), line 25) ► 0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	0	1,516,715
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	0	1,516,715
19	Revenue less expenses. Subtract line 18 from line 12	0	-4,934

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	14,884	9,950
21	Total liabilities (Part X, line 26)	0	0
22	Net assets or fund balances. Subtract line 21 from line 20	14,884	9,950

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

JOSEPH H HERRING — Signature of officer — Date: 2/22/2022

JOSEPH L HERRING, CEO — Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
EDNA M SANDERS	EDNA M SANDERS	3/31/2022		P00266299

Firm's name ► LOCKLIN ACCOUNTING & TAX SERVICES INC — Firm's EIN ► 26-2591091

Firm's address ► 156 OVERLOOK DR, PENSACOLA, FL 32503 — Phone no. 850.469.4882

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

HTA

Form **990** (2021)

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Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III . . . . . ☐

1 Briefly describe the organization's mission:
The mission of the Gulf Coast Veterans Advocacy Council, Inc. is to be a voice for all veterans concerning mental and physical health care, to advocate needed changes in the veteran health care system, and make recommendations to improve the quality of life for the veterans and their families.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 987,000 including grants of $) (Revenue $ 987,000)
DOD SURPLUS DONATION TO VERTERANS STAND DOWN FOR DISTRUBUTION TO HOMELESS VETERANS AND THEIR FAMILIES. THESE ITEMS CONSIST OF CLOTHING, BOOTS, UNDERGARMENTS, WINTER COATS, BLANKETS, BACKPACKS, SLEEPING BAGS, ETC.

4b (Code:) (Expenses $ 500,000 including grants of $) (Revenue $ 500,000)
TRUCK LOAD - FOOD FOR GIVEAWAY DELIVERED IN TRACTOR TRAILORS FOR DISTRIBUTION

4c (Code:) (Expenses $ 29,715 including grants of $) (Revenue $ 29,715)
OTHER SERVICES FOR VETERANS AND FAMILIES

4d Other program services (Describe on Schedule O.)
(Expenses $ 0 including grants of $ 0) (Revenue $ 0)

4e Total program service expenses ► 1,516,715

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Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions.	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

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Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			X

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	0		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b			
	Note: If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file*. See instructions.				
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country ► See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			X
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state?	13a			
	Note: See the instructions for additional information the organization must report on Schedule O.				
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year	15			X
	If "Yes," see the instructions and file Form 4720, Schedule N.				
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income?	16			X
	If "Yes," complete Form 4720, Schedule O.				
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953?	17			
	If "Yes," complete Form 6069.				

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Part VI **Governance, Management, and Disclosure** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*
Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	7		
b	Enter the number of voting members included on line 1a, above, who are independent	1b	7		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? .	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official.	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ►

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records ►
JOSEPH H HERRING (850) 346-3996
1603 NORTH 58TH, PENSACOLA, FL 32506

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) JOSEPH HERRING	40.00									
CEO	40.00			X						
(2) ROBBIE GREGG	40.00									
OFFICER	40.00			X						
(3) JESSIE GAITHER	35.00									
COMPLIANCE OFFICER	35.00			X						
(4) RICHARD ZANI	40.00									
EXECUTIVE SECRETARY	40.00			X						
(5) VERNON WATSON	35.00									
CFO	35.00			X						
(6) KREN BALETIN	40.00									
EXECUTIVE DIRECTOR	40.00			X						
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal** ▶								0	0	0
c **Total from continuation sheets to Part VII, Section A** ▶								0	0	0
d **Total (add lines 1b and 1c)** ▶								0	0	0

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶ 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
		0
		0
		0
		0
		0

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ 0

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Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII. ☐

					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a	0				
	b	Membership dues	1b	0				
	c	Fundraising events	1c	0				
	d	Related organizations	1d	0				
	e	Government grants (contributions)	1e	11,875				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	12,906				
	g	Noncash contributions included in lines 1a–1f	1g	$ 0				
	h	**Total.** Add lines 1a–1f ▶			24,781			
Program Service Revenue				Business Code				
	2a	DOD			987,000			
	b	Government Grant			500,000			
	c				0			
	d				0			
	e				0			
	f	All other program service revenue			0			
	g	**Total.** Add lines 2a–2f ▶			1,487,000			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts) ▶			0			
	4	Income from investment of tax-exempt bond proceeds ▶			0			
	5	Royalties ▶			0			
				(i) Real / (ii) Personal				
	6a	Gross rents	6a					
	b	Less: rental expenses	6b					
	c	Rental income or (loss)	6c	0 / 0				
	d	Net rental income or (loss) ▶			0			
				(i) Securities / (ii) Other				
	7a	Gross amount from sales of assets other than inventory	7a	0 / 0				
	b	Less: cost or other basis and sales expenses	7b	0 / 0				
	c	Gain or (loss)	7c	0 / 0				
	d	Net gain or (loss) ▶			0			
	8a	Gross income from fundraising events (not including $ 0 of contributions reported on line 1c). See Part IV, line 18	8a	0				
	b	Less: direct expenses	8b	0				
	c	Net income or (loss) from fundraising events ▶			0			
	9a	Gross income from gaming activities. See Part IV, line 19	9a	0				
	b	Less: direct expenses	9b	0				
	c	Net income or (loss) from gaming activities ▶			0			
	10a	Gross sales of inventory, less returns and allowances	10a	0				
	b	Less: cost of goods sold	10b	0				
	c	Net income or (loss) from sales of inventory ▶			0			
Miscellaneous Revenue				Business Code				
	11a				0			
	b				0			
	c				0			
	d	All other revenue			0			
	e	**Total.** Add lines 11a–11d ▶			0			
	12	**Total revenue.** See instructions. ▶			1,511,781	0	0	0

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☐

	Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to domestic organizations domestic governments. See Part IV, line 21	0			
2	Grants and other assistance to domestic individuals. See Part IV, line 22	0	0		
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	0			
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	0		0	
6	Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7	Other salaries and wages	0			
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	0			
9	Other employee benefits	0			
10	Payroll taxes	0			
11	Fees for services (nonemployees):				
a	Management	0			
b	Legal	0			
c	Accounting	0			
d	Lobbying	0			
e	Professional fundraising services. See Part IV, line 17	0			
f	Investment management fees	0			
g	Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	0		0	
12	Advertising and promotion	569	569		
13	Office expenses	8,294	8,294		
14	Information technology	720	720		
15	Royalties	0			
16	Occupancy	7,910	7,910		
17	Travel	1,439	1,439		
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19	Conferences, conventions, and meetings	0			
20	Interest	0			
21	Payments to affiliates	0			
22	Depreciation, depletion, and amortization	0	0	0	0
23	Insurance	735	735		
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a	TELEPHONE	420	420		
b	ADMINISTRATIVE/SUBSCRIPTIONS	8,728	8,728		
c	CONTRACT LABOR	500	500		
d	PROGRAM SERVICES	1,487,000	1,487,000		
e	All other expenses EQUIPMENT RENTAL/POSTAGE	400	400		
25	**Total functional expenses.** Add lines 1 through 24e	1,516,715	1,516,715	0	0
26	**Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ► ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	14,884	1	9,950
	2	Savings and temporary cash investments	0	2	
	3	Pledges and grants receivable, net	0	3	0
	4	Accounts receivable, net	0	4	0
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)	0	6	
	7	Notes and loans receivable, net	0	7	0
	8	Inventories for sale or use	0	8	
	9	Prepaid expenses and deferred charges	0	9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 0			
	b	Less: accumulated depreciation — 10b: 0	0	10c	0
	11	Investments—publicly traded securities	0	11	0
	12	Investments—other securities. See Part IV, line 11	0	12	0
	13	Investments—program-related. See Part IV, line 11	0	13	0
	14	Intangible assets	0	14	0
	15	Other assets. See Part IV, line 11	0	15	0
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	14,884	16	9,950
Liabilities	17	Accounts payable and accrued expenses	0	17	
	18	Grants payable	0	18	
	19	Deferred revenue	0	19	
	20	Tax-exempt bond liabilities	0	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D	0	21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	22	
	23	Secured mortgages and notes payable to unrelated third parties	0	23	0
	24	Unsecured notes and loans payable to unrelated third parties	0	24	0
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D	0	25	0
	26	**Total liabilities.** Add lines 17 through 25	0	26	0
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ► ☐ and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	0	27	0
	28	Net assets with donor restrictions	0	28	
		Organizations that do not follow FASB ASC 958, check here ► ☒ and complete lines 29 through 33.			
	29	Capital stock or trust principal, or current funds	0	29	
	30	Paid-in or capital surplus, or land, building, or equipment fund	14,884	30	14,884
	31	Retained earnings, endowment, accumulated income, or other funds	0	31	-4,934
	32	Total net assets or fund balances	14,884	32	9,950
	33	Total liabilities and net assets/fund balances	14,884	33	9,950

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,511,781
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,516,715
3	Revenue less expenses. Subtract line 2 from line 1	3	-4,934
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	14,884
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	9,950

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☒ Cash ☐ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b		X
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c		
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

► Attach to Form 990 or Form 990-EZ.

► Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in section **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations 0

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total					0	0

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	35,156	18,727	40,651	30,856	1,511,651	1,637,041
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0
4 **Total.** Add lines 1 through 3	35,156	18,727	40,651	30,856	1,511,651	1,637,041
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						1,637,041

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4	35,156	18,727	40,651	30,856	1,511,651	1,637,041
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
11 **Total support.** Add lines 7 through 10						1,637,041

12 Gross receipts from related activities, etc. (see instructions) . . . **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . ▶ ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f))	**14**	100.00%
15 Public support percentage from 2020 Schedule A, Part II, line 14	**15**	0.00%

16a **33 1/3% support test—2021.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . ▶ X

b **33 1/3% support test—2020.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . ▶ ☐

17a **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . ▶ ☐

b **10%-facts-and-circumstances test—2020.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . ▶ ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . ▶ ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						0
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						0
3 Gross receipts from activities that are not an unrelated trade or business under section 513						0
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
5 The value of services or facilities furnished by a governmental unit to the organization without charge						0
6 **Total.** Add lines 1 through 5	0	0	0	0	0	0
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						0
c Add lines 7a and 7b	0	0	0	0	0	0
8 **Public support** (Subtract line 7c from line 6.)						0

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
9 Amounts from line 6	0	0	0	0	0	0
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						0
c Add lines 10a and 10b	0	0	0	0	0	0
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						0
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	0	0	0	0	0	0

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f))	15	0.00%
16 Public support percentage from 2020 Schedule A, Part III, line 15	16	0.00%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2021** (line 10c, column (f), divided by line 13, column (f))	17	0.00%
18 Investment income percentage from **2020** Schedule A, Part III, line 17	18	0.00%

19a **33 1/3% support tests—2021.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

b **33 1/3% support tests—2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ▶ ☐

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Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in **Part VI** how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in **Part VI** how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in **Part VI** when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in **Part VI** what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in **Part VI** how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in **Part VI** what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in **Part VI**, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in **Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in **Part VI**.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in **Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in **Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**)*. **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**	0	0
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**	0	0

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**	0	0
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**	0	0
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**	0	0
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**	0	0
6 Multiply line 5 by 0.035.	**6**	0	0
7 Recoveries of prior-year distributions	**7**	0	0
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**	0	0

Section C - Distributable Amount		Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**	0
2 Enter 0.85 of line 1.	**2**	0
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**	0
4 Enter greater of line 2 or line 3.	**4**	0
5 Income tax imposed in prior year	**5**	
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**	0

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D - Distributions			Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	0
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2021 from Section C, line 6	9	0
10	Line 8 amount divided by line 9 amount	10	0.000

Section E - Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2021	(iii) Distributable Amount for 2021
1	Distributable amount for 2021 from Section C, line 6			0
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2021			
a	From 2016			
b	From 2017			
c	From 2018			
d	From 2019			
e	From 2020			
f	**Total** of lines 3a through 3e	0		
g	Applied to underdistributions of prior years		0	
h	Applied to 2021 distributable amount			0
i	Carryover from 2016 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.	0		
4	Distributions for 2021 from Section D, line 7: $ 0			
a	Applied to underdistributions of prior years		0	
b	Applied to 2021 distributable amount			0
c	Remainder. Subtract lines 4a and 4b from line 4.	0		
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.		0	
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			0
7	**Excess distributions carryover to 2022.** Add lines 3j and 4c.	0		
8	Breakdown of line 7:			
a	Excess from 2017 0			
b	Excess from 2018 0			
c	Excess from 2019 0			
d	Excess from 2020 0			
e	Excess from 2021 0			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ **Attach to Form 990 or Form 990-PF.**

▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Name of the organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3 % support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . ▶ $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

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Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	ESCAMBIA COUNTY 221 PALAFOX ST SUITE 440 PENSACOLA FL 32502 Foreign State or Province: Foreign Country:	$ 11,875	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	DOD SURPLUS DONATION 1100 DEFENSE PENTAGON WASHINGTON DC 20301 Foreign State or Province: Foreign Country:	$ 987,000	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
3	CONVOY OF HOPE 1 CONVOY DRIVE SPRINGFIELD MO 65802 Foreign State or Province: Foreign Country:	$ 500,000	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
4	JESSIE GAITHER 710 LEXINGTON RD PENSACOLA FL 32514 Foreign State or Province: Foreign Country:	$ 1,500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	NEW LIFE CHURCH INC 412 EAST END ST CLEVECLANS MS 38722 Foreign State or Province: Foreign Country:	$ 5,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	BAPTIST HEALTH CARE 1300 W MORENO ST PENSACOLA FL 38722 Foreign State or Province: Foreign Country:	$ 500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization: GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number: 80-0366346

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	J. NEVIN SHAFFER 913 GULF BREEZE PARKWAY GULF BREZE FL 32561 Foreign State or Province: Foreign Country:	$ 300	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	BISAYAN CONNECTION PENSACOLA 7421 PETYERSON LN PENSACOLA FL 32506 Foreign State or Province: Foreign Country:	$ 200	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	STEP ONE AUTOMOTIVE GROUP 5600 PENSACOLA BLVD PENSACOLA FL 32505 Foreign State or Province: Foreign Country:	$ 515	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	BOARDWALK HOSPITALITY 875 E NINE MILE RD STE 7 PENSACOLA FL 32514 Foreign State or Province: Foreign Country:	$ 356	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
11	MICHAELS & BOOTH FAMILY FREEDOM FOUNDAT 501 BRENT LANE PENSACOLA FL 32503 Foreign State or Province: Foreign Country:	$ 1,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
12	VARIOUS CONTRIBUTORS VARIOUS PENSACOLA FL 32503 Foreign State or Province: Foreign Country:	$ 2,550	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization
GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number
80-0366346

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
2		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
3		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

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Name of organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part III ***Exclusively*** **religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this information once. See instructions.) ▶ $ 0

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

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SCHEDULE C
(Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

► **Complete if the organization is described below.** ► **Attach to Form 990 or Form 990-EZ.**
► **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (See separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (See separate instructions), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. See instructions for definition of "political campaign activities."

2 Political campaign activity expenditures. See instructions . . . . . ► $

3 Volunteer hours for political campaign activities. See instructions . . . . . .

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 . . . . . ► $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 . . . . ► $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? . . . . . ☐ **Yes** ☐ **No**

4a Was a correction made? . . . . . ☐ **Yes** ☐ **No**

b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities . . . . . ► $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities . . . . . ► $

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b . . . . . ► $ 0

4 Did the filing organization file **Form 1120-POL** for this year? . . . . . ☐ **Yes** ☐ **No**

5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

	(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

Electronic Filing Only

Signed via Verifyle: 62466bf7ee93e16c

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ▶ ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ▶ ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals
1a	Total lobbying expenditures to influence public opinion (grassroots lobbying)		0
b	Total lobbying expenditures to influence a legislative body (direct lobbying)		0
c	Total lobbying expenditures (add lines 1a and 1b)	0	0
d	Other exempt purpose expenditures		0
e	Total exempt purpose expenditures (add lines 1c and 1d)	0	0
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	0	0
g	Grassroots nontaxable amount (enter 25% of line 1f)	0	0
h	Subtract line 1g from line 1a. If zero or less, enter -0-	0	0
i	Subtract line 1f from line 1c. If zero or less, enter -0-	0	0

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over $500,000	20% of the amount on line 1e.
Over $500,000 but not over $1,000,000	$100,000 plus 15% of the excess over $500,000.
Over $1,000,000 but not over $1,500,000	$175,000 plus 10% of the excess over $1,000,000.
Over $1,500,000 but not over $17,000,000	$225,000 plus 5% of the excess over $1,500,000.
Over $17,000,000	$1,000,000.

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ **Yes** ☐ **No**

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)		(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) Total
2a	Lobbying nontaxable amount				0	0
b	Lobbying ceiling amount (150% of line 2a, column(e))					0
c	Total lobbying expenditures				0	0
d	Grassroots nontaxable amount				0	0
e	Grassroots ceiling amount (150% of line 2d, column (e))					0
f	Grassroots lobbying expenditures				0	0

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Part II-B **Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).**

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.		(a) Yes	(a) No	(b) Amount
1	During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a	Volunteers?			
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c	Media advertisements?			
d	Mailings to members, legislators, or the public?			
e	Publications, or published or broadcast statements?			
f	Grants to other organizations for lobbying purposes?			
g	Direct contact with legislators, their staffs, government officials, or a legislative body?			
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i	Other activities?			
j	Total. Add lines 1c through 1i			0
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1		
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	2		
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3		

Part III-B **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."**

1	Dues, assessments and similar amounts from members	1	
2	Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	2a	
b	Carryover from last year	2b	
c	Total	2c	0
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5	Taxable amount of lobbying and political expenditures. See instructions	5	0

Part IV **Supplemental Information**

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (See instructions); and Part II-B, line 1. Also, complete this part for any additional information.

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Part IV **Supplemental Information** *(continued)*

Electronic Filing Only

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SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization

GULF COAST VETERANS ADVOCACY COUNCIL INC

Employer identification number

80-0366346

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . . ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 **(a)** Name and address of organization or government	**(b)** EIN	**(c)** IRC section (if applicable)	**(d)** Amount of cash grant	**(e)** Amount of non-cash assistance	**(f)** Method of valuation (book, FMV, appraisal, other)	**(g)** Description of noncash assistance	**(h)** Purpose of grant or assistance
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . . ▶

3 Enter total number of other organizations listed in the line 1 table . . . . . ▶ 0

Electronic Filing Only

Signed via Verifyle: 62466bf7ee93e16c

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

	(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
1						
2						
3						
4						
5						
6						
7						

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

Electronic Filing Only

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SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

► **Attach to Form 990 or Form 990-EZ.**

► **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Form 990, Part VI, Section A, Line 11b: The Form 990 is maintained at the office and is available for review.

Form 990, Part VI, Section C, Line 19: The Form 990 is maintained at the office and is available for public review review.

Electronic Filing Only

Signed via Verifyle: 62466bf7ee93e16c

Name of the organization	Employer identification number
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Electronic Filing Only

Signed via Verifyle: 62466bf7ee93e16c

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2021, or fiscal year beginning _____, 2021, and ending _____, 20 _____

► **Do not send to the IRS. Keep for your records.**

► **Go to *www.irs.gov/Form8879TE* for the latest information.**

OMB No. 1545-0047

2021

Name of filer	EIN or SSN
GULF COAST VETERANS ADVOCACY COUNCIL INC	80-0366346

Name and title of officer or person subject to tax

JOSEPH L HERRING — CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here ►	X	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	1,511,781
2a	**Form 990-EZ** check here ►		**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here ►		**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here ►		**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here ►		**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here ►		**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here ►		**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here ►		**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here ►		**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here ►		**b** **Amount of credit payment requested** (Form 8038]CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) GULF COAST VETERANS ADVOCACY COUNCIl, (EIN) 80-0366346 and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize LOCKLIN ACCOUNTING & TAX SERVICES INC to enter my PIN 64366 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ► Date ►

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 50150332501

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature ► EDNA M SANDERS Date ► 3/31/2022

ERO Must Retain This Form—See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Signed via Verifyle: 62466bf7ee93e16c

General Fund 001

Harvest Community Outreach

7

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY

AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

_x_ Submit a fully completed Agency Funding Request Application

_x_ Submit a copy of your organization's current W-9

_x_ Submit the Letter of Determination from the IRS confirming your organization's federally taxexempt status

_x_ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

_x_ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: **Harvest Community Outreach, Inc (HCO)**

Agency Address: **3990 Market Street Pensacola, Fl 32505**

Program Name for which funding is being requested: **Food Insecurities**

Amount Requested: $**5,000.**

Program Contact: **Tara Pogue**

Contact Email: **Daletar@cox.net** Contact Phone: **(850) 525-1904**

25-Word Description of Program: **Satisfying food insecurity in underserved communities of Escambia County, transporting food into 3 different communities weekly, 52 weeks a year, 4 distributions weekly, 208 annually**.

How many years has your organization been providing services in the County? **13 years**

How many years has your organization received funding from the County? **n/a**

Explain how receiving funds from the County would have a significant impact on your organization:
Funding will assist HCO in sustaining current programs, will assist in covering essentials operational expenses such as purchasing foods for distributions through retail level pick up from Wal-Mart stores (through partnership with Feeding the Gulf Coast), fuel for transporting foods, and supplies needed for storing and distributing foods. Funding will help HCO plan for the future, develop long term strategies, and build a more sustainable organization to better serve Escambia County communities. In return, the citizens of Escambia County can achieve economic stability and improved health.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section**)** **N/A**

Amount Received Last Year, if applicable: _____

Briefly discuss how last year's funds were used? _____

_____

_____

_____

_____

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? _____

_____

_____

_____

_____

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? **HCO serves 3 different underserved/moderate to low-income communities within Escambia County. HCO's food distributions provide direct access to food in these communities where many have limited transportation. These communities have become dependent on the weekly food distributions which has given them security knowing food will be available week to week. HCO serves various ethic groups therefore has available a variety of food choices. There are a total of 4 distributions weekly. HCO has experienced an increase in the numbers served as well as an increase in the various ethnic groups served therefore must increase the variety of foods offered. HCO allows the people to choose food rather than a one box fits all approach. Fresh produce as well as meats are distributed at each food distribution, healthier food choices and ethnic foods are provided. Providing food security to these communities decreases the number of those who lack access to healthy foods within Escambia County**.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: **N/A**

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area**: HCO has collaborated with Bright Bridge Ministries without a formal partnership. Retail level pick-up from Wal-Mart is possible through a partnership with Feeding the Gulf Coast.**

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. **Several organizations provide food distribution services in Escambia County, however, what differentiates HCO from others is that HCO conducts its food distributions weekly within the underserved communities, transports the food to the people. HCO serves within the walls of Oakwood Terrace housing Complex, on the grounds of the Homeless camp located off Massachusetts Ave, and within Oakwood Mobile Home Park as well as conducting a public distribution weekly on its main campus at 3990 Market Street, which is open to everyone. HCO provides pet food, basic household items, and through partnership with Next Step Distribution, offers new and gently used shoes and clothing during food distributions. Access to healthy food choices is ensured for individuals who lack the necessary transportation to reach designated food distribution locations.**

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: **0 %**

- Percentage for direct programming costs: **100**%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? **HCO will offset the difference if not totally funded through private donations and/or fund raising.**

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio**: N/A**

Is there a duplication of funding? Does your organization request funding from other local nonprofit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for; **N/A**

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Reduce food insecurity of residents of Escambia County	1,200 individuals monthly	1,300 individuals monthly	1,600 Individuals monthly	23.07 %
2.Promote healthy eating habits, addressing the USDA My Plate within underserved communities of Escambia County.	**14,400 individuals annually**	15,600 individuals annually	19,200 individuals annually	23.07%
3.Reduce food insecurities among the homeless of Escambia County by taking food to location	672 annually	700 annually	720 annually	2.85%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1.Address food insecurity in underserved communities by distributing food directly	1,600 monthly

2.Making accessible healthy food choices promoting healthier eating habits- addressing the USDA My Plate healthy eating chart within the underserved communities of Escambia County	133,000 pounds of food annually
3.Making food (and pet food) accessible to the homeless of Escambia County.	Weekly onsite food distributio ns

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1.Conducting food distributions 4x weekly at 4 different locations	192 distributio ns annually
2.Distibuting food choices weekly within Oakwood Terrace Housing Unit	250 families served monthly
3.Weekly distributions to the Homeless Camp	720 individuals served monthly

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$	$	$
County Funding/Direct Contribution	$	$	$ 5,000
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$

State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
In-kind Donations	$ 16,500.06	$ 27,207	$ 27,207
Interest Income	$ 13.74		
Investment Income	$	$	$
Other Income (b)	$ 3,342.50	$	$
Total Income	$ 19,856.30	$ 27,207	$ 32,207
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item **grants and contributions**

EXPE SES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$	$	$
Employee Benefits	$	$	$
Professional Services	$ 750.	$	$
Contractual Services	$	$	$
Travel Expenses	$	$	$
Rentals and Leases	$	$	$
Communication	$	$	$
Postage and Freight	$	$	$
Repair and Maintenance	$	$	$
Printing and Binding	$	$	$

Marketing and Promotion	$	$ 392.	$ 400
Fuel	$	$	$
Supplies	$ 641.43	$ 727.	$ 850.
In-Kind Distributions	$ 16,500.06	$ 27,207	$ 27,207
Retail Level Pick-up			$3,120.
Event Expenses	$	$	$
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$ 61.25	$ 122	$ 150
Total Expenses	$ 17,952.74	$ 28,448	$ 31,727
Net Income - (Revenue minus Expense)	$ 1,903.56	$ (1,241)	$ 480.

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. N/A

(b) Please explain any request listed in the "Other Expenses" line item. **Licenses, taxes, office expenses, dues and subscriptions**

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? **Calendar**
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. **The financial statement dated 9/30/24 only reflects 3 quarters of the year.**
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these leftover/residual funds? **Any Residual funds will be used to increase the emergency food supply enabling HCO to continue to provide food security to those who call in need via the 211 hotline and walk ups as well. All residuals' funds are used directly towards keeping food supply on hand.**
4. Please list the salary of the top 5 employees, names and positions of your organization.

If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency. **N/A**

Name	Position	Salary
		$

		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. **$5,440**

   _____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   N/A

7. Does your organization require background checks from volunteers and staff? No

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A**: N/A**

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____
_____

_____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

What was done by your agency to address the "Pockets of Poverty"? **The Communities served by HCO fall into the region identified by the US Census Bureau as Pocket of Poverty of Escambia County. Providing food within these communities located within the 32505 zip code frees up monies for individuals and families to use for other basic life essentials such as health and medications. Providing food ensures access to nutritional meals, enhances food security, and reduces hunger, particularly among youths and the elderly.**

1. Did your agency receive any grants? List the amount and a detailed use of the funds.

   Emergency Food and Shelter National Board Program through United Way $1,885, August 2024
   International Paper – Food for the Holiday - $1,500 HCO was able to provide all the ingredients necessary for 200 families to enjoy a meal form the holiday- November 2024
2. Was there any increase in membership for the local chambers? N/a
3. What are your agency's statistics on business creation and minority businesses by zip code? **N/A**
4. Can we reduce the taxpayer subsidy? **N/A**

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Tara Pogue
Name

Executive Director March 29,2025
Title Date

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Harvest Community Outreach Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☑ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
621 Massachusetts Ave

Requester's name and address (optional)

6 City, state, and ZIP code
Pensacola, FL 32505

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
☐☐☐ - ☐☐ - ☐☐☐☐

or

Employer identification number
90-0860425

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ [signature] Date ▶ 3/29/25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

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Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

Requester's name and address (optional)

6 City, state, and ZIP code

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

		–							

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** ▶ | **Date** ▶

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

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- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Date: MAR 19 2014

HARVEST COMMUNITY OUTREACH INC
3202 SAMANTHA DR
CANTONMENT, FL 32533

Employer Identification Number:
90-0860425
DLN:
17053300364042
Contact Person:
SHEENA L BREWER ID# 31270
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
May 29, 2012
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Sincerely,

Tamera Ripperda

Director, Exempt Organizations

Enclosure: Publication 4221-PC

Letter 947

Form **990-EZ**

Department of the Treasury
Internal Revenue Service

Short Form
Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form, as it may be made public.

Go to *www.irs.gov/Form990EZ* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , and ending

B Check if applicable:
- [ ] Address change
- [ ] Name change
- [ ] Initial return
- [ ] Final return/terminated
- [ ] Amended return
- [ ] Application pending

C Name of organization: Harvest Community Outreach, Inc.

Number and street (or P.O. box if mail is not delivered to street address): 621 Massachusetts Ave

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: Pensacola FL 32505

D Employer identification number: 90-0860425

E Telephone number: 850-525-1904

F Group Exemption Number

G Accounting Method: [X] Cash [ ] Accrual Other (specify)

H Check [X] if the organization is **not** required to attach Schedule B (Form 990).

I Website: N/A

J Tax-exempt status (check only one) — [X] 501(c)(3) [ ] 501(c) ( ) (insert no.) [ ] 4947(a)(1) or [ ] 527

K Form of organization: [X] Corporation [ ] Trust [ ] Association [ ] Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B)) are $500,000 or more, file Form 990 instead of Form 990-EZ ..... $ 36,501

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I ..... [X]

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	36,481
	2	Program service revenue including government fees and contracts		2	
	3	Membership dues and assessments		3	
	4	Investment income		4	20
	5a	Gross amount from sale of assets other than inventory	5a		
	b	Less: cost or other basis and sales expenses	5b		
	c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)		5c	
	6	Gaming and fundraising events:			
	a	Gross income from gaming (attach Schedule G if greater than $15,000)	6a		
	b	Gross income from fundraising events (not including $ ____ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000)	6b		
	c	Less: direct expenses from gaming and fundraising events	6c		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)		6d	
	7a	Gross sales of inventory, less returns and allowances	7a		
	b	Less: cost of goods sold	7b		
	c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)		7c	
	8	Other revenue (describe in Schedule O)		8	
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8		9	36,501
Expenses	10	Grants and similar amounts paid (list in Schedule O)		10	
	11	Benefits paid to or for members		11	
	12	Salaries, other compensation, and employee benefits		12	
	13	Professional fees and other payments to independent contractors		13	572
	14	Occupancy, rent, utilities, and maintenance		14	2,582
	15	Printing, publications, postage, and shipping		15	
	16	Other expenses (describe in Schedule O)		16	30,926
	17	**Total expenses.** Add lines 10 through 16		17	34,080
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)		18	2,421
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	38,833
	20	Other changes in net assets or fund balances (explain in Schedule O)		20	
	21	Net assets or fund balances at end of year. Combine lines 18 through 20		21	41,254

For Paperwork Reduction Act Notice, see the separate instructions. Form **990-EZ** (2023)

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Part II Balance Sheets (see the instructions for Part II)
Check if the organization used Schedule O to respond to any question in this Part II ☒

	(A) Beginning of year		(B) End of year
22 Cash, savings, and investments	8,585	22	7,017
23 Land and buildings	0	23	
24 Other assets (describe in Schedule O)	30,248	24	34,237
25 **Total assets**	38,833	25	41,254
26 **Total liabilities** (describe in Schedule O)	0	26	0
27 **Net assets or fund balances** (line 27 of column (B) **must** agree with line 21)	38,833	27	41,254

Part III Statement of Program Service Accomplishments (see the instructions for Part III)
Check if the organization used Schedule O to respond to any question in this Part III ☒

What is the organization's primary exempt purpose?
See Schedule O

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

28 Our purpose is to provide resources and services to the local community through a food pantry, tutoring and mentoring program, youth and parent empowerment, and a clothing closet.
(Grants $) If this amount includes foreign grants, check here ☐ 28a 33,157

29
(Grants $) If this amount includes foreign grants, check here ☐ 29a

30
(Grants $) If this amount includes foreign grants, check here ☐ 30a

31 Other program services (describe in Schedule O)
(Grants $) If this amount includes foreign grants, check here ☐ 31a

32 **Total program service expenses** (add lines 28a through 31a) 32 33,157

Part IV List of Officers, Directors, Trustees, and Key Employees (list each one even if not compensated — see the instructions for Part IV)
Check if the organization used Schedule O to respond to any question in this Part IV ☐

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
Tara T Pogue President	20.00	0	0	0
Claudette R Chapman Vice-President	5.00	0	0	0
Heather N Williams Secretary	5.00	0	0	0
Sharon Y Wilson Treasurer	5.00	0	0	0

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Part V **Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V ☐

			Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O	33		X
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions	34		X
35a	Did the organization have unrelated business gross income of $1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a		X
b	If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b		
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c		X
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36		X
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions 37a			
b	Did the organization file **Form 1120-POL** for this year?	37b		X
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; **or** were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a		X
b	If "Yes," complete Schedule L, Part II, and enter the total amount involved 38b			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a			
b	Gross receipts, included on line 9, for public use of club facilities 39b			
40a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ____; section 4912 ____; section 4955 ____			
b	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b		X
c	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ____			
d	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization ____			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e		X

41 List the states with which a copy of this return is filed None

42a The organization's books are in care of Marion Summers Telephone no. 850-525-1904

Located at 835 Ebb Tide Drive Pensacola FL ZIP + 4 32507

			Yes	No
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country ____ See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	42b		X
c	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country ____	42c		X
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041** — Check here ☐ and enter the amount of tax-exempt interest received or accrued during the tax year 43			

			Yes	No
44a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a		X
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b		X
c	Did the organization receive any payments for indoor tanning services during the year?	44c		X
d	If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d		
45a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a		X
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions	45b		X

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			Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	46		X

Part VI Section 501(c)(3) Organizations Only

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI ☐

			Yes	No
47	Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	47		X
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	48		X
49a	Did the organization make any transfers to an exempt non-charitable related organization?	49a		X
b	If "Yes," was the related organization a section 527 organization?	49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC) 1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
None				

f Total number of other employees paid over $100,000

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
None		

d Total number of other independent contractors each receiving over $100,000

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A ☒ Yes ☐ No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: Tara T Pogue — Date: President

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Scott A. Egstad CPA	Scott A Egstad CPA	05/07/24		P00038995

Firm's name: Scott Egstad & Company, PA — Firm's EIN: 59-3332999

Firm's address: 4300 Bayou Blvd Ste 26, Pensacola, FL 32503-2671 — Phone no. 850-332-6850

May the IRS discuss this return with the preparer shown above? See instructions ☐ Yes ☐ No

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SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Harvest Community Outreach, Inc.

Employer identification number

90-0860425

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	38,931	24,373	40,446	69,827	36,481	210,058
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	38,931	24,373	40,446	69,827	36,481	210,058
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						210,058

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	38,931	24,373	40,446	69,827	36,481	210,058
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources				13	20	33
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						210,091

12 Gross receipts from related activities, etc. (see instructions) ... 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ... ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f) divided by line 11, column (f)) ... 14 99.98 %

15 Public support percentage from 2022 Schedule A, Part II, line 14 ... 15 99.99 %

16a **33 1/3% support test — 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ... ☒

b **33 1/3% support test — 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ... ☐

17a **10%-facts-and-circumstances test — 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ... ☐

b **10%-facts-and-circumstances test — 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ... ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ... ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests — 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests — 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

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Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in Part VI when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in Part VI what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in Part VI.*	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in Part VI.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in Part VI.*	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in Part VI.*	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.*	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).*

a ☐ The organization satisfied the Activities Test. *Complete line 2 below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete line 3 below.*

c ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. *Answer lines 2a and 2b below.*			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. *Answer lines 3a and 3b below.*			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in Part VI.*	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in Part VI the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors *(explain in detail in Part VI)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by 0.035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1		
2 Enter 0.85 of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D – Distributions			Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in Part VI*)	5	
6	Other distributions (*describe in Part VI*). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in Part VI*). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required–*explain in Part VI*). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in Part VI*. See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in Part VI*. See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019			
b	Excess from 2020			
c	Excess from 2021			
d	Excess from 2022			
e	Excess from 2023			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Harvest Community Outreach, Inc.

Employer identification number

90-0860425

Form 990-EZ, Part I, Line 16 - Other Expenses

Description	Amount
Expenses	
Office Expenses	$ 229
Dues and Subscriptions	$ 172
Website	$ 392
Donations	$ 95
Food distributed	$ 22,428
Benevolence	$ 550
Licenses	$ 122
Outreach	$ 3,474
Supplies	$ 727
Non-investment Depreciation	$ 2,737
Total	$ 30,926

Form 990-EZ, Part II, Line 24 - Other Assets

Description	Beg. of Year	End of Year
Furniture & Fixtures	$ 30,906	$ 37,632
Less Accumulated Depreciation	$ 658	$ 3,395
Total	$ 30,248	$ 34,237

Form 990-EZ, Part III - Primary Exempt Purpose

Our mission is to build up families and to build bridges of hope in the local community by reinforcing their educational, nutritional, physical, spiritual, and emotional needs.

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Federal Statements

Schedule A, Part II, Line 1(e)

Description	Amount
Contributions	$ 36,481
Total	$ 36,481

Schedule A, Part II, Line 8(e)

Description	Amount
Interest	$ 20
Total	$ 20

CLIENT COPY

Financial Statements

of

Harvest Community Outreach, Inc.

September 30, 2024

Harvest Community Outreach, Inc.
Statement of Assets, Liabilities and Net Assets - Modified Cash Basis
September 30, 2024

Assets

Current Assets		
Gulf Winds FCU - Checking	$ 1,412.05	
Gulf Winds FCU - Savings	4,510.20	
Total Current Assets		$ 5,922.25
Property and Equipment		
Fixed Assets	$ 37,631.81	
Accumulated Depreciation	(5,598.47)	
Net Property and Equipment		32,033.34
Total Assets		$ 37,955.59

Liabilities and Net Assets

Net Assets		
Unrestricted	$ 37,955.59	
Total Net Assets		$ 37,955.59
Total Liabilities and Net Assets		$ 37,955.59

No assurance is provided.
Substantially all disclosures omitted.

Harvest Community Outreach, Inc.
Statement of Receipts and Disbursements
For the Three Months and Nine Months Ended
September 30, 2024

	Three Months 09/30/24	Pct	Nine Months 09/30/24	Pct
Revenues				
Contributions	$ 0.00	0.00	$ 1,650.00	8.31
Grants	942.50	14.62	1,692.50	8.52
In-Kind Food Donations	5,500.02	85.32	16,500.06	83.10
Interest Income	3.65	0.06	13.74	0.07
Total Revenue	6,446.17	100.00	19,856.30	100.00
Expenses				
Accounting Expense	$ 200.00	3.10	$ 750.00	3.78
Depreciation Expense	734.34	11.39	2,203.00	11.09
Dues and Subscriptions	0.00	0.00	27.00	0.14
Licenses and Taxes	0.00	0.00	61.25	0.31
Meals & Entertainment	0.00	0.00	10.79	0.05
Office Expense	30.45	0.47	30.45	0.15
Outreach	863.14	13.39	2,179.46	10.98
Repairs and Maintenance	0.00	0.00	95.00	0.48
Supplies	0.00	0.00	641.43	3.23
Website	432.00	6.70	656.87	3.31
In Kind Food Distributed	5,500.02	85.32	16,500.06	83.10
Total Expenses	7,759.95	120.38	23,155.31	116.61
Net Excess (Deficit)	$ (1,313.78)	(20.38)	$ (3,299.01)	(16.61)

No assurance is provided.
Substantially all disclosures omitted.

Financial Statements

of

Harvest Community Outreach, Inc.

December 31, 2023

DRAFT

Harvest Community Outreach, Inc.
Statement of Assets, Liabilities and Net Assets - Modified Cash Basis
December 31, 2023

Assets

Current Assets		
Gulf Winds FCU - Checking	$ 948.53	
Gulf Winds FCU - Savings	6,069.73	
Total Current Assets		$ 7,018.26
Property and Equipment		
Fixed Assets	$ 37,631.81	
Software	192.00	
Accumulated Depreciation	(2,923.35)	
Net Property and Equipment		34,900.46
Total Assets		$ 41,918.72

Liabilities and Net Assets

Net Assets		
Unrestricted	$ 41,918.72	
Total Net Assets		$ 41,918.72
Total Liabilities and Net Assets		$ 41,918.72

No assurance is provided.
Substantially all disclosures omitted.

P&L

Harvest Community Outreach, Inc.
Statement of Receipts and Disbursements
For the Three Months and Twelve Months Ended
December 31, 2023

	Three Months 12/31/23	Pct	Twelve Months 12/31/23	Pct
Revenues				
Contributions	$ 2,850.00	29.51	$ 14,052.84	34.04
In-Kind Food Donations	6,801.81	70.44	27,207.24	65.91
Interest Income	4.51	0.05	20.38	0.05
Total Revenue	9,656.32	100.00	41,280.46	100.00
Expenses				
Accounting Expense	$ 150.00	1.55	$ 571.50	1.38
Depreciation Expense	566.22	5.86	2,264.88	5.49
Donation	0.00	0.00	95.00	0.23
Dues and Subscriptions	0.00	0.00	172.00	0.42
Gift	0.00	0.00	500.00	1.21
Honorarium/Gifts	0.00	0.00	50.00	0.12
Licenses and Taxes	0.00	0.00	122.50	0.30
Office Expense	200.00	2.07	229.05	0.55
Outreach	1,461.62	15.14	3,473.62	8.41
Repairs and Maintenance	2,582.48	26.74	2,582.48	6.26
Supplies	279.49	2.89	726.92	1.76
Website	0.00	0.00	199.87	0.48
In Kind Food Distributed	6,801.81	70.44	27,207.24	65.91
Total Expenses	12,041.62	124.70	38,195.06	92.53
Net Excess (Deficit)	$ (2,385.30)	(24.70)	$ 3,085.40	7.47

Estimated

DRAFT

No assurance is provided.
Substantially all disclosures omitted.

Financial Statements

of

Harvest Community Outreach, Inc.

December 31, 2022

Harvest Community Outreach, Inc.
Statement of Receipts and Disbursements
For the Three Months and Twelve Months Ended
December 31, 2022

	Three Months 12/31/22	Pct	Twelve Months 12/31/22	Pct
Revenues				
Contributions	$ 4,532.00	7.40	$ 13,128.05	18.80
Grants	29,492.00	48.16	29,492.00	42.23
In-Kind Food Donations	27,207.23	44.43	27,207.23	38.96
Interest Income	5.42	0.01	12.90	0.02
Total Revenue	61,236.65	100.00	69,840.18	100.00
Expenses				
Accounting Expense	$ 0.00	0.00	$ 257.75	0.37
Depreciation Expense	386.55	0.63	468.09	0.67
Donation	100.00	0.16	555.00	0.79
Gift	627.80	1.03	2,311.18	3.31
Honorarium/Gifts	300.00	0.49	600.00	0.86
Licenses and Taxes	0.00	0.00	136.25	0.20
Meals & Entertainment	0.00	0.00	126.03	0.18
Office Expense	0.00	0.00	310.30	0.44
Outreach	2,080.96	3.40	4,753.00	6.81
Repairs and Maintenance	140.00	0.23	473.93	0.68
Supplies	200.31	0.33	475.93	0.68
In Kind Food Distributed	27,207.23	44.43	27,207.23	38.96
Total Expenses	31,042.85	50.69	37,674.69	53.94
Net Excess (Deficit)	$ 30,193.80	49.31	$ 32,165.49	46.06

No assurance is provided.
Substantially all disclosures omitted.

Harvest Community Outreach, Inc.
Statement of Assets, Liabilities and Net Assets - Modified Cash Basis
December 31, 2022

Assets

Current Assets		
Gulf Winds FCU - Checking	$ 1,536.47	
Gulf Winds FCU - Savings	7,049.35	
Total Current Assets		$ 8,585.82
Property and Equipment		
Fixed Assets	$ 30,905.97	
Accumulated Depreciation	(658.47)	
Net Property and Equipment		30,247.50
Total Assets		$ 38,833.32

Liabilities and Net Assets

Net Assets		
Unrestricted	$ 38,833.32	
Total Net Assets		$ 38,833.32
Total Liabilities and Net Assets		$ 38,833.32

No assurance is provided.
Substantially all disclosures omitted.

General Fund 001

Health & Hope Clinic

8

BOARD OF COUNTY COMMISSIONERS
ESCAMBIA COUNTY, FLORIDA

OFFICE OF MANAGEMENT &
BUDGET SERVICES 221 PALAFOX
PLACE, SUITE 440
PENSACOLA, FL 32502
Phone: (850) 595-4960
Fax: (850) 595-4810
www.myescambia.com

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

__ Submit a fully completed Agency Funding Request Application

__ Submit a copy of your organization's current W-9

__ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

__ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

__ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Health and Hope Clinic, Inc.

Agency Address: 1718 E. Olive Rd., Pensacola, FL 32514

Program Name for which funding is being requested: Access to Care

Amount Requested: $30,000

Program Contact: Sally Bergosh, Executive Director

Contact Email: Sbergosh@healthandhopeclinic.org **Contact Phone**: (850) 748-4456

25-Word Description of Program: Health and Hope Clinic provides free comprehensive and preventative medical, dental, pharmacy, and mental health with wrap-around services to the uninsured and underserved for our local community.

How many years has your organization been providing services in the County? 22 years

How many years has your organization received funding from the County? 4 years

Explain how receiving funds from the County would have a significant impact on your organization: County funding is essential for Health and Hope Clinic to continue to grow and increase access to care for the uninsured and most vulnerable in our community. The county funding will help the clinic serve the estimated 30,000 uninsured in Escambia County. Funding will help off-set the cost of specific critical services, such as screenings for diabetic and chronic patients and overall care for the underserved. This additional funding will help provide additional wrap-around services and supplies for patients. The clinic continues year over year to experience tremendous growth and to see increases in new patients with many being unemployed and uninsured. The clinic has grown from 777 unique patients in 2019 to 1,677 unique patients in 2024. In 2023, the clinic provided 12,510 patient visits. In 2024 we provided 14,819 patient visits. This was a 18% growth in annual visits. Receiving funds from the BOCC will have a significant impact on the clinic's ability to continue keeping up with the demands for services and increase access to care while maintaining care for the medically needy and working poor without the worry of service reductions. This will in turn save Escambia County taxpayers money by reducing the number of uninsured and underserved citizens that will go to the emergency room as their last resort means of care. Utilizing our local hospitals as a primary care

provider for the uninsured is a VERY expensive way to do healthcare in our county. Those visits result in being charged to Medicaid which increases local taxpayers' expenses. The Health and Hope Clinic NEVER bills Medicaid (or anyone) for services. Health and Hope Clinic's services are provided FREE OF CHARGE.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $28,500

Briefly discuss how last year's funds were used? The general funds were used for the following: pharmaceuticals, medical supplies, dental supplies, dental equipment repairs, and flu shots for the community. 100% of the BOCC funds were used for direct program costs and were reviewed and submitted to the BOCC accounting department for reimbursement.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?

The impact of this county funding was the amount of people that were provided free medical, dental, mental health, and pharmaceutical services. The clinic provided over $6 million dollars' worth of free services in 2024. The clinic's WHOLE patient care (total care) and proactive approach by utilizing more health education and wrap-around services has been very well-received by patients and our surrounding medical partners. In fact, out of the 390-volunteer workforce, 180 are licensed healthcare providers. Services provided by the BOCC funding included mental health, optometry, dermatology, tobacco cessation classes, women's health services, urology, cardiology, neurology, etc. The clinic was able to increase hours of service and operations while continually recruiting additional specialty services. The clinic in 2024, was able to keep its 1,677 unique patients out of the local emergency rooms, saving the taxpayers hundreds of thousands of dollars in Medicaid reimbursable/chargeable services which they could have incurred had these same patients utilized the other healthcare facilities in the county. Every dollar funded to the Health and Hope Clinic is equal to ten dollars in services, which is an amazing return on investment (ROI).

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? Health and Hope Clinic is a volunteer-run clinic with only (5) full-time, 40 hours a week employees and (5) part-time grant funded employees. In 2020, the clinic had 236 volunteers who gave over 17,000 volunteer hours. In 2024, the clinic had 390 volunteers that provided over 35,000 volunteer hours, which equates to $1,241,844.48 (If we were paying salaries). This is a lot of return on investment (ROI). The Health and Hope Clinic provided over $6 million dollars in free care for the community!

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirements. Please explain: No, however we provide care to individuals in our county that do not have insurance and who would otherwise burden local emergency rooms and increase Escambia County's Medicaid reimbursement amount.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: St. Joseph's Clinic is the only other free clinic in Escambia County that offers free medical care without taking any kind of health insurance reimbursements, including Medicaid. During the pandemic, they lost most of their senior volunteers and had to close for over a year. H&H Clinic was able to see their patients and provide services. We continue to partner for the good of the community. St. Josephs offers acute care a few days a week. H&H Clinic offers more WHOLE patient, integrative care with more robust and comprehensive services.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. H&H Clinic is the ONLY free and primary, integrative care clinic in the area that absorbs 100% of all accrued patient care costs and that does not charge any fees on a sliding scale or take insurance reimbursements from patient services provided which ultimately saves the taxpayers money. The clinic provides services including comprehensive healthcare and dental along with a multitude of specialty services like optometry, mental health, women's health, dermatology, chiropractic care, full pharmacy, chronic disease management, diagnostics, labs, and preventative health education. Additionally, the clinic has partnerships throughout the county and provides services for other non-profits like Teen Challenge, The Charis House, A Future and a Hope (AFAH), and Waterfront Rescue Mission. Health and Hope Clinic is always on the United Way Impact Report as one of the top (3) zip codes of need and one of the top (3) needs in the community filtering through their "211" resource hotline. H&H Clinic is located next door to Ministry Village Olive (MVO) that assists patients with food security, public showers, utility assistance, and hygiene emergency packs. H&H Clinic is the ONLY free clinic to offer FREE Narcan to any and everybody, including 30 other non-profits. The clinic also offers opioid addiction education, and referrals for recovery services through its Impact 100 funded grant "How to Save a Life" program. Additionally, the clinic offers vaccinations and immunizations

for anyone in the community and is engaged in community events through partnerships with AMGEN and Baptist Faith Network. The H&H Clinic is also unique in its ability to utilize all surrounding schools and offer students a very unique and hands-on clinical experience. UWF interns include nursing students, mental health counselors, social work students, pre-med and pre-dental students, and exercise physiology rotations that work with 100 of our most chronic patients. FSU med students have adopted the clinic on Tuesday nights, and PA students rotate at the clinic. FAMU Pharmacy School students rotate through the clinic and have a paid pharmacist through their school to be on the H&H campus for medicine management and oversight. The University of Florida social work interns and PA students have secured housing and rotate through the clinic, along with PSC's dental hygiene students that come with their instructor and clean teeth from 8am-4 pm once a week. Recently, the clinic has partnered with our local hospitals (HCA and Ascension Sacred Heart) and are giving their residency students rotations at the clinic.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? NO

Please provide a breakdown by percentage within each category. ***NOTE: Only salaries directly related to the approved program are eligible for funding.***

- Percentage for salaries/administrative costs: 0%
- Percentage for direct programming costs: 100%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? The clinic's desire to increase access to care for the uninsured and underserved will be met by providing access to free medical and dental care to more patients. The clinic is increasing volunteer recruitment and increasing volunteer hours to sustain the newly increased number of patients being served, but the amount of funding we receive directly affects the number of patients we can help.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

Is there a duplication of funding? NO

Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. The United Way

West Florida awarded the H&H Clinic in 2024-2025 $44,000 appropriated for the salary and wages to fund a Chief Clinical Officer position for oversight and quality control and to provide care for patients & the increased demand for services in our surrounding area. The H&H Clinic also received $108,364 from local non-profit Impact 100 to help with building costs of the clinic's new Health and Wellness Wing to accommodate the growing number of mental health needs in our surrounding areas. There is ZERO duplication of funding from the above local funding requests and the request from BOCC.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1.Number of total patient visits	11,701	12,870	14,157	10%
2.Number of new patients enrolled for services	968	1,065	1,172	10%
3.Total dollar value of medical and dental care provided	$3,610,855	$3,971,940	$4,369,134	10%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1.Number of total medical and dental patient visits will increase by 10%	15,573
2.Number of new patients enrolled for services will increase by 10%	1289
3.Total of medical care provided will increase by 10%	$4,806,047

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the

previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1.Number of total medical and dental patient visits	14,157
2.Number of new patients enrolled for services	1172
3.Total dollar value of medical care provided	$4,369,134

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$804,225	$ 797,456	$805,000
Programmatic Income	$ 3,052	$ 3,244	$ 3,250
County Funding/Direct Contribution	$ 28,500	$ 28,500	$ 30,000
County Funding by Other Source (a)	$ 8,000	$ 0	$ 0
City Funding	$ 0	$ 0	$ 0
Local Non-Profit Funding	$ 38,333	$ 40,000	$ 45,000
State Funding	$ 457,033	$ 42,967	$ 0
Federal Funding	$ 0	$ 0	$ 0
Memberships	$ 0	$ 0	$ 0
Investment Income	$ 23,869	$ 18,000	$ 20,000
Other Income (b)	$ 0	$ 0	$ 0
Total Income	$ 1,363,012	$930,167	$903,250
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) The $8000 represents a sponsorship from Escambia County Sheriff Office for the annual Christmas at the Clinic Gala Fundraiser.

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item: .N/A

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	7	7	7.5
Salaries and Wages	$ 507,346	$545,268	$478,369
Employee Benefits	$ 38,909	$ 44,172	$ 48,589
Professional Services	$ 30,075	$ 48,100	$ 52,910
Contractual Services	$ 35,678	$ 52,671	$ 57,938
Travel Expenses	$ 1,741	$ 3,200	$ 3,520
Rentals and Leases	$ 16,039	$ 3,789	$ 4,167
Communication	$ 6,490	$ 9,408	$ 10,348
Postage and Freight	$ 2,257	$ 2,880	$ 3,168
Repair and Maintenance	$ 19,493	$ 26,124	$ 28,736
Printing and Binding	$ 0	$ 0	$ 0
Marketing and Promotion	$ 34,354	$ 38,096	$ 41,905
Fuel	$ 0	$ 0	$ 0
Supplies	$ 54,688	$ 98,095	$ 109,404
Event Expenses	$ 19,894	$ 15,000	$ 16,500
Capitalizable Assets for County Funding (a)	$ 0	$ 0	$ 0
Other Expenses (b)	$ 14,580	$ 43,364	$ 47,696
Total Expenses	$ 781,544	$ 930,167	$ 903,250
Net Income - (Revenue minus Expense)	$ 581,468	$ 0	$ 0

(a) **Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.** N/A

(b) **Please explain any request listed in the "Other Expenses" line item**. Other expenses include lab fees, bank fees, office equipment, and IT expenses.

BUDGET QUESTIONS

1. **Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year?** Calendar

2. **Please explain any discrepancies in the Expense Table and your agency's Financial Statements.** The financial statements submitted in 2024 represent cash basis financials that were reviewed by the board in January. We are in the process of converting these financials to accrual. This accounts for the difference in income and expenses, specifically.

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? The leftover/residual funds represents funds spent on construction in progress for our new mental health/health and wellness wing.

4. Please list the salary of the top 5 employees, names and positions of your organization.

If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Sally Bergosh	Executive Director	$85,000
Bonnie Rieland, APRN	Chief Clinical Officer/Provider	$150,000
Carly Riccio	Behavioral Health Manager	$53,000
Aschle Joassaint	Office Manager/Volunteer Coord	$46,455
Carla Davis	AMGEN Director of Education and Outreach	$50,000

5. **Please provide the total amount of cash and investments on hand.** $673,748

6. Does your organization charge fees for services? If so, provide a list of fees charged.

No-all services provided are FREE.

7. **Does your organization require background checks from volunteers and staff**? Yes

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

_____

_____

_____

_____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

_____

_____

_____

_____

3. Was there any increase in membership for the local chambers? _____

_____

_____

_____

4. What are your agency's statistics on business creation and minority businesses by zip code?

_____

_____

_____

_____

5. Can we reduce the taxpayer subsidy? _____

_____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Sally Bergosh
Name

Executive Director
Title

3/29/2025
Date

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Health and Hope Clinic, Inc

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) ▶ **501(c)3**

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

1718 E. Olive Rd.

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola, FL 32514

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

2	6	–	4	3	3	6	6	3	8

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person ▶** Sally Bergold **Date ▶** 3/31/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9.*

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

IRS Department of the Treasury
Internal Revenue Service

ATLANTA GA 39901-0001

In reply refer to: 0752439619
May 20, 2016 LTR 4168C 0
26-4336638 000000 00
00027278
BODC: TE

HEALTH AND HOPE CLINIC INC
% RICK HOLLIS
1718 E OLIVE RD
PENSACOLA FL 32514-7553

027951

Employer ID Number: 26-4336638
Form 990 required: Y

Dear Taxpayer:

We issued you a determination letter in July 2009, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(03).

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit www.irs.gov or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

0752439619
May 20, 2016 LTR 4168C 0
26-4336638 000000 00
00027279

HEALTH AND HOPE CLINIC INC
% RICK HOLLIS
1718 E OLIVE RD
PENSACOLA FL 32514-7553

Sincerely yours,

Teri M. Johnson
Operations Manager, AM Ops. 3

Form 8453-TE Tax Exempt Entity Declaration and Signature for E-file

OMB No. 1545-0047

2023

Department of the Treasury
Internal Revenue Service

For calendar year 2023, or tax year beginning ..... , and ending .....

For use with Forms 990, 990-EZ, 990-PF, 990-T, 1120-POL, 4720, 8868, 5227, 5330, and 8038-CP

Go to *www.irs.gov/Form8453TE* for the latest information.

Name of filer

HEALTH AND HOPE CLINIC, INC.

EIN or SSN

26-4336638

Part I Type of Return and Return Information

Check the box for the type of return being filed with Form 8453-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line of the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). If you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a Form 990 check here	[X]	**b** Total revenue, if any (Form 990, Part VIII, column (A), line 12)	**1b**	4,422,192
2a Form 990-EZ check here	[ ]	**b** Total revenue, if any (Form 990-EZ, line 9)	**2b**	
3a Form 1120-POL check here ..	[ ]	**b** Total tax (Form 1120-POL, line 22)	**3b**	
4a Form 990-PF check here	[ ]	**b** Tax based on investment income (Form 990-PF, Part V, line 5)	**4b**	
5a Form 8868 check here	[ ]	**b** Balance due (Form 8868, line 3c)	**5b**	
6a Form 990-T check here	[ ]	**b** Total tax (Form 990-T, Part III, line 4)	**6b**	
7a Form 4720 check here	[ ]	**b** Total tax (Form 4720, Part III, line 1)	**7b**	
8a Form 5227 check here	[ ]	**b** FMV of assets at end of tax year (Form 5227, Item D)	**8b**	
9a Form 5330 check here	[ ]	**b** Tax due (Form 5330, Part II, line 19)	**9b**	
10a Form 8038-CP check here	[ ]	**b** Amount of credit payment requested (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration of Officer or Person Subject to Tax

11a [ ] I authorize the U.S. Treasury and its designated Financial Agent to initiate an Automated Clearing House (ACH) electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment.

b [ ] If a copy of this return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I certify that I executed the electronic disclosure consent contained within this return allowing disclosure by the IRS of this Form 990/990-EZ/990-PF (as specifically identified in Part I above) to the selected state agency(ies).

Under penalties of perjury, I declare that [X] I am an officer of the above named entity or [ ] I am the person subject to tax with respect to (name of entity) _____ , (EIN) _____ , and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund.

Sign Here

Signature of officer or person subject to tax	Date	Title, if applicable
Sally Bergosh	10/2/2024	EXECUTIVE DIRECTOR

Part III Declaration of Electronic Return Originator (ERO) and Paid Preparer (see instructions)

I declare that I have reviewed the above return and that the entries on Form 8453-TE are complete and correct to the best of my knowledge. If I am only a collector, I am not responsible for reviewing the return and only declare that this form accurately reflects the data on the return. The entity officer or person subject to tax will have signed this form before I submit the return. I will give a copy of all forms and information to be filed with the IRS to the officer or person subject to tax, and have followed all other requirements in Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns. If I am also the Paid Preparer, under penalties of perjury I declare that I have examined the above return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. This Paid Preparer declaration is based on all information of which I have any knowledge.

ERO's Use Only

ERO's signature JOSHUA C. DURST	Date	Check if also paid preparer [X]	Check if self-employed [ ]	ERO's SSN or PTIN	P00436839
Firm's name (or yours if self-employed), address, and ZIP code: DURST JORDAN CPA PA 4459-B HIGHWAY 90 MILTON FL 32571				EIN	45-0529207
				Phone no.	850-995-5000

Under penalties of perjury, I declare that I have examined the above return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. Declaration of preparer is based on all information of which the preparer has any knowledge.

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check if self-employed [ ]	PTIN
Firm's name			Firm's EIN	
Firm's address			Phone no.	

For Privacy Act and Paperwork Reduction Act Notice, see back of form.

DAA

Form **8453-TE** (2023)

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2023
Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: HEALTH AND HOPE CLINIC, INC.
Doing business as:
Number and street (or P.O. box if mail is not delivered to street address): 1718 E OLIVE RD
Room/suite:
City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32514

D Employer identification number: 26-4336638
E Telephone number: 850-479-4456
G Gross receipts$ 4,434,953

F Name and address of principal officer:
SALLY BERGOSH
1718 E OLIVE RD
PENSACOLA FL 32514

H(a) Is this a group return for subordinates? ☐ Yes ☒ No
H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions
H(c) Group exemption number

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527
J Website: WWW.HEALTHANDHOPECLINIC.ORG
K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other
L Year of formation: 2009
M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: SEE SCHEDULE O

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	10
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	10
5 Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	12
6 Total number of volunteers (estimate if necessary)	6	315
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	4,352,790	4,385,874
9 Program service revenue (Part VIII, line 2g)		0
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	-300	21,766
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	13,616	14,552
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	4,366,106	4,422,192

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	448,442	350,845
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) 9,129		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	2,224,412	2,060,332
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	2,672,854	2,411,177
19 Revenue less expenses. Subtract line 18 from line 12	1,693,252	2,011,015

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	1,463,371	2,011,001
21 Total liabilities (Part X, line 26)	14,289	16,147
22 Net assets or fund balances. Subtract line 21 from line 20	1,449,082	1,994,854

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: Sally Bergosh — Date: 10/2/2024
SALLY BERGOSH EXECUTIVE DIRECTOR
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: JOSHUA C. DURST	Preparer's signature: JOSHUA C. DURST	Date	Check ☐ if self-employed	PTIN: P00436839
Firm's name: DURST JORDAN CPA PA			Firm's EIN: 45-0529207	
Firm's address: 4459-B HIGHWAY 90 MILTON, FL 32571			Phone no.: 850-995-5000	

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.
DAA

Form **990** (2023)

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☒

1 Briefly describe the organization's mission:

SEE SCHEDULE O

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 2,237,589 including grants of$) (Revenue $)

HEALTH AND HOPE CLINIC IS A VOLUNTEER AND DONOR DRIVEN MEDICAL CLINIC ESTABLISHED IN ORDER TO HELP MEET THE NEEDS OF THE MEDICALLY UNDERSERVED POPULATION. THE CLINIC OFFERS PRIMARY MEDICAL CARE, PREVENTATIVE CARE, SPECIALTY CARE, LABORATORY SERVICES, PRESCRIPTION ASSISTANCE, AND REFERRALS TO COMMUNITY SOCIAL SERVICES. DENTAL SERVICES INCLUDING CONSULTATIONS, EXTRACTIONS, AND RESTORATIVE CARE ARE ALSO PROVIDED. THE CLINIC OPERATES WITH OVER 315 VOLUNTEER MEDICAL PROFESSIONALS AND SUPPORT STAFF WHOSE VALUE IS OVER $1,052,164. OVER 12,510 PATIENT VISITS WERE PROVIDED IN 2023. THERE WERE OVER 6,108 PRESCRIPTIONS FILLED IN 2023 WITH A VALUE OF $4,362,422.

4b (Code:) (Expenses $ including grants of$) (Revenue $)

N/A

4c (Code:) (Expenses $ including grants of$) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of$) (Revenue $)

4e Total program service expenses 2,237,589

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18	X	
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29	X	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	7		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			X

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	12		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17			

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	10		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	10		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed NONE

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

BRIGETTE BROOKS

850-479-4456

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) SALLY BERGOSH	40.00									
EXECUTIVE DIRECTOR	0.00			X				82,115	0	0
(2) J. NIXON DANIEL, III	2.00									
CHAIRMAN	0.00	X		X				0	0	0
(3) LINDA HINSON	1.00									
VICE CHAIRMAN	0.00	X		X				0	0	0
(4) DONALD MCLAUGHLIN	1.00									
TREASURER	0.00	X		X				0	0	0
(5) BRIGETTE BROOKS	1.00									
SECRETARY	0.00	X						0	0	0
(6) JOHN PORTER	1.00									
DIRECTOR	0.00	X						0	0	0
(7) ANNA CAUSEY	1.00									
DIRECTOR	0.00	X						0	0	0
(8) DR. BRIAN NALL	1.00									
DIRECTOR	0.00	X						0	0	0
(9) PAUL MCLEOD, MD	1.00									
DIRECTOR	0.00	X						0	0	0
(10) JOHN LARRY MORRIS, DMD	1.00									
DIRECTOR	0.00	X						0	0	0
(11)										

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12)										
(13)										
(14)										
(15)										
(16)										
(17)										
(18)										
(19)										
1b Subtotal								82,115		
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								82,115		

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c	187,532				
	d Related organizations	1d					
	e Government grants (contributions)	1e					
	f All other contributions, gifts, grants, and similar amounts not included above	1f	4,198,342				
	g Noncash contributions included in lines 1a-1f	1g	$ 3,587,222				
	h **Total.** Add lines 1a–1f			4,385,874			
Program Service Revenue		Business Code					
	2a						
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a–2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			21,766	21,766		
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
			(i) Real	(ii) Personal			
	6a Gross rents	6a					
	b Less: rental expenses	6b					
	c Rental inc. or (loss)	6c					
	d Net rental income or (loss)						
			(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	7a					
	b Less: cost or other basis and sales exps.	7b					
	c Gain or (loss)	7c					
	d Net gain or (loss)						
	8a Gross income from fundraising events (not including $ 187,532 of contributions reported on line 1c). See Part IV, line 18	8a	24,300				
	b Less: direct expenses	8b	12,761				
	c Net income or (loss) from fundraising events			11,539			
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
	11a OTHER INCOME			3,013	3,013		
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a–11d			3,013			
	12 **Total revenue.** See instructions			4,422,192	24,779	0	0

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	82,115	61,586	16,423	4,106
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	243,472	209,749	31,699	2,024
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	25,258	19,701	5,052	505
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	35,250		35,250	
12 Advertising and promotion	17,546		17,546	
13 Office expenses	16,018		16,018	
14 Information technology	4,873		4,873	
15 Royalties				
16 Occupancy	31,806	25,445	4,771	1,590
17 Travel	4,046		4,046	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	10,350	9,315	1,035	
23 Insurance	18,287	10,972	6,629	686
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a MEDICATION & SUPP IN-KIND	1,835,286	1,835,286		
b DENTAL SUPPLIES	24,420	24,420		
c PHARMACEUTICALS	11,529	11,529		
d VOLUNTEER RETENTION	11,213		11,213	
e All other expenses	39,708	29,586	9,904	218
25 **Total functional expenses.** Add lines 1 through 24e	2,411,177	2,237,589	164,459	9,129
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	650,918	1	283,707
	2	Savings and temporary cash investments		2	531,752
	3	Pledges and grants receivable, net	30,135	3	58,903
	4	Accounts receivable, net		4	1,500
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use	722,769	8	1,009,461
	9	Prepaid expenses and deferred charges	2,288	9	2,293
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 203,498			
	b	Less: accumulated depreciation — 10b: 93,667	53,261	10c	109,831
	11	Investments—publicly traded securities		11	
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	4,000	15	13,554
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	1,463,371	16	2,011,001
Liabilities	17	Accounts payable and accrued expenses	14,289	17	16,147
	18	Grants payable		18	
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	14,289	26	16,147
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	1,429,082	27	1,904,595
	28	Net assets with donor restrictions	20,000	28	90,259
		Organizations that do not follow FASB ASC 958, check her ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	1,449,082	32	1,994,854
	33	Total liabilities and net assets/fund balances	1,463,371	33	2,011,001

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	4,422,192
2	Total expenses (must equal Part IX, column (A), line 25)	2	2,411,177
3	Revenue less expenses. Subtract line 2 from line 1	3	2,011,015
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,449,082
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	-1,465,243
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,994,854

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

HEALTH AND HOPE CLINIC, INC.

Employer identification number

26-4336638

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	1,720,874	2,266,546	2,059,901	4,352,790	4,385,874	14,785,985
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	1,720,874	2,266,546	2,059,901	4,352,790	4,385,874	14,785,985
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						14,785,985

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	1,720,874	2,266,546	2,059,901	4,352,790	4,385,874	14,785,985
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources					21,766	21,766
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	16,171	24,725	28,140	1,961	3,013	74,010
11 **Total support.** Add lines 7 through 10						14,881,761

12 Gross receipts from related activities, etc. (see instructions) **12** 142,579

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f) divided by line 11, column (f)) **14** 99.36%

15 Public support percentage from 2022 Schedule A, Part II, line 14 **15** 99.37%

16a **33 1/3% support test — 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test — 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test — 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test — 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests — 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests — 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

- a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*
- b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*
- c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in **Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D – Distributions			Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019			
b	Excess from 2020			
c	Excess from 2021			
d	Excess from 2022			
e	Excess from 2023			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

PART II, LINE 10 - OTHER INCOME DETAIL

$ 74,010

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization

HEALTH AND HOPE CLINIC, INC.

Employer identification number

26-4336638

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ . . . . . .

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization: HEALTH AND HOPE CLINIC, INC.

Employer identification number: 26-4336638

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1		$ 332,310	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
2		$ 1,346,982	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
3		$ 359,723	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
4		$ 176,620	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5		$ 100,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: HEALTH AND HOPE CLINIC, INC.

Employer identification number: 26-4336638

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
1	MEDICAL SUPPLIES AND MATERIALS	$ 332,310	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
2	MEDICAL SUPPLIES AND MATERIALS	$ 1,346,982	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
3	MEDICAL SUPPLIES AND MATERIALS	$ 359,723	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2023
Open to Public Inspection

Name of the organization
HEALTH AND HOPE CLINIC, INC.

Employer identification number
26-4336638

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education) ☐ Preservation of a historically important land area
☐ Protection of natural habitat ☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included on line 2a	2c	
d Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $
(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items.

a Revenue included on Form 990, Part VIII, line 1 $
b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment %
- b Permanent endowment %
- c Term endowment %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		203,498	93,667	109,831
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				109,831

Part VII Investments – Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col. (B))*		

Part VIII Investments – Program Related

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part XIII Supplemental Information *(continued)*

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

HEALTH AND HOPE CLINIC, INC.

Employer identification number

26-4336638

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- **a** ☐ Mail solicitations
- **b** ☐ Internet and email solicitations
- **c** ☐ Phone solicitations
- **d** ☐ In-person solicitations
- **e** ☐ Solicitation of non-government grants
- **f** ☐ Solicitation of government grants
- **g** ☐ Special fundraising events

2a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

	(i) Name and address of individual or entity (fundraiser)	**(ii)** Activity	**(iii)** Did fund-raiser have custody or control of contributions? Yes	No	**(iv)** Gross receipts from activity	**(v)** Amount paid to (or retained by) fundraiser listed in col. **(i)**	**(vi)** Amount paid to (or retained by) organization
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
Total							

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II **Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		CHRISTMAS GALA (event type)	(event type)	NONE (total number)	
Revenue	1 Gross receipts	211,832			211,832
	2 Less: Contributions	187,532			187,532
	3 Gross income (line 1 minus line 2)	24,300			24,300
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages	9,050			9,050
	8 Entertainment				
	9 Other direct expenses	3,711			3,711
	10 Direct expense summary. Add lines 4 through 9 in column (d)				12,761
	11 Net income summary. Subtract line 10 from line 3, column (d)				11,539

Part III **Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes % ☐ No	☐ Yes % ☐ No	☐ Yes % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities:

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain:

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain:

11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No

13 Indicate the percentage of gaming activity conducted in:

a	The organization's facility	**13a**	%
b	An outside facility	**13b**	%

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name

Address

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

b If "Yes," enter the amount of gaming revenue received by the organization $ and the amount of gaming revenue retained by the third party $

c If "Yes," enter name and address of the third party:

Name

Address

16 Gaming manager information:

Name

Gaming manager compensation $

Description of services provided

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year $

Part IV Supplemental Information.

Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open To Public Inspection

Name of the organization

HEALTH AND HOPE CLINIC, INC.

Employer identification number

26-4336638

Part I Types of Property

		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art — Works of art				
2	Art — Historical treasures				
3	Art — Fractional interests				
4	Books and publications				
5	Clothing and household goods				
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities — Publicly traded				
10	Securities — Closely held stock				
11	Securities — Partnership, LLC, or trust interests				
12	Securities — Miscellaneous				
13	Qualified conservation contribution — Historic structures				
14	Qualified conservation contribution — Other				
15	Real estate — Residential				
16	Real estate — Commercial				
17	Real estate — Other				
18	Collectibles				
19	Food inventory				
20	Drugs and medical supplies	X	4	2,121,979	FV OF DONATED SUPPLIES
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other (MEDICAL SERVICES)	X	315	1,391,299	FV OF MANDATED RATES
26	Other (FACILITIES)	X	1	73,944	FV OF BLDG FOOTAGE
27	Other ( )				
28	Other ( )				

29	Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement	29	

			Yes	No
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least 3 years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?	30a		X
b	If "Yes," describe the arrangement in Part II.			
31	Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	31		X
32a	Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	32a		X
b	If "Yes," describe in Part II.			
33	If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

Part II **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
HEALTH AND HOPE CLINIC, INC.

Employer identification number
26-4336638

FORM 990 - ORGANIZATION'S MISSION OR MOST SIGNIFICANT ACTIVITIES

THE MISSION OF THE HEALTH AND HOPE CLINIC IS TO PROVIDE HELP AND HOPE TO THE HURTING. THE CLINIC PROVIDES FREE AND CHARITABLE MEDICAL AND DENTAL CARE TO QUALIFIED INDIVIDUALS WITH LIMITED INCOME, NO ACCESS TO CARE, AND NO HEALTH INSURANCE.

FORM 990 - ORGANIZATION'S MISSION

THE MISSION OF THE HEALTH AND HOPE CLINIC IS TO PROVIDE HELP AND HOPE TO THE HURTING. THE CLINIC PROVIDES FREE AND CHARITABLE MEDICAL AND DENTAL CARE TO QUALIFIED INDIVIDUALS WITH LIMITED INCOME, NO ACCESS TO CARE, AND NO HEALTH INSURANCE.

FORM 990, PART VI, LINE 11B - ORGANIZATION'S PROCESS TO REVIEW FORM 990

ALL BOARD MEMBERS RECEIVED AN ELECTRONIC COPY OF THE FORM 990 AND THE ACCOMPANYING SCHEDULES IN "PDF" FORMAT FOR THEIR REVIEW BEFORE FILING WITH THE IRS. THE BOARD MEMBERS WERE ALSO INFORMED THAT A PAPER COPY OF THE FORM 990 AND THE ACCOMPANYING SCHEDULES IS AVAILABLE AT THE ORGANIZATION'S PRINCIPAL OFFICE.

FORM 990, PART VI, LINE 12C - ENFORCEMENT OF CONFLICTS POLICY

BOARD MEMBERS AND OFFICERS RECEIVE CORRESPONDENCE EACH YEAR THAT MUST BE COMPLETED AND SIGNED CONFIRMING THAT THEY WILL DISCLOSE ANY CONFLICTS THAT VIOLATE THE ORGANIZATION'S POLICY. THE BOARD REVIEWS ALL CONFLICTS AND DETERMINES IF FURTHER ACTIONS NEED TO BE TAKEN.

Name of the organization	Employer identification number
HEALTH AND HOPE CLINIC, INC.	26-4336638

FORM 990, PART VI, LINE 15A - COMPENSATION PROCESS FOR TOP OFFICIAL

COMPENSATION OF THE EXECUTIVE DIRECTOR AND OTHER KEY EMPLOYEES IS DTERMINED BY THE BOARD OF DIRECTORS BASED ON THE JOB PERFORMANCE, THE ORGANIZATION'S BUDGET, AND COMPARABLE COMPENSATION WITHIN THE SAME MARKET.

FORM 990, PART VI, LINE 15B - COMPENSATION PROCESS FOR OFFICERS

COMPENSATION OF THE EXECUTIVE DIRECTOR AND OTHER KEY EMPLOYEES IS DTERMINED BY THE BOARD OF DIRECTORS BASED ON THE JOB PERFORMANCE, THE ORGANIZATION'S BUDGET, AND COMPARABLE COMPENSATION WITHIN THE SAME MARKET.

FORM 990, PART VI, LINE 19 - GOVERNING DOCUMENTS DISCLOSURE EXPLANATION

THE ORGANIZATION HAS ALL GOVERNING DOCUMENTS, CONFLICTS OF INTEREST POLICY, AND THE COMPILED FINANCIAL STATEMENTS ON FILE AT THE ORGANIZATION'S PRINCIPAL OFFICE. ALL DOCUMENTS ARE AVAILABLE UPON REQUEST.

HEALTH AND HOPE CLINIC, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2024

Health and Hope Clinic, Inc.
Statement of Assets, Liabilities and Net Assets
December 31, 2024

	Dec 31, 24	
ASSETS		
Current Assets		
Checking/Savings		
11030 · Operating Account (Regions)		345,590.03
11035 · Morgan Stanley		325,953.21
11040 · PayPal		2,204.30
Total Checking/Savings		673,747.54
Other Current Assets		
12300 · Prepaid Insurance		2,292.87
12500 · Inventory		1,474,068.00
12550 · Less Inventory Valuation		-464,606.75
Total Other Current Assets		1,011,754.12
Total Current Assets		1,685,501.66
Fixed Assets		
13000 · Fixed Assets		
13100 · Office Equipment	31,222.42	
13200 · Medical Equipment	172,274.72	
13500 · Construction in Progress	636,044.85	
13800 · Accumulated Depreciation	-93,666.52	
Total 13000 · Fixed Assets		745,875.47
Total Fixed Assets		745,875.47
TOTAL ASSETS		**2,431,377.13**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Credit Cards		
22000 · Regions FIA Card Services		2,179.59
Total Credit Cards		2,179.59
Other Current Liabilities		
24000 · Payroll Liabilities		-567.10
Total Other Current Liabilities		-567.10
Total Current Liabilities		1,612.49
Total Liabilities		1,612.49
Equity		
32000 · Unrestricted Net Assets		1,994,853.80
Net Income		434,910.84
Total Equity		2,429,764.64
TOTAL LIABILITIES & EQUITY		**2,431,377.13**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures requried by GAAP omitted.

Health and Hope Clinic, Inc.
Statement of Revenues and Expenses
For the twelve months ended December 31, 2024

	Jan - Dec 24	
Ordinary Income/Expense		
Income		
Receipts		
24020 · Pensacola Bay Baptist Assoc.	6,375.25	
24030 · Grants	810,877.38	
24035 · Christmas at the Clinic	255,823.09	
24060 · Church Contributions	46,775.43	
25070 · Community Contributions	57,816.07	
25072 · Board of County Commissioners	21,300.69	
25080 · Medical Records Reimbursements	3,052.25	
Total Receipts		1,202,020.16
Total Income		1,202,020.16
Expense		
Expenses		
35100 · Personnel		
35110 · Executive Director	89,557.64	
35130 · Clinical Manager	14,400.00	
35131 · Chief Clinical Officer	148,682.31	
35166 · Dental Manager	36,490.00	
35167 · Dentist	7,200.00	
35169 · Health Navigator	34,600.00	
35171 · Amgen Director	60,130.82	
35172 · Office Manager/Vol Coordinator	40,095.00	
35173 · Pharmacy Manager	24,210.00	
35174 · Mental Health Manager	51,980.73	
66000 · Payroll Expenses	38,909.09	
Total 35100 · Personnel		546,255.59
36000 · Other Expenses		
36010 · Pharmaceuticals	16,849.87	
36030 · Licenses	1,410.18	
36050 · Lab Fees	570.18	
36060 · Office Supplies	8,173.33	
36070 · Medical Equip & Supplies	5,178.70	
36075 · Medical Supplies- Amgen	11,152.43	
36076 · Amgen Supplies	5,535.49	
36080 · Counseling Fees	90.00	
36090 · Postage	2,256.94	
36100 · Telephone/Internet	6,490.69	
36110 · Office Equipment	8,041.49	
36115 · IT Hardware/Software/Consulting	3,684.54	
36120 · Janitorial Services	10,861.35	
36125 · Maintenance	2,552.78	
36126 · Repairs	4,729.69	
36130 · Utilities	13,496.83	
36135 · Lease Expense	16,039.40	
36150 · EMR/Pharm	3,637.61	
36160 · Publicity/Marketing	13,212.27	
36162 · Publicity/Marketing- Amgen	4,318.57	
36165 · Memberships & Dues	2,262.00	
36170 · Travel	1,741.10	
36180 · Staff Development	4,246.98	
36190 · VolunteerRetention/Appreciatio	12,573.60	
36200 · Insurance	4,223.21	
36210 · Miscellaneous	2,283.41	
36225 · Professional Fees - Audit	2,825.00	
36230 · Professional Fees - Bookkeeping	27,250.00	
36240 · Grant Expenses	10,558.00	
36250 · Christmas at Clinic Expenses	19,894.15	
36500 · Dental Supplies	7,437.49	
36505 · Dental Equipment	360.96	
36506 · Dental Repair	1,348.31	
36507 · Dental Grant - FAFCC	9,436.44	
Total 36000 · Other Expenses		244,722.99
Total Expenses		790,978.58
Total Expense		790,978.58
Net Ordinary Income		411,041.58
Other Income/Expense		
Other Income		
26500 · Interest Income		23,869.26
Total Other Income		23,869.26
Net Other Income		23,869.26
Net Income		**434,910.84**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures requried by GAAP omitted.

SUPPLEMENTARY

INFORMATION

Health and Hope Clinic, Inc.
Schedule I - Revenues and Expenses
For the twelve months ended December 31, 2024 and 2023

	Jan - Dec 24	Jan - Dec 23
Ordinary Income/Expense		
Income		
Receipts		
24020 · Pensacola Bay Baptist Assoc.	6,375.25	8,500.00
24030 · Grants	810,877.38	377,604.23
24035 · Christmas at the Clinic	255,823.09	211,832.17
24050 · Southern Baptist Convention	0.00	2,000.00
24060 · Church Contributions	46,775.43	84,682.20
25070 · Community Contributions	57,816.07	119,090.26
25072 · Board of County Commissioners	21,300.69	19,243.72
25080 · Medical Records Reimbursements	3,052.25	3,012.75
Total Receipts	1,202,020.16	825,965.33
Total Income	1,202,020.16	825,965.33
Expense		
Expenses		
35100 · Personnel		
35110 · Executive Director	89,557.64	83,115.42
35130 · Clinical Manager	14,400.00	46,800.00
35131 · Chief Clinical Officer	148,682.31	47,613.44
35166 · Dental Manager	36,490.00	33,820.00
35167 · Dentist	7,200.00	0.00
35169 · Health Navigator	34,600.00	33,420.00
35171 · Amgen Director	60,130.82	23,170.50
35172 · Office Manager/Vol Coordinator	40,095.00	39,480.00
35173 · Pharmacy Manager	24,210.00	10,421.00
35174 · Mental Health Manager	51,980.73	7,746.15
66000 · Payroll Expenses	38,909.09	25,258.86
Total 35100 · Personnel	546,255.59	350,845.37
36000 · Other Expenses		
36010 · Pharmaceuticals	16,849.87	11,529.46
36030 · Licenses	1,410.18	453.75
36050 · Lab Fees	570.18	1,535.10
36060 · Office Supplies	8,173.33	6,073.68
36070 · Medical Equip & Supplies	5,178.70	1,120.12
36075 · Medical Supplies- Amgen	11,152.43	4,620.96
36076 · Amgen Supplies	5,535.49	2,527.60
36080 · Counseling Fees	90.00	1,190.00
36090 · Postage	2,256.94	2,930.08
36100 · Telephone/Internet	6,490.69	6,684.30
36110 · Office Equipment	8,041.49	7,014.27
36115 · IT Hardware/Software/Consulting	3,684.54	4,872.52
36120 · Janitorial Services	10,861.35	9,745.88
36125 · Maintenance	2,552.78	1,679.65
36126 · Repairs	4,729.69	2,679.29
36130 · Utilities	13,496.83	15,376.47
36135 · Lease Expense	16,039.40	13,714.80
36150 · EMR/Pharm	3,637.61	3,409.28
36160 · Publicity/Marketing	13,212.27	13,864.50
36162 · Publicity/Marketing- Amgen	4,318.57	3,681.43
36165 · Memberships & Dues	2,262.00	2,360.00
36170 · Travel	1,741.10	4,045.59
36180 · Staff Development	4,246.98	3,828.66
36190 · VolunteerRetention/Appreciatio	12,573.60	11,212.72
36200 · Insurance	4,223.21	4,571.88
36210 · Miscellaneous	2,283.41	3,061.47
36220 · Depreciation Expense	0.00	10,349.48
36225 · Professional Fees - Audit	2,825.00	11,150.00
36230 · Professional Fees - Bookkeeping	27,250.00	24,100.00
36240 · Grant Expenses	10,558.00	8,955.97
36250 · Christmas at Clinic Expenses	19,894.15	12,761.04
36500 · Dental Supplies	7,437.49	12,126.01
36505 · Dental Equipment	360.96	1,034.30
36506 · Dental Repair	1,348.31	2,286.21
36507 · Dental Grant - FAFCC	9,436.44	11,260.03
Total 36000 · Other Expenses	244,722.99	237,806.50
Total Expenses	790,978.58	588,651.87
Total Expense	790,978.58	588,651.87
Net Ordinary Income	411,041.58	237,313.46
Other Income/Expense		
Other Income		
In-Kind Donations		
26000 · In-Kind Medical Services Income	0.00	1,391,299.24
26010 · In-Kind Materials & Supplies In	0.00	2,121,978.38
26020 · In-Kind Facilities	0.00	73,944.34
80000 · In-Kind Medical Services Exp	0.00	-1,391,299.24
80010 · In-Kind Materials & Supplies	0.00	-1,835,286.29
80020 · In-Kind Facilities Exp	0.00	-73,944.34
Total In-Kind Donations	0.00	286,692.09
26500 · Interest Income	23,869.26	21,765.63
Total Other Income	23,869.26	308,457.72
Net Other Income	23,869.26	308,457.72
Net Income	**434,910.84**	**545,771.18**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures requried by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule II - Revenues and Expenses
For the one month ended December 31, 2024 and 2023

	Dec 24	Dec 23
Ordinary Income/Expense		
Income		
Receipts		
24020 · Pensacola Bay Baptist Assoc.	0.00	1,416.00
24030 · Grants	41,430.02	63,936.61
24035 · Christmas at the Clinic	75,827.09	31,101.87
24060 · Church Contributions	6,075.79	7,301.76
25070 · Community Contributions	8,681.62	90,730.23
25072 · Board of County Commissioners	0.00	7,199.31
25080 · Medical Records Reimbursements	90.50	96.00
Total Receipts	132,105.02	201,781.78
Total Income	132,105.02	201,781.78
Expense		
Expenses		
35100 · Personnel		
35110 · Executive Director	6,538.46	9,230.76
35130 · Clinical Manager	0.00	5,400.00
35131 · Chief Clinical Officer	11,538.46	4,788.44
35166 · Dental Manager	3,000.00	4,200.00
35167 · Dentist	2,400.00	0.00
35169 · Health Navigator	2,405.00	4,520.00
35171 · Amgen Director	3,846.16	8,536.50
35172 · Office Manager/Vol Coordinator	3,520.00	4,740.00
35173 · Pharmacy Manager	2,400.00	2,771.00
35174 · Mental Health Manager	4,076.92	7,134.61
66000 · Payroll Expenses	3,041.96	4,203.08
Total 35100 · Personnel	42,766.96	55,524.39
36000 · Other Expenses		
36010 · Pharmaceuticals	1,660.43	218.83
36060 · Office Supplies	757.37	788.00
36070 · Medical Equip & Supplies	95.79	424.50
36075 · Medical Supplies- Amgen	0.00	-2,216.91
36076 · Amgen Supplies	0.00	425.50
36080 · Counseling Fees	0.00	75.00
36090 · Postage	239.33	165.60
36100 · Telephone/Internet	563.61	530.75
36110 · Office Equipment	704.26	913.69
36115 · IT Hardware/Software/Consulting	34.00	-2,340.36
36120 · Janitorial Services	2,693.00	2,479.00
36125 · Maintenance	63.75	0.00
36130 · Utilities	1,191.25	1,043.74
36135 · Lease Expense	1,336.65	1,336.65
36150 · EMR/Pharm	308.35	279.47
36160 · Publicity/Marketing	1,050.03	0.00
36162 · Publicity/Marketing- Amgen	0.00	1,050.06
36180 · Staff Development	550.22	156.52
36190 · VolunteerRetention/Appreciatio	1,387.89	1,134.47
36200 · Insurance	692.00	-4.75
36210 · Miscellaneous	136.64	956.17
36220 · Depreciation Expense	0.00	10,349.48
36230 · Professional Fees - Bookkeeping	2,500.00	2,000.00
36240 · Grant Expenses	4,463.00	125.00
36250 · Christmas at Clinic Expenses	18,663.17	809.94
36500 · Dental Supplies	1,901.77	979.55
36506 · Dental Repair	0.00	616.17
36507 · Dental Grant - FAFCC	0.00	-62,469.62
Total 36000 · Other Expenses	40,992.51	-40,173.55
Total Expenses	83,759.47	15,350.84
Total Expense	83,759.47	15,350.84
Net Ordinary Income	48,345.55	186,430.94
Other Income/Expense		
Other Income		
In-Kind Donations		
26000 · In-Kind Medical Services Income	0.00	1,391,299.24
26010 · In-Kind Materials & Supplies In	0.00	2,121,978.38
26020 · In-Kind Facilities	0.00	73,944.34
80000 · In-Kind Medical Services Exp	0.00	-1,391,299.24
80010 · In-Kind Materials & Supplies	0.00	-1,835,286.29
80020 · In-Kind Facilities Exp	0.00	-73,944.34
Total In-Kind Donations	0.00	286,692.09
26500 · Interest Income	1,119.80	2,193.59
Total Other Income	1,119.80	288,885.68
Net Other Income	1,119.80	288,885.68
Net Income	**49,465.35**	**475,316.62**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures requried by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule III Revenues and Expenses by Classification
For the twelve months ended December 31, 2024

	Dental	G&A	HHC	TOTAL
Ordinary Income/Expense				
Income				
Receipts				
24020 · Pensacola Bay Baptist Assoc.	0.00	6,375.25	0.00	6,375.25
24030 · Grants	0.00	810,877.38	0.00	810,877.38
24035 · Christmas at the Clinic	0.00	255,823.09	0.00	255,823.09
24060 · Church Contributions	0.00	46,775.43	0.00	46,775.43
25070 · Community Contributions	0.00	57,816.07	0.00	57,816.07
25072 · Board of County Commissioners	0.00	21,300.69	0.00	21,300.69
25080 · Medical Records Reimbursements	0.00	3,052.25	0.00	3,052.25
Total Receipts	0.00	1,202,020.16	0.00	1,202,020.16
Total Income	0.00	1,202,020.16	0.00	1,202,020.16
Expense				
Expenses				
35100 · Personnel				
35110 · Executive Director	0.00	89,557.64	0.00	89,557.64
35130 · Clinical Manager	0.00	14,400.00	0.00	14,400.00
35131 · Chief Clinical Officer	0.00	148,682.31	0.00	148,682.31
35166 · Dental Manager	0.00	36,490.00	0.00	36,490.00
35167 · Dentist	0.00	7,200.00	0.00	7,200.00
35169 · Health Navigator	0.00	34,600.00	0.00	34,600.00
35171 · Amgen Director	0.00	60,130.82	0.00	60,130.82
35172 · Office Manager/Vol Coordinator	0.00	40,095.00	0.00	40,095.00
35173 · Pharmacy Manager	0.00	24,210.00	0.00	24,210.00
35174 · Mental Health Manager	0.00	51,980.73	0.00	51,980.73
66000 · Payroll Expenses	0.00	38,909.09	0.00	38,909.09
Total 35100 · Personnel	0.00	546,255.59	0.00	546,255.59
36000 · Other Expenses				
36010 · Pharmaceuticals	0.00	118.82	16,731.05	16,849.87
36030 · Licenses	0.00	462.00	948.18	1,410.18
36050 · Lab Fees	0.00	0.00	570.18	570.18
36060 · Office Supplies	0.00	7,991.19	182.14	8,173.33
36070 · Medical Equip & Supplies	0.00	0.00	5,178.70	5,178.70
36075 · Medical Supplies- Amgen	0.00	0.00	11,152.43	11,152.43
36076 · Amgen Supplies	0.00	1,073.28	4,462.21	5,535.49
36080 · Counseling Fees	0.00	0.00	90.00	90.00
36090 · Postage	0.00	2,256.94	0.00	2,256.94
36100 · Telephone/Internet	0.00	6,490.69	0.00	6,490.69
36110 · Office Equipment	262.54	6,976.25	802.70	8,041.49
36115 · IT Hardware/Software/Consulting	0.00	3,684.54	0.00	3,684.54
36120 · Janitorial Services	0.00	10,861.35	0.00	10,861.35
36125 · Maintenance	0.00	2,552.78	0.00	2,552.78
36126 · Repairs	0.00	4,729.69	0.00	4,729.69
36130 · Utilities	0.00	13,496.83	0.00	13,496.83
36135 · Lease Expense	0.00	16,039.40	0.00	16,039.40
36150 · EMR/Pharm	0.00	0.00	3,637.61	3,637.61
36160 · Publicity/Marketing	0.00	13,212.27	0.00	13,212.27
36162 · Publicity/Marketing- Amgen	0.00	1,455.94	2,862.63	4,318.57
36165 · Memberships & Dues	0.00	2,262.00	0.00	2,262.00
36170 · Travel	0.00	1,741.10	0.00	1,741.10
36180 · Staff Development	0.00	4,190.96	56.02	4,246.98
36190 · VolunteerRetention/Appreciatio	0.00	12,573.60	0.00	12,573.60
36200 · Insurance	0.00	4,223.21	0.00	4,223.21
36210 · Miscellaneous	0.00	2,283.41	0.00	2,283.41
36225 · Professional Fees - Audit	0.00	2,825.00	0.00	2,825.00
36230 · Professional Fees - Bookkeeping	0.00	27,250.00	0.00	27,250.00
36240 · Grant Expenses	0.00	10,558.00	0.00	10,558.00
36250 · Christmas at Clinic Expenses	0.00	19,894.15	0.00	19,894.15
36500 · Dental Supplies	7,399.78	0.00	37.71	7,437.49
36505 · Dental Equipment	360.96	0.00	0.00	360.96
36506 · Dental Repair	971.31	377.00	0.00	1,348.31
36507 · Dental Grant - FAFCC	9,436.44	0.00	0.00	9,436.44
Total 36000 · Other Expenses	18,431.03	179,580.40	46,711.56	244,722.99
Total Expenses	18,431.03	725,835.99	46,711.56	790,978.58
Total Expense	18,431.03	725,835.99	46,711.56	790,978.58
Net Ordinary Income	-18,431.03	476,184.17	-46,711.56	411,041.58
Other Income/Expense				
Other Income				
26500 · Interest Income	0.00	23,869.26	0.00	23,869.26
Total Other Income	0.00	23,869.26	0.00	23,869.26
Net Other Income	0.00	23,869.26	0.00	23,869.26
Net Income	**-18,431.03**	**500,053.43**	**-46,711.56**	**434,910.84**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures requried by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule IV-Revenue & Expenses-Actual vs. Budget
For the one month and twelve months ended December 31, 2024

	Dec 24	Budget	$ Over Budget	Jan - Dec 24	YTD Budget	$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
Receipts							
24020 · Pensacola Bay Baptist Assoc.	0.00	708.00	-708.00	6,375.25	8,500.00	-2,124.75	8,500.00
24030 · Grants	41,430.02	10,315.00	31,115.02	810,877.38	200,000.00	610,877.38	200,000.00
24035 · Christmas at the Clinic	75,827.09	36,900.00	38,927.09	255,823.09	200,000.00	55,823.09	200,000.00
24050 · Southern Baptist Convention	0.00	0.00	0.00	0.00	2,000.00	-2,000.00	2,000.00
24060 · Church Contributions	6,075.79	6,663.00	-587.21	46,775.43	80,000.00	-33,224.57	80,000.00
25070 · Community Contributions	8,681.62	22,000.00	-13,318.38	57,816.07	65,000.00	-7,183.93	65,000.00
25072 · Board of County Commissioners	0.00	0.00	0.00	21,300.69	28,500.00	-7,199.31	28,500.00
25080 · Medical Records Reimbursements	90.50	150.00	-59.50	3,052.25	3,250.00	-197.75	3,250.00
Total Receipts	132,105.02	76,736.00	55,369.02	1,202,020.16	587,250.00	614,770.16	587,250.00
Total Income	132,105.02	76,736.00	55,369.02	1,202,020.16	587,250.00	614,770.16	587,250.00
Expense							
Expenses							
35100 · Personnel							
35110 · Executive Director	6,538.46	6,667.00	-128.54	89,557.64	80,004.00	9,553.64	80,004.00
35130 · Clinical Manager	0.00	0.00	0.00	14,400.00	15,600.00	-1,200.00	15,600.00
35131 · Chief Clinical Officer	11,538.46	12,500.00	-961.54	148,682.31	143,750.00	4,932.31	143,750.00
35166 · Dental Manager	3,000.00	2,730.00	270.00	36,490.00	32,760.00	3,730.00	32,760.00
35167 · Dentist	2,400.00	0.00	2,400.00	7,200.00	0.00	7,200.00	0.00
35169 · Health Navigator	2,405.00	4,074.00	-1,669.00	34,600.00	48,888.00	-14,288.00	48,888.00
35171 · Amgen Director	3,846.16	0.00	3,846.16	60,130.82	28,050.00	32,080.82	28,050.00
35172 · Office Manager/Vol Coordinator	3,520.00	3,640.00	-120.00	40,095.00	43,680.00	-3,585.00	43,680.00
35173 · Pharmacy Manager	2,400.00	2,210.00	190.00	24,210.00	26,520.00	-2,310.00	26,520.00
35174 · Mental Health Manager	4,076.92	4,417.00	-340.08	51,980.73	53,004.00	-1,023.27	53,004.00
57199 · Cost of Living Adjustment	0.00	803.00	-803.00	0.00	9,636.00	-9,636.00	9,636.00
66000 · Payroll Expenses	3,041.96	3,259.00	-217.04	38,909.09	38,615.00	294.09	38,615.00
Total 35100 · Personnel	42,766.96	40,300.00	2,466.96	546,255.59	520,507.00	25,748.59	520,507.00
36000 · Other Expenses							
36010 · Pharmaceuticals	1,660.43	1,000.00	660.43	16,849.87	12,679.00	4,170.87	12,679.00
36030 · Licenses	0.00	200.00	-200.00	1,410.18	503.00	907.18	503.00
36050 · Lab Fees	0.00	150.00	-150.00	570.18	1,800.00	-1,229.82	1,800.00
36060 · Office Supplies	757.37	500.00	257.37	8,173.33	6,000.00	2,173.33	6,000.00
36070 · Medical Equip & Supplies	95.79	350.00	-254.21	5,178.70	4,200.00	978.70	4,200.00
36075 · Medical Supplies- Amgen	0.00	0.00	0.00	11,152.43	8,110.00	3,042.43	8,110.00
36076 · Amgen Supplies	0.00	0.00	0.00	5,535.49	17,890.00	-12,354.51	17,890.00
36080 · Counseling Fees	0.00	250.00	-250.00	90.00	3,000.00	-2,910.00	3,000.00
36090 · Postage	239.33	300.00	-60.67	2,256.94	3,600.00	-1,343.06	3,600.00
36100 · Telephone/Internet	563.61	600.00	-36.39	6,490.69	7,000.00	-509.31	7,000.00
36110 · Office Equipment	704.26	650.00	54.26	8,041.49	10,850.00	-2,808.51	10,850.00
36115 · IT Hardware/Software/Consulting	34.00	600.00	-566.00	3,684.54	9,200.00	-5,515.46	9,200.00
36120 · Janitorial Services	2,693.00	807.00	1,886.00	10,861.35	9,246.00	1,615.35	9,246.00
36125 · Maintenance	63.75	300.00	-236.25	2,552.78	3,600.00	-1,047.22	3,600.00
36126 · Repairs	0.00	300.00	-300.00	4,729.69	3,600.00	1,129.69	3,600.00
36130 · Utilities	1,191.25	1,600.00	-408.75	13,496.83	16,900.00	-3,403.17	16,900.00
36135 · Lease Expense	1,336.65	1,471.00	-134.35	16,039.40	16,982.00	-942.60	16,982.00
36150 · EMR/Pharm	308.35	285.00	23.35	3,637.61	3,420.00	217.61	3,420.00
36160 · Publicity/Marketing	1,050.03	1,333.00	-282.97	13,212.27	15,996.00	-2,783.73	15,996.00
36162 · Publicity/Marketing- Amgen	0.00	0.00	0.00	4,318.57	5,000.00	-681.43	5,000.00
36165 · Memberships & Dues	0.00	110.00	-110.00	2,262.00	2,821.00	-559.00	2,821.00
36170 · Travel	0.00	300.00	-300.00	1,741.10	3,200.00	-1,458.90	3,200.00
36180 · Staff Development	550.22	400.00	150.22	4,246.98	4,800.00	-553.02	4,800.00
36190 · VolunteerRetention/Appreciatio	1,387.89	800.00	587.89	12,573.60	11,100.00	1,473.60	11,100.00
36200 · Insurance	692.00	0.00	692.00	4,223.21	4,036.00	187.21	4,036.00
36210 · Miscellaneous	136.64	200.00	-63.36	2,283.41	2,400.00	-116.59	2,400.00
36225 · Professional Fees - Audit	0.00	0.00	0.00	2,825.00	1,100.00	1,725.00	1,100.00
36230 · Professional Fees - Bookkeeping	2,500.00	2,500.00	0.00	27,250.00	30,000.00	-2,750.00	30,000.00
36240 · Grant Expenses	4,463.00	1,500.00	2,963.00	10,558.00	4,926.00	5,632.00	4,926.00
36250 · Christmas at Clinic Expenses	18,663.17	8,000.00	10,663.17	19,894.15	15,000.00	4,894.15	15,000.00
36500 · Dental Supplies	1,901.77	700.00	1,201.77	7,437.49	13,130.00	-5,692.51	13,130.00
36505 · Dental Equipment	0.00	300.00	-300.00	360.96	1,200.00	-839.04	1,200.00
36506 · Dental Repair	0.00	0.00	0.00	1,348.31	1,000.00	348.31	1,000.00
36507 · Dental Grant - FAFCC	0.00	0.00	0.00	9,436.44	0.00	9,436.44	0.00
Total 36000 · Other Expenses	40,992.51	25,506.00	15,486.51	244,722.99	254,289.00	-9,566.01	254,289.00
Total Expenses	83,759.47	65,806.00	17,953.47	790,978.58	774,796.00	16,182.58	774,796.00
Total Expense	83,759.47	65,806.00	17,953.47	790,978.58	774,796.00	16,182.58	774,796.00
Net Ordinary Income	48,345.55	10,930.00	37,415.55	411,041.58	-187,546.00	598,587.58	-187,546.00
Other Income/Expense							
Other Income							
26500 · Interest Income	1,119.80	3,830.00	-2,710.20	23,869.26	37,370.00	-13,500.74	37,370.00
Total Other Income	1,119.80	3,830.00	-2,710.20	23,869.26	37,370.00	-13,500.74	37,370.00
Net Other Income	1,119.80	3,830.00	-2,710.20	23,869.26	37,370.00	-13,500.74	37,370.00
Net Income	**49,465.35**	**14,760.00**	**34,705.35**	**434,910.84**	**-150,176.00**	**585,086.84**	**-150,176.00**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures requried by GAAP omitted.

HEALTH AND HOPE CLINIC, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2023

Health and Hope Clinic, Inc.
Statement of Assets, Liabilities and Net Assets
December 31, 2023

	Dec 31, 23	
ASSETS		
Current Assets		
Checking/Savings		
11030 · Operating Account (Regions)		275,948.30
11035 · Morgan Stanley		531,752.34
11040 · PayPal		7,758.49
Total Checking/Savings		815,459.13
Accounts Receivable		
11008 · Accounts Receivable		1,500.00
11015 · Grant Receivable		58,902.76
Total Accounts Receivable		60,402.76
Other Current Assets		
12300 · Prepaid Insurance		2,292.87
12500 · Inventory		1,474,068.00
12550 · Less Inventory Valuation		-464,606.75
Total Other Current Assets		1,011,754.12
Total Current Assets		1,887,616.01
Fixed Assets		
13000 · Fixed Assets		
13100 · Office Equipment	31,222.42	
13200 · Medical Equipment	172,274.72	
13500 · Construction in Progress	13,554.00	
13800 · Accumulated Depreciation	-93,666.52	
Total 13000 · Fixed Assets		123,384.62
Total Fixed Assets		123,384.62
TOTAL ASSETS		**2,011,000.63**
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
20000 · Accounts Payable		9,070.92
Total Accounts Payable		9,070.92
Credit Cards		
22000 · Regions FIA Card Services		2,794.25
Total Credit Cards		2,794.25
Other Current Liabilities		
21000 · Accrued Liabilities		4,266.35
24000 · Payroll Liabilities		15.31
Total Other Current Liabilities		4,281.66
Total Current Liabilities		16,146.83
Total Liabilities		16,146.83
Equity		
32000 · Unrestricted Net Assets		1,449,082.62
Net Income		545,771.18
Total Equity		1,994,853.80
TOTAL LIABILITIES & EQUITY		**2,011,000.63**

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Health and Hope Clinic, Inc.
Statement of Revenues and Expenses
For the twelve months ended December 31, 2023

	Jan - Dec 23	
Ordinary Income/Expense		
Income		
Receipts		
24020 · Pensacola Bay Baptist Assoc.	8,500.00	
24030 · Grants	377,604.23	
24035 · Christmas at the Clinic	211,832.17	
24050 · Southern Baptist Convention	2,000.00	
24060 · Church Contributions	84,682.20	
25070 · Community Contributions	119,090.26	
25072 · Board of County Commissioners	19,243.72	
25080 · Medical Records Reimbursements	3,012.75	
Total Receipts		825,965.33
Total Income		825,965.33
Expense		
Expenses		
35100 · Personnel		
35110 · Executive Director	83,115.42	
35130 · Clinical Manager	46,800.00	
35131 · Chief Clinical Officer	47,613.44	
35166 · Dental Manager	33,820.00	
35169 · Health Navigator	33,420.00	
35171 · Amgen Director	23,170.50	
35172 · Office Manager/Vol Coordinator	39,480.00	
35173 · Pharmacy Manager	10,421.00	
35174 · Mental Health Manager	7,746.15	
66000 · Payroll Expenses	25,258.86	
Total 35100 · Personnel		350,845.37
36000 · Other Expenses		
36010 · Pharmaceuticals	11,529.46	
36030 · Licenses	453.75	
36050 · Lab Fees	1,535.10	
36060 · Office Supplies	6,073.68	
36070 · Medical Equip & Supplies	1,120.12	
36075 · Medical Supplies- Amgen	4,620.96	
36076 · Amgen Supplies	2,527.60	
36080 · Counseling Fees	1,190.00	
36090 · Postage	2,930.08	
36100 · Telephone/Internet	6,684.30	
36110 · Office Equipment	7,014.27	
36115 · IT Hardware/Software/Consulting	4,872.52	
36120 · Janitorial Services	9,745.88	
36125 · Maintenance	1,679.65	
36126 · Repairs	2,679.29	
36130 · Utilities	15,376.47	
36135 · Lease Expense	13,714.80	
36150 · EMR/Pharm	3,409.28	
36160 · Publicity/Marketing	13,864.50	
36162 · Publicity/Marketing- Amgen	3,681.43	
36165 · Memberships & Dues	2,360.00	
36170 · Travel	4,045.59	
36180 · Staff Development	3,828.66	
36190 · VolunteerRetention/Appreciatio	11,212.72	
36200 · Insurance	4,571.88	
36210 · Miscellaneous	3,061.47	
36220 · Depreciation Expense	10,349.48	
36225 · Professional Fees - Audit	11,150.00	
36230 · Professional Fees - Bookkeeping	24,100.00	
36240 · Grant Expenses	8,955.97	
36250 · Christmas at Clinic Expenses	12,761.04	
36500 · Dental Supplies	12,126.01	
36505 · Dental Equipment	1,034.30	

No assurance is provided on these financial statements.
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Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.
Statement of Revenues and Expenses
For the twelve months ended December 31, 2023

	Jan - Dec 23	
36506 · Dental Repair	2,286.21	
36507 · Dental Grant - FAFCC	11,260.03	
Total 36000 · Other Expenses		237,806.50
Total Expenses		588,651.87
Total Expense		588,651.87
Net Ordinary Income		237,313.46
Other Income/Expense		
Other Income		
In-Kind Donations		
26000 · In-Kind Medical Services Income	1,391,299.24	
26010 · In-Kind Materials & Supplies In	2,121,978.38	
26020 · In-Kind Facilities	73,944.34	
80000 · In-Kind Medical Services Exp	-1,391,299.24	
80010 · In-Kind Materials & Supplies	-1,835,286.29	
80020 · In-Kind Facilities Exp	-73,944.34	
Total In-Kind Donations		286,692.09
26500 · Interest Income		21,765.63
Total Other Income		308,457.72
Net Other Income		308,457.72
Net Income		**545,771.18**

No assurance is provided on these financial statements.
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Substantially all disclosures required by GAAP omitted.

SUPPLEMENTARY

INFORMATION

Health and Hope Clinic, Inc.
Schedule I - Revenues and Expenses
For the twelve months ended December 31, 2023 and 2023

	Jan - Dec 23	Jan - Dec 22
Ordinary Income/Expense		
Income		
Receipts		
24020 · Pensacola Bay Baptist Assoc.	8,500.00	8,000.00
24030 · Grants	377,604.23	135,830.95
24031 · HRSA Grant-CFDA93.011/U3U45474	0.00	355,511.89
24035 · Christmas at the Clinic	211,832.17	224,778.00
24050 · Southern Baptist Convention	2,000.00	6,500.00
24060 · Church Contributions	84,682.20	77,567.24
25070 · Community Contributions	119,090.26	83,045.01
25072 · Board of County Commissioners	19,243.72	29,564.70
25080 · Medical Records Reimbursements	3,012.75	1,961.25
Total Receipts	825,965.33	922,759.04
Total Income	825,965.33	922,759.04
Expense		
Expenses		
35100 · Personnel		
HRSA-CFDA93.011/FAINY3U45474		
HRSA Accounting	0.00	6,400.00
HRSA HCW Full TIme	0.00	28,000.00
HRSA HCW Part Time	0.00	47,940.00
HRSA Program Manager/HCW	0.00	50,000.00
Total HRSA-CFDA93.011/FAINY3U45474	0.00	132,340.00
35110 · Executive Director	83,115.42	77,115.47
35115 · Administrative Coordinator	0.00	19,225.00
35116 · Athena Admin	0.00	7,604.75
35130 · Clinical Manager	46,800.00	38,820.00
35131 · Chief Clinical Officer	47,613.44	60,910.00
35132 · Clinical Manager - Asst	0.00	27,360.00
35166 · Dental Manager	33,820.00	29,400.00
35169 · Health Navigator	33,420.00	4,325.00
35171 · Amgen Director	23,170.50	0.00
35172 · Office Manager/Vol Coordinator	39,480.00	19,800.00
35173 · Pharmacy Manager	10,421.00	0.00
35174 · Mental Health Manager	7,746.15	0.00
66000 · Payroll Expenses	25,258.86	31,542.11
Total 35100 · Personnel	350,845.37	448,442.33
36000 · Other Expenses		
HRSA CFDA 93.011/FAIN U3U45474		
36545 · HRSA Supplies	0.00	1,887.51
36546 · HRSA Mileage	0.00	2,754.00
36547 · HRSA Cell Phone	0.00	1,200.00
36650 · HRSA Incentive Cards	0.00	51,752.84
Total HRSA CFDA 93.011/FAIN U3U45474	0.00	57,594.35
36010 · Pharmaceuticals	11,529.46	8,577.27
36030 · Licenses	453.75	1,375.65
36050 · Lab Fees	1,535.10	964.92
36060 · Office Supplies	6,073.68	6,257.95
36070 · Medical Equip & Supplies	1,120.12	6,493.41
36075 · Medical Supplies- Amgen	4,620.96	0.00
36076 · Amgen Supplies	2,527.60	0.00
36080 · Counseling Fees	1,190.00	2,830.00
36090 · Postage	2,930.08	2,010.58
36100 · Telephone/Internet	6,684.30	4,228.38
36110 · Office Equipment	7,014.27	7,313.32
36115 · IT Hardware/Software/Consulting	4,872.52	40,675.08
36120 · Janitorial Services	9,745.88	9,140.00
36125 · Maintenance	1,679.65	4,618.99
36126 · Repairs	2,679.29	947.00

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Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule I - Revenues and Expenses
For the twelve months ended December 31, 2023 and 2023

	Jan - Dec 23	Jan - Dec 22
36130 · Utilities	15,376.47	14,396.12
36135 · Lease Expense	13,714.80	8,938.30
36150 · EMR/Pharm	3,409.28	4,482.00
36160 · Publicity/Marketing	13,864.50	27,171.29
36162 · Publicity/Marketing- Amgen	3,681.43	0.00
36165 · Memberships & Dues	2,360.00	1,312.02
36170 · Travel	4,045.59	0.00
36180 · Staff Development	3,828.66	2,909.27
36190 · VolunteerRetention/Appreciatio	11,212.72	10,993.94
36200 · Insurance	4,571.88	3,527.04
36210 · Miscellaneous	3,061.47	2,406.23
36220 · Depreciation Expense	10,349.48	10,895.21
36225 · Professional Fees - Audit	11,150.00	1,175.00
36230 · Professional Fees - Bookkeeping	24,100.00	10,950.00
36240 · Grant Expenses	8,955.97	5,838.03
36250 · Christmas at Clinic Expenses	12,761.04	11,295.25
36500 · Dental Supplies	12,126.01	11,937.91
36505 · Dental Equipment	1,034.30	2,479.68
36506 · Dental Repair	2,286.21	3,624.37
36507 · Dental Grant - FAFCC	11,260.03	0.00
Total 36000 · Other Expenses	237,806.50	287,358.56
Total Expenses	588,651.87	735,800.89
Total Expense	588,651.87	735,800.89
Net Ordinary Income	237,313.46	186,958.15
Other Income/Expense		
Other Income		
In-Kind Donations		
26000 · In-Kind Medical Services Income	1,391,299.24	1,384,930.45
26010 · In-Kind Materials & Supplies In	2,121,978.38	1,987,567.79
26020 · In-Kind Facilities	73,944.34	73,944.34
26030 · In-Kind Donated Assets	0.00	8,500.00
80000 · In-Kind Medical Services Exp	-1,391,299.24	-1,384,930.45
80010 · In-Kind Materials & Supplies	-1,835,286.29	-1,948,347.77
80020 · In-Kind Facilities Exp	-73,944.34	-73,944.34
Total In-Kind Donations	286,692.09	47,720.02
26500 · Interest Income	21,765.63	0.00
Total Other Income	308,457.72	47,720.02
Other Expense		
37000 · Loss on Disposal of PPE	0.00	300.00
Total Other Expense	0.00	300.00
Net Other Income	308,457.72	47,420.02
Net Income	**545,771.18**	**234,378.17**

No assurance is provided on these financial statements.
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Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule II - Revenues and Expenses
For the one month ended December 31, 2023 and 2022

	Dec 23	Dec 22
Ordinary Income/Expense		
Income		
Receipts		
24020 · Pensacola Bay Baptist Assoc.	1,416.00	1,333.33
24030 · Grants	63,936.61	21,634.52
24035 · Christmas at the Clinic	31,101.87	19,224.24
24060 · Church Contributions	7,301.76	8,490.44
25070 · Community Contributions	90,730.23	52,335.52
25072 · Board of County Commissioners	7,199.31	16,455.59
25080 · Medical Records Reimbursements	96.00	289.00
Total Receipts	201,781.78	119,762.64
Total Income	201,781.78	119,762.64
Expense		
Expenses		
35100 · Personnel		
35110 · Executive Director	9,230.76	8,653.86
35115 · Administrative Coordinator	0.00	2,825.00
35130 · Clinical Manager	5,400.00	5,400.00
35131 · Chief Clinical Officer	4,788.44	4,362.50
35166 · Dental Manager	4,200.00	3,000.00
35169 · Health Navigator	4,520.00	3,000.00
35171 · Amgen Director	8,536.50	0.00
35172 · Office Manager/Vol Coordinator	4,740.00	2,900.00
35173 · Pharmacy Manager	2,771.00	0.00
35174 · Mental Health Manager	7,134.61	0.00
66000 · Payroll Expenses	4,203.08	2,196.40
Total 35100 · Personnel	55,524.39	32,337.76
36000 · Other Expenses		
36010 · Pharmaceuticals	218.83	567.23
36030 · Licenses	0.00	180.00
36060 · Office Supplies	788.00	885.04
36070 · Medical Equip & Supplies	424.50	121.96
36075 · Medical Supplies- Amgen	-2,216.91	0.00
36076 · Amgen Supplies	425.50	0.00
36080 · Counseling Fees	75.00	190.00
36090 · Postage	165.60	186.30
36100 · Telephone/Internet	530.75	359.27
36110 · Office Equipment	913.69	-11,890.42
36115 · IT Hardware/Software/Consulting	-2,340.36	-5,259.27
36120 · Janitorial Services	2,479.00	2,600.00
36130 · Utilities	1,043.74	1,050.73
36135 · Lease Expense	1,336.65	871.65
36150 · EMR/Pharm	279.47	2,605.45
36160 · Publicity/Marketing	0.00	1,000.03
36162 · Publicity/Marketing- Amgen	1,050.06	0.00
36180 · Staff Development	156.52	91.38
36190 · VolunteerRetention/Appreciatio	1,134.47	2,655.64
36200 · Insurance	-4.75	-425.23
36210 · Miscellaneous	956.17	359.41
36220 · Depreciation Expense	10,349.48	10,895.21
36230 · Professional Fees - Bookkeeping	2,000.00	850.00
36240 · Grant Expenses	125.00	0.00
36250 · Christmas at Clinic Expenses	809.94	2,606.62
36500 · Dental Supplies	979.55	934.42
36505 · Dental Equipment	0.00	-9,373.47
36506 · Dental Repair	616.17	3,520.37

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule II - Revenues and Expenses
For the one month ended December 31, 2023 and 2022

	Dec 23	Dec 22
36507 · Dental Grant - FAFCC	-62,469.62	0.00
36600 · Capital Improvements	0.00	-4,000.00
Total 36000 · Other Expenses	-40,173.55	1,582.32
Total Expenses	15,350.84	33,920.08
Total Expense	15,350.84	33,920.08
Net Ordinary Income	186,430.94	85,842.56
Other Income/Expense		
Other Income		
In-Kind Donations		
26000 · In-Kind Medical Services Income	1,391,299.24	1,384,930.45
26010 · In-Kind Materials & Supplies In	2,121,978.38	1,987,567.79
26020 · In-Kind Facilities	73,944.34	73,944.34
26030 · In-Kind Donated Assets	0.00	8,500.00
80000 · In-Kind Medical Services Exp	-1,391,299.24	-1,384,930.45
80010 · In-Kind Materials & Supplies	-1,835,286.29	-1,948,347.77
80020 · In-Kind Facilities Exp	-73,944.34	-73,944.34
Total In-Kind Donations	286,692.09	47,720.02
26500 · Interest Income	2,193.59	0.00
Total Other Income	288,885.68	47,720.02
Other Expense		
37000 · Loss on Disposal of PPE	0.00	300.00
Total Other Expense	0.00	300.00
Net Other Income	288,885.68	47,420.02
Net Income	**475,316.62**	**133,262.58**

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Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule III Revenues and Expenses by Classification
For the twelve months ended December 31, 2023

	Dental	G&A	HHC	TOTAL
Ordinary Income/Expense				
Income				
Receipts				
24020 · Pensacola Bay Baptist Assoc.	0.00	8,500.00	0.00	8,500.00
24030 · Grants	0.00	378,714.73	-1,110.50	377,604.23
24035 · Christmas at the Clinic	0.00	211,832.17	0.00	211,832.17
24050 · Southern Baptist Convention	0.00	2,000.00	0.00	2,000.00
24060 · Church Contributions	0.00	84,682.20	0.00	84,682.20
25070 · Community Contributions	0.00	119,090.26	0.00	119,090.26
25072 · Board of County Commissioners	0.00	19,243.72	0.00	19,243.72
25080 · Medical Records Reimbursements	0.00	3,012.75	0.00	3,012.75
Total Receipts	0.00	827,075.83	-1,110.50	825,965.33
Total Income	0.00	827,075.83	-1,110.50	825,965.33
Expense				
Expenses				
35100 · Personnel				
35110 · Executive Director	0.00	83,115.42	0.00	83,115.42
35130 · Clinical Manager	0.00	46,800.00	0.00	46,800.00
35131 · Chief Clinical Officer	0.00	47,613.44	0.00	47,613.44
35166 · Dental Manager	0.00	33,820.00	0.00	33,820.00
35169 · Health Navigator	0.00	33,420.00	0.00	33,420.00
35171 · Amgen Director	0.00	23,170.50	0.00	23,170.50
35172 · Office Manager/Vol Coordinator	0.00	39,480.00	0.00	39,480.00
35173 · Pharmacy Manager	0.00	10,421.00	0.00	10,421.00
35174 · Mental Health Manager	0.00	7,746.15	0.00	7,746.15
66000 · Payroll Expenses	0.00	25,258.86	0.00	25,258.86
Total 35100 · Personnel	0.00	350,845.37	0.00	350,845.37
36000 · Other Expenses				
36010 · Pharmaceuticals	0.00	201.16	11,328.30	11,529.46
36030 · Licenses	0.00	411.75	42.00	453.75
36050 · Lab Fees	0.00	0.00	1,535.10	1,535.10
36060 · Office Supplies	0.00	5,927.22	146.46	6,073.68
36070 · Medical Equip & Supplies	0.00	0.00	1,120.12	1,120.12
36075 · Medical Supplies- Amgen	0.00	0.00	4,620.96	4,620.96
36076 · Amgen Supplies	0.00	548.30	1,979.30	2,527.60
36080 · Counseling Fees	0.00	0.00	1,190.00	1,190.00
36090 · Postage	0.00	2,930.08	0.00	2,930.08
36100 · Telephone/Internet	0.00	6,684.30	0.00	6,684.30
36110 · Office Equipment	0.00	6,142.07	872.20	7,014.27
36115 · IT Hardware/Software/Consulting	0.00	4,872.52	0.00	4,872.52
36120 · Janitorial Services	0.00	9,745.88	0.00	9,745.88
36125 · Maintenance	0.00	1,679.65	0.00	1,679.65
36126 · Repairs	0.00	2,679.29	0.00	2,679.29
36130 · Utilities	0.00	15,376.47	0.00	15,376.47
36135 · Lease Expense	0.00	13,714.80	0.00	13,714.80
36150 · EMR/Pharm	0.00	400.00	3,009.28	3,409.28
36160 · Publicity/Marketing	0.00	13,844.50	20.00	13,864.50
36162 · Publicity/Marketing- Amgen	0.00	3,681.43	0.00	3,681.43
36165 · Memberships & Dues	0.00	2,360.00	0.00	2,360.00
36170 · Travel	0.00	3,991.90	53.69	4,045.59
36180 · Staff Development	0.00	3,828.66	0.00	3,828.66
36190 · VolunteerRetention/Appreciatio	0.00	11,112.56	100.16	11,212.72
36200 · Insurance	0.00	4,571.88	0.00	4,571.88
36210 · Miscellaneous	0.00	3,061.47	0.00	3,061.47
36220 · Depreciation Expense	0.00	10,349.48	0.00	10,349.48
36225 · Professional Fees - Audit	0.00	11,150.00	0.00	11,150.00
36230 · Professional Fees - Bookkeeping	0.00	24,100.00	0.00	24,100.00
36240 · Grant Expenses	0.00	8,955.97	0.00	8,955.97
36250 · Christmas at Clinic Expenses	0.00	12,761.04	0.00	12,761.04
36500 · Dental Supplies	12,416.27	-158.68	-131.58	12,126.01
36505 · Dental Equipment	1,007.56	26.74	0.00	1,034.30

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.
Schedule III Revenues and Expenses by Classification
For the twelve months ended December 31, 2023

	Dental	G&A	HHC	TOTAL
36506 · Dental Repair	2,286.21	0.00	0.00	2,286.21
36507 · Dental Grant - FAFCC	11,260.03	0.00	0.00	11,260.03
Total 36000 · Other Expenses	26,970.07	184,950.44	25,885.99	237,806.50
Total Expenses	26,970.07	535,795.81	25,885.99	588,651.87
Total Expense	26,970.07	535,795.81	25,885.99	588,651.87
Net Ordinary Income	-26,970.07	291,280.02	-26,996.49	237,313.46
Other Income/Expense				
Other Income				
In-Kind Donations				
26000 · In-Kind Medical Services Income	0.00	1,391,299.24	0.00	1,391,299.24
26010 · In-Kind Materials & Supplies In	0.00	2,121,978.38	0.00	2,121,978.38
26020 · In-Kind Facilities	0.00	73,944.34	0.00	73,944.34
80000 · In-Kind Medical Services Exp	0.00	-1,391,299.24	0.00	-1,391,299.24
80010 · In-Kind Materials & Supplies	0.00	-1,835,286.29	0.00	-1,835,286.29
80020 · In-Kind Facilities Exp	0.00	-73,944.34	0.00	-73,944.34
Total In-Kind Donations	0.00	286,692.09	0.00	286,692.09
26500 · Interest Income	0.00	21,765.63	0.00	21,765.63
Total Other Income	0.00	308,457.72	0.00	308,457.72
Net Other Income	0.00	308,457.72	0.00	308,457.72
Net Income	**-26,970.07**	**599,737.74**	**-26,996.49**	**545,771.18**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures required by GAAP omitted.

Health and Hope Clinic, Inc.

Schedule IV-Revenue & Expenses-Actual vs. Budget

For the one month and twelve months ended December 31, 2023

	Dec 23	Budget	$ Over Budget	Jan - Dec 23	YTD Budget	$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
Receipts							
24020 · Pensacola Bay Baptist Assoc.	1,416.00	712.00	704.00	8,500.00	8,500.00	0.00	8,500.00
24030 · Grants	63,936.61	34,848.00	29,088.61	377,604.23	198,033.00	179,571.23	198,033.00
24035 · Christmas at the Clinic	31,101.87	66,500.00	-35,398.13	211,832.17	187,923.00	23,909.17	187,923.00
24050 · Southern Baptist Convention	0.00	0.00	0.00	2,000.00	6,500.00	-4,500.00	6,500.00
24060 · Church Contributions	7,301.76	6,000.00	1,301.76	84,682.20	72,000.00	12,682.20	72,000.00
25070 · Community Contributions	90,730.23	4,000.00	86,730.23	119,090.26	48,000.00	71,090.26	48,000.00
25072 · Board of County Commissioners	7,199.31	15,390.00	-8,190.69	19,243.72	28,500.00	-9,256.28	28,500.00
25080 · Medical Records Reimbursements	96.00	150.00	-54.00	3,012.75	1,800.00	1,212.75	1,800.00
Total Receipts	201,781.78	127,600.00	74,181.78	825,965.33	551,256.00	274,709.33	551,256.00
Total Income	201,781.78	127,600.00	74,181.78	825,965.33	551,256.00	274,709.33	551,256.00
Expense							
Expenses							
35100 · Personnel							
35110 · Executive Director	9,230.76	6,250.00	2,980.76	83,115.42	75,000.00	8,115.42	75,000.00
35130 · Clinical Manager	5,400.00	3,900.00	1,500.00	46,800.00	46,800.00	0.00	46,800.00
35131 · Chief Clinical Officer	4,788.44	3,000.00	1,788.44	47,613.44	74,500.00	-26,886.56	74,500.00
35166 · Dental Manager	4,200.00	2,600.00	1,600.00	33,820.00	31,200.00	2,620.00	31,200.00
35169 · Health Navigator	4,520.00	2,163.00	2,357.00	33,420.00	26,000.00	7,420.00	26,000.00
35171 · Amgen Director	8,536.50	0.00	8,536.50	23,170.50	0.00	23,170.50	0.00
35172 · Office Manager/Vol Coordinator	4,740.00	4,337.00	403.00	39,480.00	52,000.00	-12,520.00	52,000.00
35173 · Pharmacy Manager	2,771.00	0.00	2,771.00	10,421.00	0.00	10,421.00	0.00
35174 · Mental Health Manager	7,134.61	0.00	7,134.61	7,746.15	0.00	7,746.15	0.00
57199 · Cost of Living Adjustment	0.00	1,107.00	-1,107.00	0.00	15,275.00	-15,275.00	15,275.00
66000 · Payroll Expenses	4,203.08	2,121.00	2,082.08	25,258.86	25,862.00	-603.14	25,862.00
Total 35100 · Personnel	55,524.39	25,478.00	30,046.39	350,845.37	346,637.00	4,208.37	346,637.00
36000 · Other Expenses							
36010 · Pharmaceuticals	218.83	800.00	-581.17	11,529.46	9,600.00	1,929.46	9,600.00
36030 · Licenses	0.00	0.00	0.00	453.75	1,415.00	-961.25	1,415.00
36050 · Lab Fees	0.00	125.00	-125.00	1,535.10	1,500.00	35.10	1,500.00
36060 · Office Supplies	788.00	500.00	288.00	6,073.68	6,000.00	73.68	6,000.00
36070 · Medical Equip & Supplies	424.50	550.00	-125.50	1,120.12	6,600.00	-5,479.88	6,600.00
36075 · Medical Supplies- Amgen	-2,216.91	0.00	-2,216.91	4,620.96	0.00	4,620.96	0.00
36076 · Amgen Supplies	425.50	0.00	425.50	2,527.60	0.00	2,527.60	0.00
36080 · Counseling Fees	75.00	350.00	-275.00	1,190.00	4,200.00	-3,010.00	4,200.00
36090 · Postage	165.60	250.00	-84.40	2,930.08	3,000.00	-69.92	3,000.00
36100 · Telephone/Internet	530.75	420.00	110.75	6,684.30	5,000.00	1,684.30	5,000.00
36110 · Office Equipment	913.69	500.00	413.69	7,014.27	6,000.00	1,014.27	6,000.00
36115 · IT Hardware/Software/Consulting	-2,340.36	500.00	-2,840.36	4,872.52	6,000.00	-1,127.48	6,000.00
36120 · Janitorial Services	2,479.00	1,600.00	879.00	9,745.88	8,200.00	1,545.88	8,200.00
36125 · Maintenance	0.00	325.00	-325.00	1,679.65	3,900.00	-2,220.35	3,900.00
36126 · Repairs	0.00	125.00	-125.00	2,679.29	1,500.00	1,179.29	1,500.00
36130 · Utilities	1,043.74	1,210.00	-166.26	15,376.47	14,520.00	856.47	14,520.00
36135 · Lease Expense	1,336.65	1,060.00	276.65	13,714.80	11,588.00	2,126.80	11,588.00
36150 · EMR/Pharm	279.47	275.00	4.47	3,409.28	3,300.00	109.28	3,300.00
36160 · Publicity/Marketing	0.00	1,200.00	-1,200.00	13,864.50	15,800.00	-1,935.50	15,800.00
36162 · Publicity/Marketing- Amgen	1,050.06			3,681.43			
36165 · Memberships & Dues	0.00	0.00	0.00	2,360.00	1,500.00	860.00	1,500.00
36170 · Travel	0.00	0.00	0.00	4,045.59	2,500.00	1,545.59	2,500.00
36180 · Staff Development	156.52	300.00	-143.48	3,828.66	3,600.00	228.66	3,600.00
36190 · VolunteerRetention/Appreciatio	1,134.47	850.00	284.47	11,212.72	10,200.00	1,012.72	10,200.00
36200 · Insurance	-4.75	140.00	-144.75	4,571.88	3,746.00	825.88	3,746.00
36210 · Miscellaneous	956.17	150.00	806.17	3,061.47	1,800.00	1,261.47	1,800.00
36220 · Depreciation Expense	10,349.48			10,349.48			
36225 · Professional Fees - Audit	0.00	0.00	0.00	11,150.00	10,000.00	1,150.00	10,000.00
36230 · Professional Fees - Bookkeeping	2,000.00	2,000.00	0.00	24,100.00	24,500.00	-400.00	24,500.00
36240 · Grant Expenses	125.00	1,000.00	-875.00	8,955.97	6,150.00	2,805.97	6,150.00
36250 · Christmas at Clinic Expenses	809.94	10,000.00	-9,190.06	12,761.04	15,000.00	-2,238.96	15,000.00
36500 · Dental Supplies	979.55	1,000.00	-20.45	12,126.01	12,000.00	126.01	12,000.00
36505 · Dental Equipment	0.00	250.00	-250.00	1,034.30	4,500.00	-3,465.70	4,500.00
36506 · Dental Repair	616.17	250.00	366.17	2,286.21	1,000.00	1,286.21	1,000.00
36507 · Dental Grant - FAFCC	-62,469.62	0.00	-62,469.62	11,260.03	0.00	11,260.03	0.00
Total 36000 · Other Expenses	-40,173.55	25,730.00	-65,903.55	237,806.50	204,619.00	33,187.50	204,619.00
Total Expenses	15,350.84	51,208.00	-35,857.16	588,651.87	551,256.00	37,395.87	551,256.00
Total Expense	15,350.84	51,208.00	-35,857.16	588,651.87	551,256.00	37,395.87	551,256.00
Net Ordinary Income	186,430.94	76,392.00	110,038.94	237,313.46	0.00	237,313.46	0.00
Other Income/Expense							
Other Income							
In-Kind Donations							
26000 · In-Kind Medical Services Income	1,391,299.24	0.00	1,391,299.24	1,391,299.24	0.00	1,391,299.24	0.00
26010 · In-Kind Materials & Supplies In	2,121,978.38	0.00	2,121,978.38	2,121,978.38	0.00	2,121,978.38	0.00
26020 · In-Kind Facilities	73,944.34	0.00	73,944.34	73,944.34	0.00	73,944.34	0.00
80000 · In-Kind Medical Services Exp	-1,391,299.24	0.00	-1,391,299.24	-1,391,299.24	0.00	-1,391,299.24	0.00
80010 · In-Kind Materials & Supplies	-1,835,286.29	0.00	-1,835,286.29	-1,835,286.29	0.00	-1,835,286.29	0.00
80020 · In-Kind Facilities Exp	-73,944.34	0.00	-73,944.34	-73,944.34	0.00	-73,944.34	0.00
Total In-Kind Donations	286,692.09	0.00	286,692.09	286,692.09	0.00	286,692.09	0.00

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures required by GAAP omitted.

	Dec 23	Budget	$ Over Budget	Jan - Dec 23	YTD Budget	$ Over Budget	Annual Budget
26500 · Interest Income	2,193.59	0.00	2,193.59	21,765.63	0.00	21,765.63	0.00
Total Other Income	288,885.68	0.00	288,885.68	308,457.72	0.00	308,457.72	0.00
Net Other Income	288,885.68	0.00	288,885.68	308,457.72	0.00	308,457.72	0.00
Net Income	**475,316.62**	**76,392.00**	**398,924.62**	**545,771.18**	**0.00**	**545,771.18**	**0.00**

No assurance is provided on these financial statements.
These financial statements do not include a statement of cash flows.
Substantially all disclosures required by GAAP omitted.

HEALTH AND HOPE CLINIC, INC.

AUDITED FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2022

DURST JORDAN, CPA, PA

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DURST & JORDAN
CERTIFIED PUBLIC ACCOUNTANTS
ESTABLISHED 2003

4459-B Hwy. 90
Pace, Florida 32571
Phone: (850) 995-5000
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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Health and Hope Clinic, Inc.

Opinion

We have audited the accompanying financial statements of Health and Hope Clinic, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2022, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Health and Hope Clinic, Inc. as of December 31, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Health and Hope Clinic, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are

considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Health and Hope Clinic, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Health and Hope Clinic, Inc.'s ability to continue as a going concern for a reasonable period of time.

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



Pace, FL
August 4, 2023

Health and Hope Clinic, Inc.
Statement of Financial Position
As of December 31, 2022

ASSETS

Current Assets		
Cash	$	650,918
Grants receivable		30,135
Inventory, net of allowance of $328,749		722,769
Prepaid expenses		2,288
Total current assets		1,406,110
Non-Current Assets		
Furniture and equipment, net of accumulated depreciation of $88,110		53,261
Construction in progress		4,000
Total non-current assets		57,261
Total Assets	$	1,463,371

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts payable	$	6,369
Payroll liabilities		7,920
Total current liabilities		14,289
Total Liabilities		14,289
Net Assets		
Net assets without donor restrictions		1,429,082
Net assets with donor restrictions		20,000
Total net assets		1,449,082
Total Liabilities and Net Assets	$	1,463,371

The accompanying notes are an integral part of these financial statements.

Health and Hope Clinic, Inc.
Statement of Activities
For the year ended December 31, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, Gains, and Support			
Contributions	$ 160,112	$ 44,565	$ 204,677
In-kind contributions	3,454,942	-	3,454,942
Grants	500	490,843	491,343
Special events and fundraising	224,778	-	224,778
Less cost of direct benefit to donors	(11,295)	-	(11,295)
Total special events, net	213,483	-	213,483
Other income	1,961	-	1,961
Realized gain (loss) on sale of assets	(300)	-	(300)
Net assets released from restrictions	515,408	(515,408)	-
Total revenues, gains, and support	4,346,106	20,000	4,366,106
Expenses			
Program services	3,928,742	-	3,928,742
General and administrative	194,115	-	194,115
Fundraising	8,871	-	8,871
Total expenses	4,131,728	-	4,131,728
Change in Net Assets	214,378	20,000	234,378
Net Assets - Beginning of Year	1,214,704	-	1,214,704
Net Assets - End of Year	$ 1,429,082	$ 20,000	$ 1,449,082

See accompanying notes are an integral part of these financial statements.

Health and Hope Clinic, Inc.
Statement of Functional Expenses
For the year ended December 31, 2022

	Program Services	Supporting Services: General & Administrative	Supporting Services: Fundraising	Total
Accounting fees	$ -	$ 12,125	$ -	$ 12,125
Advertising & public awareness	-	27,171	-	27,171
Counseling fees	2,830	-	-	2,830
Dental supplies	14,418	-	-	14,418
Depreciation	9,806	1,090	-	10,896
Dues & membership fees	-	1,312	-	1,312
Electronic medical records	4,482	-	-	4,482
Facilities expense in-kind	66,550	7,394	-	73,944
Grant management fees	5,838	-	-	5,838
Grant reimbursements	3,954	-	-	3,954
Grant supplies	53,640	-	-	53,640
Insurance	7,151	4,868	447	12,466
IT hardware & software	-	40,675	-	40,675
Janitorial services	7,312	1,371	457	9,140
Lab fees	965	-	-	965
Licenses	1,376	-	-	1,376
Maintenance & repairs	8,077	835	278	9,190
Medical services in-kind	1,384,930	-	-	1,384,930
Medical supplies	6,493	-	-	6,493
Medication & supplies in-kind	1,948,348	-	-	1,948,348
Miscellaneous	-	2,406	-	2,406
Office expense	-	15,583	-	15,583
Pharmaceuticals	8,577	-	-	8,577
Personnel	379,095	62,589	6,758	448,442
Staff development	-	2,909	-	2,909
Telephone & internet	3,383	634	211	4,228
Utilities	11,517	2,159	720	14,396
Volunteer retention	-	10,994	-	10,994
Total	$ 3,928,742	$ 194,115	$ 8,871	$ 4,131,728

The accompanying notes are an integral part of these financial statements.

Health and Hope Clinic, Inc.
Statement of Cash Flows
For the year ended December 31, 2022

Cash Flows from Operating Activities		
Net income	$	234,378
Adjustments to reconcile changes in net assets to net cash from operating activities:		
Depreciation		10,896
(Gain) loss on disposal of assets		300
Changes in:		
Accounts receivable		5,500
Grants receivable		1,173
Inventory, net		(39,219)
Prepaid expenses		1,887
Accounts payable		1,959
Payroll liabilities		788
Net cash from operating activities		217,662
Cash Flows from Investing Activities		
Fixed asset purchases		(35,777)
Project costs		(4,000)
Net cash from investing activities		(39,777)
Net Change in Cash		177,885
Cash - Beginning of Year		473,033
Cash - End of Year	$	650,918

The accompanying notes are an integral part of these financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organization and Purpose

Health and Hope Clinic, Inc. (the Organization) is a Florida "not-for-profit" corporation dedicated to serve the uninsured and economically disadvantaged residents of Escambia County, Florida with free primary and specialty healthcare. The Organization operated prior to its incorporation in 2009 as a program of Pensacola Bay Baptist Association. The Organization operates under the Florida Volunteer Health Services Program which provides sovereign immunity protection to all licensed providers that volunteer at HHC. All patients treated by the Organization must be uninsured, at or below 200% of the Federal poverty line, and not have or be eligible for Medicare, Medicaid, or VA health benefits. Patients of HHC are not charged a fee for services. The Organization is headquartered in Pensacola, Florida. The Organization's day-to-day operations are under the supervision and direction of the Organization's Board of Directors.

B. Basis of Accounting

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) Topic 958, *Not-for-Profit Entities*. Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. A description of the net asset categories are as follows:

Net assets without donor restrictions – The part of net assets of a not-for-profit that is not subject to donor-imposed restrictions. Net assets without donor restrictions may be designated for specific purposes by action of the Board of Directors. Board-designated net assets may be earmarked for future programs, investments, contingencies, purchases or construction of fixed assets, or other uses. Some governing boards may delegate decisions to internal management. Such designations are considered to be included in board-designated net assets.

Net assets with donor restrictions – The part of net assets of a not-for-profit that is subject to donor-imposed restrictions. Some donors impose restrictions that are temporary in nature or purpose restricted. Other donors impose restrictions that are perpetual in nature that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Purpose restricted net assets are deemed to be restricted for the donor-specified purpose by explicit donor stipulation. Once appropriated, purpose restricted assets are released to net assets without donor restrictions.

C. Cash and Cash Equivalents

The Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents for the purpose of the statement of cash flows include cash held within its separate PayPal account.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

D. Inventory

Inventory consists primarily of pharmaceuticals for distribution to qualified recipients based upon need. Pharmaceutical inventories on hand are valued using an estimated average generic dollar value per prescription. Management sets an obsolescence/expired goods reserve equal to 3.3% of total inventory value plus the valuation of donated pharmaceuticals that are expected to expire within the next accounting period.

E. Property and Equipment

Acquisitions of property and equipment greater than $2,500 with a useful life of one year or more are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the related assets ranging from 5 to 10 years. When any asset is sold, retired or otherwise disposed of, the related cost and accumulated depreciation are removed from the appropriate accounts and any gain or loss is recognized. Gifts of property are presented as unrestricted unless explicit donor stipulations specify how the donated asset must be used.

F. Contributions

Contributions are recognized in the period received or pledged unconditionally. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. All contributions are considered available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or are restricted by the donor for specific purposes are reported as net assets with donor restrictions. Amounts required to be maintained in perpetuity by the donor are reported as net assets that are perpetual in nature. A donor restriction expires when a time restriction ends or when the purpose for which it was intended is satisfied. When a restriction expires, nets assets with donor restrictions are released from restrictions.

G. Donated Assets and Services

Donated facilities, medical supplies, pharmaceuticals, and professional services are recorded in the financial statements at their estimated fair value on the date of gift according to provisions codified in ASC 820, *Fair Value Measurement*. Contributed professional services are recognized if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. A number of volunteers donate a significant amount of their time to the Organization. The Organization's volunteer medical professionals operate under the immunity protection provided by the "Access to Health Care Act" Section 766.1115 Florida Statutes which created the Volunteer Health Services Program. Some donated services do not create or enhance nonfinancial assets and are not considered specialized skills that would have to otherwise be purchased. Therefore, some of the donated services have not been reflected in the financial statements. The amounts reflected in the accompanying financial statements as "in-kind contributions" are offset by amounts included in expenses, other than the change in inventory during the year and those assets that have been capitalized in the property and equipment accounts. See additional information at **Note 3**.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

H. Income Taxes

The Organization is organized under the laws of the State of Florida as a nonprofit corporation. The Organization is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been designated as an organization, which is not a private Organization. The Organization is required to file Form 990 to the Internal Revenue Service.

I. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

J. Subsequent Events

The Organization has evaluated subsequent events for potential recognition and/or disclosure in the financial statements through August 4, 2023, the date the financial statements were available to be issued.

K. Functional Expense Allocation

The costs of providing the various programs and other activities have been detailed in the Statement of Functional Expenses and summarized on a functional basis in the Statement of Activities. Expenses directly related to a program or supporting services are charged to that program or supporting service. Labor costs are allocated between program services and supporting services based on established percentages of actual labor hours worked.

L. Recent Accounting Pronouncements

Contributed Nonfinancial Assets: In September 2020, the FASB issued ASU 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets (Topic 958)*. The main principle of this revised accounting guidance requires contributed nonfinancial assets be presented as a separate line item in the statement of activities, apart from contributions of cash and other financial assets. Enhancements to presentation and disclosure are required to increase the transparency of contributed nonfinancial assets. The amendments in ASU 2020-07 are effective for the Organization for annual reporting periods beginning after June 15, 2021. The Organization adopted the standard on January 1, 2022. See **Note 3**.

NOTE 2 – PROPERTY AND EQUIPMENT

The following is a summary of property and equipment for the year ended December 31, 2022:

Office equipment	$ 32,818
Medical equipment	108,853
Total property and equipment	141,671
Less accumulated depreciation	(88,110)
Total property and equipment (net)	$ 53,561

NOTE 2 – PROPERTY AND EQUIPMENT (CONTINUED)

Depreciation charged to expense totaled $10,896 for the year ended December 31, 2022.

The Organization is in the planning stages of construction of a separate health and wellness building. During the year ended December 31, 2022, the Organization spent $4,000 on engineering and design that have been recorded to construction in progress.

NOTE 3 – IN-KIND CONTRIBUTIONS

The Organization recognized contributed nonfinancial assets within revenue. These contributed nonfinancial assets did not have donor-imposed restrictions.

In-kind contributions were recognized in the accompanying Statement of Activities for the year ended December 31, 2022 as follows:

	Revenue Recognized	Utilization	Valuation
In-kind pharmaceuticals	$ 1,969,061	Program	Estimated fair value based on average generic price per prescription
In-kind medical services	1,384,930	Program	Estimated fair value based on rates mandated by the State of Florida through its Volunteer Health Services Program
In-kind facilities	73,944	Program & general & administrative	Estimated fair value based on comparable rent per square foot in the area
In-kind medical supplies	18,507	Program	Estimate fair value based on market value of supplies when received
In-kind equipment	8,500	Program	Estimated fair value based on market value of equipment when received
Total	$ 3,454,942		

Pharmaceuticals and medical supplies are donated from drug manufacturers, medical facilities, doctors, and health care providers.

A wide range of services including medical, pharmaceutical, dental, and administrative were provided by approximately 311 volunteers.

The Organization operates in a building owned by Ministry Village at Olive, Inc., and the value for this space is based on comparable rents being charged for similar space in the area.

NOTE 4 – GRANTS

The Organization received the following grant revenue during the year.

Florida Association of Free and Charitable Clinics	$	439,934
United Way of West Florida		31,959
International Paper Foundation		5,000
Society of Debutante Charity Cotillion		5,000
Workforce Escarosa, Inc.		4,950
Florida Dental Association Foundation		4,000
Clinical Preceptor Rescue, Inc.		500
Total	$	491,343

All of the grants are donor restricted with the exception of the $500 received from Clinical Preceptor Rescue, Inc. As of December 31, 2022, all grants were released from restrictions other than the International Paper Foundation funds. See **Note 5**.

At December 31, 2022, the $30,135 grant receivable was for operational grant reimbursements which were spent in 2022, but not received until 2023.

NOTE 5 – DONOR RESTRICTED NET ASSETS

The Organization received $5,000 from the International Paper Foundation during 2022. These funds are for the purchase of dental and medical supplies in FY2023. These funds were not spent before year end and have been reported in restricted net assets in the financial statements.

The Organization received a $15,000 contribution to fund the dental assistant position. At December 31, 2022, none of the funds had been spent. The $15,000 has been reported in restricted net assets in the financial statements.

NOTE 6 – CONCENTRATIONS

Cash in bank accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000 per institution. At December 31, 2022, the Organization's bank balance was $388,303 over the insured amount. This amount was held in a checking account.

During the year ended December 31, 2022, the organization received $59,600 in contributions from two separate contributors. These two contributions represent 29% of total cash contributions. The Organization also received $483,351 in grant funding from two separate grantors. These two grants represent 98% of total grant revenue.

NOTE 7 – RELATED PARTY TRANSACTIONS

For the year ended December 31, 2022, contributions income from board members totaled approximately $21,060.

NOTE 8 – AVAILABILITY OF FINANCIAL ASSETS

The Organization's primary sources of support are from cash contributions, in-kind contributions, grants, and special events. The Organization has a policy to manage its liquidity following three guiding principles: operating within a prudent range of financial stability; maintaining adequate liquidity to fund near-term operations; and maintaining sufficient resources to provide reasonable assurance that the long-term operations will be maintained.

The following reflects the Organization's financial assets as of December 31, 2022, reduced by amounts not available for general use within one year of the balance sheet date:

Financial assets at 12/31/22:	
Cash	$ 650,918
Grants receivable	30,135
Less those unavailable for general expenditures within one year, due to:	
Restricted for purchased of dental and medical supplies	(5,000)
Restricted for personnel expenditures	(15,000)
Financial assets available to meet cash needs for general expenditures within one year	$ 661,053

General Fund 001

Lakeview Center

9

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and after reward date.

GENERAL INFORMATION

Agency Name: Lakeview Center, Inc.

Agency Address: 1221 W. Lakeview Avenue, Pensacola, FL 32506

Program Name for which funding is being requested: Central Receiving Facility (CRF)

Amount Requested: $397,824

Program Contact: Shawn Salamida, President, Lakeview Center, Inc.

Contact Email: shawn.salamida@lakeview-center.org Contact Phone: (850) 418-3463

25-Word Description of Program:

The CRF serves as a single access point for adults in mental health crisis under the Baker Act or ex-parte Marchman Acts. The CRF is a secure facility that provides screening, triage, and linkage to appropriate levels of care.

How many years has your organization been providing services in the County? 71 years

How many years has your organization received funding from the County? Two years. FY2024 was the first year; none has been received prior to 2024 since 2015.

Explain how receiving funds from the County would have a significant impact on your organization: The CRF is a critical need in our community, as more of our county's residents seek mental health treatment. Lakeview advocated and has received a recurring State appropriation to operate the adult CRF; that funding requires a 25% match. This support from the County would contribute to the match requirement and allow the State funds to be fully utilized.

PRIOR YEAR FUNDING

Amount Received Last Year, if applicable: $347,824

Briefly discuss how last year's funds were used? The funds provided the match required for the State appropriation.

Briefly discuss the County's Return on Investment relative to last year's funding. In other words, what impact did your program have on the citizens of Escambia County? The CRF has conducted an average of roughly 300 screenings per month, the vast majority being brought to us by law enforcement officers. Average drop of time for law enforcement is under 15 minutes. This is compared to lengthy wait times at hospital EDs prior to CRF opening. 50-55% of patients screened meet admission criteria for a crisis bed at Lakeview, Baptist, or HCA Florida West. 65% of individuals that are not admitted to a psychiatric bed receive a voluntary follow up service with Lakeview within 60 days.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? The funding will be used to support the Central Receiving Facility (CRF) in initial screenings, assessments, evaluations, and triage, treatment, or stabilization of adult persons arriving at the facility under the Baker Act. Adults arrive at the CRF primarily via transport by law enforcement officers, although the CRF also serves walk-ins referrals from licensed clinical staff. The CRF is operated by Lakeview Center and is staffed by behavioral health professionals including nurses, counselors, technicians, and peer support specialists. Licensed clinicians will perform Baker Act screenings of all arrivals. If a psychiatric admission is required, Lakeview Center staff will transport patients to Baptist Health Care or HCA Florida West, based upon a rotation system that considers patient preference and capacity. In the instance that uninsured or underinsured adults require admission, they may also be transferred to a Crisis Stabilization Unit operated by Lakeview Center Inc.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: N/A

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: Baptist Healthcare and HCA Florida West are the 2 other designated receiving facilities serving Escambia County. In recent years, Baker Acts were brought by law enforcement to the emergency departments at these hospitals. Law enforcement officers often waited with Baker Act patients that were awaiting to be seen. Both hospitals, as well as other key stakeholders, have been active participants in the implementation of the CRF model. Now fully operational as of April 22,2024, Lakeview Center serves as the central receiving facility for adult Baker Acts. The design of the CRF allows for law enforcement drop with a 10-15 minute drop off time, with a specialized environment to care for adults in a behavioral health crisis. Baptist Hospital and HCA Florida West continue to provide the inpatient hospitalization when that is the appropriate level of care. Lakeview Center will divert to community-based services when that is appropriate.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. While there are systems place in our community currently for Baker Act, there is no similar program to the CRF.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 15.5%
- Percentage for direct programming costs: 84.5%

(NOTE: This is Lakeview Center's federally approved indirect rate and includes administrative salaries and well as all related operating expenses.)

If Escambia County funding can only fund a portion of your request, how will you offset the difference? The program will be funded through state appropriations as well as the DCF-required 25% matching funds from appropriate sources.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: This request to the County would satisfy the match requirement of the State appropriation. The statutory requirement is a local match requirement of 25%.

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. There is no duplication of funding for this service. Lakeview does support services using complementary, but not overlapping, funding streams. Federal, state, and local funds will support this program. There is potential for private insurance to also support but it is minimal and unpredictable based on clients presenting for services.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Clients will maintain or improve their functioning as indicated by FARS (Functional Assessment Ratings Scale) scores.	84%	79%	78%	-1%
2. Completion of SAFE-T (Suicide Assessment Five Step Evaluation and Triage) on clients admitted to treatment.	80%	86%	94%	8%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
Maintain average screenings per month/average screenings per year	300 per month/3,600 per year
Reduction of turnaround time for law enforcement in dropping off adults put under the Baker Act.	Below 15 minutes.

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
Maintain average screenings per month/average screenings per year	300 per month/3,600 per year
Reduction of turnaround time for law enforcement in dropping off adults put under the Baker Act.	Below 15 minutes

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Year - FY 2024	Current Actual Year Annualized FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$	$	$
County Funding/Direct Contribution	$ 347,824	$ 347,824	$ 397,824
County Funding by Other Source (a)	$ 120,000	$ 120,000	$ 120,000
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$ 2,595,208	$ 4,720,000	$ 4,720,000
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income State (b)	$ 453,809	$ 462,176	$ 531,020
Total Income	$3,516,841	$5,650,000	$5,768,844
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) Santa Rosa County match

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. Agency for Healthcare Administration

EXPENSES TABLE			
	Most Recently Completed Actual Year FY 2024	Current Actual Year Annualized FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	54	54	54
Salaries and Wages	$ 1,656,786	$ 3,002,722	$ 3,092,804
Employee Benefits	$ 235,331	$ 603,679	$ 621,789
Professional Services	$ 1,508	$ 2,465	$ 2,465
Building Occupancy Expenses	$ 78,027	$ 146,347	$ 146,347
Travel Expenses	$ 10,112	$ 29,662	$ 29,662
Client Support Expenses	$ 38,209	$ 77,414	$ 77,414
Medical & Pharmacy Expense	$ 15,349	$ 19,759	$ 19,759
Insurance Expense	$ 38,331	$ 62,232	$ 62,232
Office & Medical Equipment Expense	$ 2,147	$ 2,213	$ 2,213
Operating Supplies & Expense	$ 24,521	$ 40,068	$ 40,068
Marketing and Promotion	$	$	$
Fuel	$	$	$
Supplies	$	$	$
Administrative Expenses	$ 631,291	$ 1,045,726	$ 1,068,731
Capitalizable Assets for County Funding (a)	$	$	$
Charity Care Expense	$ 2,034,000	$ 2,115,400	$ 2,199,900
Total Expenses	$ 4,765,612	$7,147.687	$7,363,384
Net Income - (Revenue minus Expense)	($1,248,771)	($1,497,687)	($1,594,540)

Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. N/A

(a) Please explain any request listed in the "Other Expenses" line item. N/A

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Fiscal Year
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements: N/A
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? N/A
4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
M. Allison Hill	Chief Executive Officer	$584,425
Sandra Whitaker	Vice President	$313,191
Eric Barley	Vice President/CFO	$313,200
Dominic Salamida	Vice President	$280,965
Guido Ludergnani, M.D.	Psychiatrist	$325,000

5. Please provide the total amount of cash and investments on hand. Total cash & cash equivalents on hand are $23,965,000. Total amount of investments is $0. This total amounts to 40 Days Cash on Hand (DCOH).

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   Lakeview collects third party insurance and private pay. Clients are eligible for a sliding fee discount based on the criteria outlined in DCF's administrative code. Approx. 85% of individuals served by Lakeview are uninsured or underinsured. Services provided under this program are not expected to be charged to individuals.

7. Does your organization require background checks from volunteers and staff? Yes

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? _____

   _____

2. How many jobs were created this year over last year by zip code? _____

   _____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A
2. Did your agency receive any grants? List the amount and a detailed use of the funds. N/A
3. Was there any increase in membership for the local chambers? N/A
4. What are your agency's statistics on business creation and minority businesses by zip code? N/A
5. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

M Allison Hall

Name

Chief Executive Officer April 1, 2025

Title Date

Internal Revenue Service

Date: April 26, 2006

LAKEVIEW CENTER INC
1221 W LAKEVIEW AVE
PENSACOLA FL 32501-1857 215

Department of the Treasury
P. O. Box 2508
Cincinnati, OH 45 !01

Person to Contact
Mrs. Coghill 31-i 7426
Customer Servic e Specialist
Toll Free Telephor e Number:
877-829-5500
Federal Identificati on Number:
59-0737872

Dear Sir or Madam:

This is in response to your request of April 26, 2006, regarding your orgi nization's tax-exempt status.

In January 1962 we issued a determination letter that recognized your o ganization as exempt from federal income tax. Our records indicate that your organizi tion is currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records indicate that your organization is also classified as a hospiti l under sections 509(a)(1) and 170(b)(1)(A)(iii) of the Internal Revenue Code.

Our records indicate that contributions to your organization are deductibl e under section 170 of the Code, and that you are qualified to receive tax deductible beq uests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Internal Reven ue Code.

If you have any questions, please call us at the telephone number show in the heading of this letter.

Sincerely,

Janna K. Skufca

Janna K. Skufca, Director, TE/G E
Customer Account Services

Form **W-9**
(Rev. December 2011)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Print or type
See **Specific Instructions** on page 2.

Name (as shown on your income tax return)
Lakeview Center, Inc.

Business name/disregarded entity name, if different from above

Check appropriate box for federal tax classification:
☐ Individual/sole proprietor ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶

☑ Other (see instructions) ▶ **Non-Profit Organization**

☑ Exempt payee

Address (number, street, and apt. or suite no.)
1221 W. Lakeview Ave

Requester's name and address (optional)

City, state, and ZIP code
Pensacola, FL. 32501-1836

List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number

			–		–				

Employer identification number

5	9	–	0	7	3	7	8	7	2

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here **Signature of U.S. person ▶** Melissa Rowe Digitally signed by Melissa Rowe DN: cn=Melissa Rowe, o=Lakeview Center Inc, ou=9370, email=melissa.rowe@bhcpns.org, c=US Date: 2021.05.07 08:45:40 -05'00' **Date ▶**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

Public Disclosure Copy

This public disclosure copy is being provided to the organization pursuant to Section 6104(e).

Tax-exempt organizations are required to make a copy of the annual information return, *e.g.*, Forms 990, 990-EZ, 990-PF, as well as Forms 990-T and 4720, if applicable, available for public inspection and to provide copies of such forms to individuals or organizations that request copies. The public inspection requirement applies to all required schedules and attachments of the annual information return. Most commonly, the public inspection copy redacts contributor information such as name and address from public record. The public inspection rules apply to annual information returns filed for the last three years. Failure to comply with disclosure requirements can result in an enforcement action by the IRS.

Where Must Information Be Provided?

Generally, an organization must make its documents available for public inspection at any location where it has three or more employees. If the only services provided at the site are in furtherance of exempt purposes and the site does not serve as an office for management staff, the documents are not required to be made available there. As an alternative to providing copies, an organization may provide access to these forms through the organization's website. The website must provide instructions for downloading the document(s). The information on the website must be in such a format that it may be accessed, downloaded, viewed, or printed in the same format as the actual documents. An organization would need to make the web address available to the general public.

How Quickly Must Organizations Reply?

Requests for copies can be made in person or in writing. When requests are made in person, the copies must generally be provided on the same business day. There are provisions for delays due to unusual circumstances. However, in no event may the period of delay exceed five business days. Unusual circumstances include times when those staff that are capable of fulfilling a request are absent. Requested copies generally must be mailed within 30 days from the date of the receipt of the written request. However, if the organization requires advance payment of a reasonable fee for copying and postage, it may provide the copies within 30 days from the date it receives payment rather than the date of the original request.

For more information about the IRS' public disclosure requirements, please visit:

https://www.irs.gov/charities-non-profits/exempt-organization-public-disclosure-and-availability-requirements

Please contact your Forvis Mazars advisor if you have questions about these rules.



Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning 10/01, 2023, and ending 09/30, 20 24

Do not send to the IRS. Keep for your records.
Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer	EIN or SSN
LAKEVIEW CENTER, INC.	59-0737872

Name and title of officer or person subject to tax

ERIC BARLEY, VICE PRESIDENT/CFO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a**, **2a**, **3a**, **4a**, **5a**, **6a**, **7a**, **8a**, **9a**, or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b**, **2b**, **3b**, **4b**, **5b**, **6b**, **7b**, **8b**, **9b**, or **10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here ☑	**b**	**Total revenue**, if any (Form 990, Part VIII, column (A), line 12)	**1b**	114,897,515
2a	**Form 990-EZ** check here ☐	**b**	**Total revenue**, if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here ☐	**b**	**Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here ☐	**b**	**Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here ☐	**b**	**Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here ☐	**b**	**Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here ☐	**b**	**Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here ☐	**b**	**FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here ☐	**b**	**Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here ☐	**b**	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☑ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (**a**) an acknowledgement of receipt or reason for rejection of the transmission, (**b**) the reason for any delay in processing the return or refund, and (**c**) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☑ I authorize FORVIS MAZARS to enter my PIN 3 7 8 7 2 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax Eric C Barley Date 4/23/25

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 6 5 9 7 1 5 6 0 2 6 0

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature APRIL ARNOLD Date 04/23/25

ERO Must Retain This Form — See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

PUBLIC DISCLOSURE COPY

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning 10/01 , 2023, and ending 09/30 , 20 24

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization LAKEVIEW CENTER, INC.

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) 1221 W. LAKEVIEW AVENUE

Room/suite

City or town, state or province, country, and ZIP or foreign postal code PENSACOLA, FL 32501-1836

D Employer identification number 59-0737872

E Telephone number (850) 495-3099

G Gross receipts $ 114,997,599

F Name and address of principal officer: M. ALLISON HILL
SAME AS C ABOVE

H(a) Is this a group return for subordinates? ☐ Yes ☑ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions.

H(c) Group exemption number

I Tax-exempt status: ☑ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.ELAKEVIEWCENTER.ORG

K Form of organization: ☑ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1961

M State of legal domicile: FL

Part I Summary

1	Briefly describe the organization's mission or most significant activities: HELPING PEOPLE THROUGHOUT LIFE'S CHALLENGES BY PROVIDING BEHAVIORAL HEALTH AND FOSTER CARE SERVICES.		
2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
3	Number of voting members of the governing body (Part VI, line 1a)	3	10
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	10
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	1,304
6	Total number of volunteers (estimate if necessary)	6	29
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	59,258,878	58,368,295
9	Program service revenue (Part VIII, line 2g)	60,257,928	56,060,030
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	(96,086)	301,271
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	8,276,470	167,919
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	127,697,190	114,897,515
13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	3,532,932	519,567
14	Benefits paid to or for members (Part IX, column (A), line 4)		
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	67,080,136	67,386,408
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b	Total fundraising expenses (Part IX, column (D), line 25) 0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	53,694,001	44,559,710
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	124,307,069	112,465,685
19	Revenue less expenses. Subtract line 18 from line 12	3,390,121	2,431,830

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	57,501,141	53,968,544
21	Total liabilities (Part X, line 26)	31,189,907	25,033,905
22	Net assets or fund balances. Subtract line 21 from line 20	26,311,234	28,934,639

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer

Date

ERIC BARLEY, VICE PRESIDENT/CFO

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
APRIL ARNOLD	APRIL ARNOLD	04/23/25		P01559426

Firm's name FORVIS MAZARS — Firm's EIN 44-0160260

Firm's address 120 E PALMETTO PARK ROAD SUITE 403, BOCA RATON, FL 33432 — Phone no. (561) 299-1820

May the IRS discuss this return with the preparer shown above? See instructions ☑ Yes ☐ No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III . . . . . ☐

1 Briefly describe the organization's mission:

HELPING PEOPLE THROUGHOUT LIFE'S JOURNEY: THE ORGANIZATION PROVIDES BEHAVIORAL HEALTH (MENTAL HEALTH AND SUBSTANCE ABUSE) SERVICES AND CHILD PROTECTIVE SERVICES. PEOPLE OF ALL AGES ARE INCLUDED IN THE SCOPE OF OUR SERVICES.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ **Yes** ☑ **No**

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ **Yes** ☑ **No**

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 86,294,062 including grants of $ 437,436) (Revenue $ 34,261,201)

BEHAVIORAL HEALTH SERVICES: IN 2024, THIS DIVISION SERVED 27,907 PEOPLE, OF WHICH 6,419 WERE CHILDREN. THIS DIVISION OF LAKEVIEW CENTER SPECIALIZES IN HELPING PEOPLE WITH MENTAL ILLNESSES, SUBSTANCE ABUSE DISORDERS AND DEVELOPMENTAL DISABILITIES OVERCOME THEIR CHALLENGES. IN 2024, THIS DIVISION HAD 24,456 TELEHEALTH AND PHONE APPOINTMENTS. THE MOBILE RESPONSE TEAM SERVED 2,798 PEOPLE, INCLUDING 1,155 CHILDREN.

4b (Code:) (Expenses $ 18,125,566 including grants of $ 82,131) (Revenue $ 21,798,829)

CHILD PROTECTIVE SERVICES: IN 2024, THIS DIVISION SERVED 3,574 CHILDREN, REUNITED 195 CHILDREN WITH THEIR FAMILIES AND FINALIZED 350 ADOPTIONS, WITH 84 MORE ACHIEVING PERMANENT GUARDIANSHIP. THIS DIVISION, ALSO REFERRED TO AS FAMILIES FIRST NETWORK (FFN), IS RESPONSIBLE FOR THE SAFETY, STABILITY, AND WELL-BEING OF ABUSED, NEGLECTED, AND ABANDONED CHILDREN IN OUR DISTRICT. THROUGH A CONTRACT FUNDED WITH STATE FUNDS, FFN WORKS TO PROVIDE FOSTER CARE AND ADOPTION SERVICES FOR CHILDREN AT RISK.

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 104,419,628

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	✔	
2	Is the organization required to complete Schedule B, Schedule of Contributors? See instructions	2	✔	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		✔
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4	✔	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		✔
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		✔
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		✔
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		✔
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		✔
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		✔
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	✔	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		✔
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		✔
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		✔
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	✔	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		✔
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		✔
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b	✔	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		✔
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		✔
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		✔
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		✔
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		✔
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		✔
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		✔
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		✔
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		✔
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21	✔	

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22	✔	
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	✔	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		✔
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		✔
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		✔
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		✔
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		✔
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		✔
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		✔
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		✔
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29	✔	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		✔
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		✔
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		✔
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		✔
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34	✔	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	✔	
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b	✔	
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		✔
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		✔
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	✔	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	239		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	1,304		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		2b	✔	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		3a		✔
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*		3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		4a		✔
b	If "Yes," enter the name of the foreign country ---------- See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a		✔
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b		✔
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		6a		✔
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		7a		✔
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c		✔
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		✔
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		✔
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		8		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?		9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		9b		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.		13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		14a		✔
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*		14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.		15		✔
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.		16		✔
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.		17		

Part VI **Governance, Management, and Disclosure.** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI . . . . . ☑

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	10		
b	Enter the number of voting members included on line 1a, above, who are independent .	1b	10		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			✔
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person? .	3			✔
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			✔
5	Did the organization become aware during the year of a significant diversion of the organization's assets? .	5			✔
6	Did the organization have members or stockholders?	6		✔	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		✔	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		✔	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		✔	
b	Each committee with authority to act on behalf of the governing body?	8b		✔	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			✔

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		✔
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	✔	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	✔	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	✔	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	✔	
13	Did the organization have a written whistleblower policy?	13	✔	
14	Did the organization have a written document retention and destruction policy?	14	✔	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	✔	
b	Other officers or key employees of the organization	15b	✔	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		✔
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed NONE

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☑ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

DOREEN DRIMMIE, 1221 W. LAKEVIEW AVENUE, PENSACOLA, FL 32501-1836, (850) 495-2321

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

• List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.

• List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."

• List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.

• List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.

• List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) M ALLISON HILL	15.0									
PRESIDENT/CEO	27.0			✔				593,233	0	72,768
(2) SANDRA WHITAKER	15.0									
VICE PRESIDENT	27.0			✔				336,090	0	61,415
(3) GUIDO LUDERGNANI	40.0									
CHIEF OF MEDICAL SERVICES	0.0					✔		341,965	0	44,534
(4) MELANIE JONES	15.0									
VICE PRESIDENT/CFO	27.0						✔	312,703	0	51,511
(5) TERRY PTACEK	40.0									
MEDICAL DIRECTOR	0.0					✔		297,181	0	47,681
(6) DOMINIC SALAMIDA	40.0									
VICE PRESIDENT	0.0			✔				291,556	0	40,138
(7) TANYA THERIAULT	40.0									
PSYCHIATRIST	0.0					✔		294,968	0	35,325
(8) WARREN SCOTT	40.0									
PSYCHIATRIST	0.0					✔		284,363	0	42,386
(9) AARON GODWIN	40.0									
PSYCHIATRIST	0.0					✔		296,892	0	27,833
(10) COREY BORCHERDING	40.0									
FFN PRESIDENT	0.0			✔				146,168	0	8,693
(11) ERIC BARLEY	15.0									
VICE PRESIDENT/CFO	27.0			✔				78,364	0	2,773
(12) BARKSDALE "DALE" JORDAN, JR.	1.0									
TREASURER	0.0	✔		✔				0	0	0
(13) REV. DR. HUGH HAMILTON, III	1.0									
CHAIRMAN	1.0	✔		✔				0	0	0
(14) VINCENT CURRIE, JR.	1.0									
CHAIRMAN (OUTGOING)	1.0	✔		✔				0	0	0

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) ADRIANA SPAIN	1.0									
MEMBER	0.0	✔						0	0	0
(16) CHARLES F BEALL, JR.	1.0									
MEMBER	0.0	✔						0	0	0
(17) ERIC RANDALL	1.0									
MEMBER	0.0	✔						0	0	0
(18) FRANKIE WHITE	1.0									
MEMBER	0.0	✔						0	0	0
(19) JOHN GROMLEY	1.0									
MEMBER	0.0	✔						0	0	0
(20) KRISTEN RODGRIGUEZ	1.0									
MEMBER	0.0	✔						0	0	0
(21) PATRICIA FRANKLIN	1.0									
MEMBER	0.0	✔						0	0	0
(22) ROBIN RESHARD	1.0									
MEMBER	0.0	✔						0	0	0
(23) RUSSELL BEATY	1.0									
MEMBER	0.0	✔						0	0	0
(24) STEPHANIE POWELL	1.0									
MEMBER	1.0	✔						0	0	0
(25)										
1b Subtotal								3,273,483	0	435,057
c Total from continuation sheets to Part VII, Section A								0	0	0
d Total (add lines 1b and 1c)								3,273,483	0	435,057

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 62

			Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	**3**	✔	
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	**4**	✔	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	**5**		✔

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
BRIDGEWAY CENTER, INC., 137 HOSPITAL DR, FORT WALTON BEACH, FL 32548	MENTAL HEALTH SVCS	4,106,970
APALACHEE CENTER, INC., 2634 CAPTIOL CIRCLE NE, TALLAHASSEE, FL 32308	MENTAL HEALTH SVCS	2,065,757
LIFE MANAGEMENT CENTER OF NWF INC, 525 E. 15TH ST, PANAMA CITY, FL 32405	MENTAL HEALTH SVCS	1,030,870
FPL NORTHWEST FL, PO BOX 29090, MIAMI, FL 33102	MENTAL HEALTH SVCS	698,457
AMERGIS HEALTHCARE STAFFING INC, 12558 COLLECTIONS CENTER DR, CHICAGO, IL 60693	STAFFING SERVICES	458,435

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 17

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII . . . . . ☐

					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants, and Other Similar Amounts	1a	Federated campaigns	1a					
	b	Membership dues	1b					
	c	Fundraising events	1c					
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	58,054,325				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	313,970				
	g	Noncash contributions included in lines 1a–1f	1g	$ 127,185				
	h	**Total.** Add lines 1a–1f			58,368,295			
Program Service Revenue				Business Code				
	2a	PATIENT REVENUE		624100	22,093,453	22,093,453		
	b	CONTRACT REVENUE		900099	33,966,577	33,966,577		
	c							
	d							
	e							
	f	All other program service revenue			0	0	0	0
	g	**Total.** Add lines 2a–2f			56,060,030			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)			301,271			301,271
	4	Income from investment of tax-exempt bond proceeds						
	5	Royalties						
				(i) Real	(ii) Personal			
	6a	Gross rents	6a	193,863				
	b	Less: rental expenses	6b	100,084				
	c	Rental income or (loss)	6c	93,779	0			
	d	Net rental income or (loss)			93,779			93,779
				(i) Securities	(ii) Other			
	7a	Gross amount from sales of assets other than inventory	7a					
	b	Less: cost or other basis and sales expenses	7b					
	c	Gain or (loss)	7c	0	0			
	d	Net gain or (loss)						
	8a	Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18	8a					
	b	Less: direct expenses	8b					
	c	Net income or (loss) from fundraising events						
	9a	Gross income from gaming activities. See Part IV, line 19	9a					
	b	Less: direct expenses	9b					
	c	Net income or (loss) from gaming activities						
	10a	Gross sales of inventory, less returns and allowances	10a					
	b	Less: cost of goods sold	10b					
	c	Net income or (loss) from sales of inventory						
Miscellaneous Revenue				Business Code				
	11a	CLINICAL RECORD REVENUE		541900	15,821			15,821
	b							
	c							
	d	All other revenue			58,319	0	0	58,319
	e	**Total.** Add lines 11a–11d			74,140			
	12	**Total revenue.** See instructions			114,897,515	56,060,030	0	469,190

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☑

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	42,335	42,335		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	477,232	477,232		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,935,180	336,893	1,598,287	
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	52,244,674	50,007,532	2,237,142	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	652,761	585,996	66,765	
9 Other employee benefits	8,743,570	8,112,049	631,521	
10 Payroll taxes	3,810,223	3,558,464	251,759	
11 Fees for services (nonemployees):				
a Management				
b Legal	144,563		144,563	
c Accounting	102,266		102,266	
d Lobbying	57,181		57,181	
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	16,252,024	15,975,846	276,178	0
12 Advertising and promotion	135,934	91,682	44,252	
13 Office expenses	1,068,805	901,044	167,761	
14 Information technology	2,468,128	1,388,819	1,079,309	
15 Royalties				
16 Occupancy	4,838,641	4,602,043	236,598	
17 Travel	1,344,854	1,319,641	25,213	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	157,735	126,017	31,718	
20 Interest	2,320	2,276	44	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	1,566,234	1,189,052	377,182	
23 Insurance	790,046	790,046		
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a MEDICAL SUPPLIES	12,475,989	12,475,989		
b FOOD SERVICES	1,349,365	1,349,365		
c SMALL EQUIPMENT	547,874	85,929	461,945	
d TAXES, LICENSES & PERMITS	92,740	76,199	16,541	
e All other expenses	1,165,011	925,179	239,832	0
25 **Total functional expenses.** Add lines 1 through 24e	112,465,685	104,419,628	8,046,057	0
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		11,741,948	1	5,484,372
	2	Savings and temporary cash investments		279,875	2	279,875
	3	Pledges and grants receivable, net		0	3	
	4	Accounts receivable, net		12,264,061	4	12,501,178
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		0	5	0
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		0	6	0
	7	Notes and loans receivable, net		157,540	7	163,478
	8	Inventories for sale or use		983,877	8	699,087
	9	Prepaid expenses and deferred charges		1,564,557	9	1,640,065
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 37,227,737			
	b	Less: accumulated depreciation	10b 5,224,239	28,762,798	10c	32,003,498
	11	Investments—publicly traded securities		0	11	
	12	Investments—other securities. See Part IV, line 11		0	12	0
	13	Investments—program-related. See Part IV, line 11		0	13	0
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11		1,746,485	15	1,196,991
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		57,501,141	16	53,968,544
Liabilities	17	Accounts payable and accrued expenses		11,202,069	17	9,211,293
	18	Grants payable		0	18	
	19	Deferred revenue		9,163,247	19	7,300,308
	20	Tax-exempt bond liabilities		0	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		0	21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		0	22	0
	23	Secured mortgages and notes payable to unrelated third parties		0	23	
	24	Unsecured notes and loans payable to unrelated third parties		0	24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D		10,824,591	25	8,522,304
	26	**Total liabilities.** Add lines 17 through 25		31,189,907	26	25,033,905
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ☑ and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		24,881,584	27	27,490,630
	28	Net assets with donor restrictions		1,429,650	28	1,444,009
		Organizations that do not follow FASB ASC 958, check here ☐ and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds		0	29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		0	30	
	31	Retained earnings, endowment, accumulated income, or other funds		0	31	
	32	Total net assets or fund balances		26,311,234	32	28,934,639
	33	Total liabilities and net assets/fund balances		57,501,141	33	53,968,544

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☑

1	Total revenue (must equal Part VIII, column (A), line 12)	1	114,897,515
2	Total expenses (must equal Part IX, column (A), line 25)	2	112,465,685
3	Revenue less expenses. Subtract line 2 from line 1	3	2,431,830
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	26,311,234
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	191,575
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	28,934,639

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☑ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		✔
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both.			
	☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	✔	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both.			
	☐ Separate basis ☑ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	✔	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a	✔	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b	✔	

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
LAKEVIEW CENTER, INC.	59-0737872

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i)**.
2 ☐ A school described in **section 170(b)(1)(A)(ii)**. (Attach Schedule E (Form 990).)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii)**.
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii)**. Enter the hospital's name, city, and state:
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv)**. (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v)**.
7 ☑ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:
10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4)**.
12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3)**. Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations . . . . . .

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	83,101,223	87,254,008	98,208,660	59,258,878	58,368,295	386,191,064
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0
4 **Total.** Add lines 1 through 3	83,101,223	87,254,008	98,208,660	59,258,878	58,368,295	386,191,064
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						0
6 **Public support.** Subtract line 5 from line 4						386,191,064

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	83,101,223	87,254,008	98,208,660	59,258,878	58,368,295	386,191,064
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	4,741,224	2,469,451	26,022	191,605	495,134	7,923,436
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	7,687,996	8,107,482	7,407,219	8,090,939	74,140	31,367,776
11 **Total support.** Add lines 7 through 10						425,482,276

12 Gross receipts from related activities, etc. (see instructions) **12** 274,321,716

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f)) **14** 90.77 %

15 Public support percentage from 2022 Schedule A, Part II, line 14 **15** 88.96 %

16a **33 1/3% support test—2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here**. The organization qualifies as a publicly supported organization ☑

b **33 1/3% support test—2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test—2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI****.*	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI****.*	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI****.*	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI****.*	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s), or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI****.*	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A—Adjusted Net Income			(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	**1**		
2	Recoveries of prior-year distributions	**2**		
3	Other gross income (see instructions)	**3**		
4	Add lines 1 through 3.	**4**		
5	Depreciation and depletion	**5**		
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7	Other expenses (see instructions)	**7**		
8	**Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B—Minimum Asset Amount			(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a	Average monthly value of securities	**1a**		
b	Average monthly cash balances	**1b**		
c	Fair market value of other non-exempt-use assets	**1c**		
d	**Total** (add lines 1a, 1b, and 1c)	**1d**		
e	**Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI****)*:			
2	Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3	Subtract line 2 from line 1d.	**3**		
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6	Multiply line 5 by 0.035.	**6**		
7	Recoveries of prior-year distributions	**7**		
8	**Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C—Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	**1**	
2	Enter 0.85 of line 1.	**2**	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	**3**	
4	Enter greater of line 2 or line 3.	**4**	
5	Income tax imposed in prior year	**5**	
6	**Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**	

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D—Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	**1**	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	**2**	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	**3**	
4	Amounts paid to acquire exempt-use assets	**4**	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	**5**	
6	Other distributions (*describe in* ***Part VI***). See instructions.	**6**	
7	**Total annual distributions.** Add lines 1 through 6.	**7**	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	**8**	
9	Distributable amount for 2023 from Section C, line 6	**9**	
10	Line 8 amount divided by line 9 amount	**10**	

Section E—Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2023**	**(iii) Distributable Amount for 2023**
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI***. See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019 . . .			
b	Excess from 2020 . . .			
c	Excess from 2021 . . .			
d	Excess from 2022 . . .			
e	Excess from 2023 . . .			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Part VI

Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Return Reference - Identifier	Explanation

SCHEDULE A, PART II, LINE 10 - OTHER INCOME

Description	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
(1) MEAL SALES	811	0	0	0	0	811
(2) CLINICAL RECORD REVENUE	35,361	45,437	22,261	11,761	15,821	130,641
(3) REIMBURSED COSTS	7,602,357	8,026,155	7,281,982	7,998,246	0	30,908,740
(4) STAFFING/SUPPORT SERVICES	874	0	0	0	0	874
(5) ALL OTHER REVENUE	48,593	35,890	102,976	80,932	58,319	326,710
Total	7,687,996	8,107,482	7,407,219	8,090,939	74,140	31,367,776

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization	**Employer identification number**
LAKEVIEW CENTER, INC.	59-0737872

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☑ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☑ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33⅓% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (**1**) $5,000; or (**2**) 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization: LAKEVIEW CENTER, INC.

Employer identification number: 59-0737872

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1		$ 50,922,666	Person ☑ Payroll ☐ Noncash ☐ (Complete Part II for noncash contributions.)
2		$ 1,843,055	Person ☑ Payroll ☐ Noncash ☐ (Complete Part II for noncash contributions.)
		$	Person ☐ Payroll ☐ Noncash ☐ (Complete Part II for noncash contributions.)
		$	Person ☐ Payroll ☐ Noncash ☐ (Complete Part II for noncash contributions.)
		$	Person ☐ Payroll ☐ Noncash ☐ (Complete Part II for noncash contributions.)
		$	Person ☐ Payroll ☐ Noncash ☐ (Complete Part II for noncash contributions.)

Name of organization: LAKEVIEW CENTER, INC.

Employer identification number: 59-0737872

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization: LAKEVIEW CENTER, INC.

Employer identification number: 59-0737872

Part III ***Exclusively*** **religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this information once. See instructions.) $

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE C (Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under Section 501(c) and Section 527

Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

If the organization answered "Yes" on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then:

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then:

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then:

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	Employer identification number
LAKEVIEW CENTER, INC.	59-0737872

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. See instructions for definition of "political campaign activities."

2 Political campaign activity expenditures. See instructions . . . . . $

3 Volunteer hours for political campaign activities. See instructions . . . . . .

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 . . . . . $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 . . . $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? . . . . . ☐ **Yes** ☐ **No**

4a Was a correction made? . . . . . ☐ **Yes** ☐ **No**

b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities . . . . . $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities . . . . . $

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b . . . . . $

4 Did the filing organization file **Form 1120-POL** for this year? . . . . . ☐ **Yes** ☐ **No**

5 Enter the names, addresses, and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

	(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influence public opinion (grassroots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.		
g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a. If zero or less, enter -0-		
i Subtract line 1f from line 1c. If zero or less, enter -0-		

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
not over $500,000,	20% of the amount on line 1e.
over $500,000 but not over $1,000,000,	$100,000 plus 15% of the excess over $500,000.
over $1,000,000 but not over $1,500,000,	$175,000 plus 10% of the excess over $1,000,000.
over $1,500,000 but not over $17,000,000,	$225,000 plus 5% of the excess over $1,500,000.
over $17,000,000,	$1,000,000.

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ **Yes** ☐ **No**

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	**(a)** 2020	**(b)** 2021	**(c)** 2022	**(d)** 2023	**(e)** Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column (e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a) Yes	(a) No	(b) Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?		✔	
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?		✔	
c Media advertisements?		✔	
d Mailings to members, legislators, or the public?		✔	
e Publications, or published or broadcast statements?		✔	
f Grants to other organizations for lobbying purposes?		✔	
g Direct contact with legislators, their staffs, government officials, or a legislative body?	✔		8,979
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?		✔	
i Other activities?	✔		57,181
j Total. Add lines 1c through 1i			66,160
2a Did the activities in line 1 cause the organization to not be described in section 501(c)(3)?		✔	
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	**1**		
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	**2**		
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	**3**		

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1	Dues, assessments and similar amounts from members	**1**	
2	Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid)**.		
a	Current year	**2a**	
b	Carryover from last year	**2b**	
c	Total	**2c**	
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	**3**	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditures next year?	**4**	
5	Taxable amount of lobbying and political expenditures. See instructions	**5**	

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

SEE NEXT PAGE

Part IV

Supplemental Information. Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

Return Reference - Identifier	Explanation
SCHEDULE C, PART II-B, LINE 1 - DETAILED DESCRIPTION OF THE LOBBYING ACTIVITY	FORM 990, SCHEDULE C, PART II-B, LINE 1G MEETINGS WITH LOBBYIST AND OUR ELECTED OFFICIALS, ADVOCATING FOR FUNDING FOR ADEQUATE SERVICES FOR INDIVIDUALS WITH MENTAL ILLNESS AND SUBSTANCE ABUSE. FORM 990, SCHEDULE C, PART II-B, LINE 1I THE ORGANIZATION PAID A COMPANY TO LOBBY ON THEIR BEHALF.

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
LAKEVIEW CENTER, INC.

Employer identification number
59-0737872

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included on line 2a	2c	
d	Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items.

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? . . ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? . . . . . ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII . . . . ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____ %
b Permanent endowment _____ %
c Term endowment _____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		2,252,659		2,252,659
b Buildings		25,635,267	1,716,170	23,919,097
c Leasehold improvements		69,748	13,966	55,782
d Equipment		9,270,063	3,494,103	5,775,960
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				32,003,498

Part VII Investments—Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col. (B))*		

Part VIII Investments—Program Related

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) DUE TO AFFILIATED ORGANIZATIONS	7,329,137
(3) LEASE LIBILITY	1,193,167
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	8,522,304

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII . ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SEE STATEMENT

Part XIII

Supplemental Information. Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Return Reference - Identifier	Explanation
SCHEDULE D, PART X, LINE 2 - FIN 48 (ASC 740)	MANAGEMENT HAS EVALUATED THE INCOME TAX POSITIONS UNDER THE GUIDANCE INCLUDED IN ASC 740. BASED ON THEIR REVIEW, MANAGEMENT HAS NOT IDENTIFIED ANY MATERIAL UNCERTAIN TAX POSITIONS TO BE RECORDED OR DISCLOSED IN THE FINANCIAL STATEMENTS.

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

Attach to Form 990.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

LAKEVIEW CENTER, INC.

Employer identification number

59-0737872

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . . ☑ **Yes** ☐ **No**

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 **(a)** Name and address of organization or government	**(b)** EIN	**(c)** IRC section (if applicable)	**(d)** Amount of cash grant	**(e)** Amount of noncash assistance	**(f)** Method of valuation (book, FMV, appraisal, other)	**(g)** Description of noncash assistance	**(h)** Purpose of grant or assistance
(1) BENJAMIN ACADEMY VILLAGE INC 4226 FOWLER AVE, OMAHA, NE 68111	93-1829630	501(C)(3)	6,427				OPERATING SUPPORT
(2) CHILDREN'S HOME SOCIETY, INC 5766 S SEMORAN BLVD, ORLANDO, FL 32822	59-0192430	501(C)(3)	12,981				OPERATING SUPPORT
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table 2

3 Enter total number of other organizations listed in the line 1 table 0

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

	(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
1	EXTENDED FOSTER CARE SUBSIDIES	19	477,232		FMV	
2						
3						
4						
5						
6						
7						

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

(SEE STATEMENT)

Part IV

Supplemental Information. Provide the information required in Part I, line 2, Part III, column (b), and any other additional information.

Return Reference - Identifier	Explanation
SCHEDULE I, PART I, LINE 2 - PROCEDURES FOR MONITORING USE OF GRANT FUNDS.	THE ORGANIZATION HAS GUIDELINES IN PLACE THAT ARE TO BE USED IN REVIEWING THE ELIGIBILITY OF GRANTEES. ALL GRANTS REQUIRE WRITTEN DOCUMENTATION AND APPROPRIATE LEVELS OF APPROVAL.

SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
LAKEVIEW CENTER, INC.

Employer identification number
59-0737872

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. ☐ First-class or charter travel ☐ Housing allowance or residence for personal use ☐ Travel for companions ☐ Payments for business use of personal residence ☐ Tax indemnification and gross-up payments ☐ Health or social club dues or initiation fees ☐ Discretionary spending account ☐ Personal services (such as maid, chauffeur, chef)			
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?	2		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. ☑ Compensation committee ☑ Written employment contract ☑ Independent compensation consultant ☑ Compensation survey or study ☑ Form 990 of other organizations ☑ Approval by the board or compensation committee			
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	4a	✔	
b	Participate in or receive payment from a supplemental nonqualified retirement plan?	4b	✔	
c	Participate in or receive payment from an equity-based compensation arrangement?	4c		✔
	If "Yes" to any of lines 4a–c, list the persons and provide the applicable amounts for each item in Part III.			
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5–9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	5a		✔
b	Any related organization?	5b		✔
	If "Yes" on line 5a or 5b, describe in Part III.			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	6a		✔
b	Any related organization?	6b		✔
	If "Yes" on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III	7		✔
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8		✔
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9		

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)–(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

	(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)–(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
			(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1	M ALLISON HILL PRESIDENT/CEO	(i)	504,008	85,864	3,361	13,828	58,940	666,001	0
		(ii)	0	0	0	0	0	0	0
2	SANDRA WHITAKER VICE PRESIDENT	(i)	293,392	37,929	4,769	6,499	54,916	397,505	0
		(ii)	0	0	0	0	0	0	0
3	GUIDO LUDERGNANI CHIEF OF MEDICAL SERVICES	(i)	340,268	0	1,697	7,109	37,425	386,499	0
		(ii)	0	0	0	0	0	0	0
4	MELANIE JONES VICE PRESIDENT/CFO	(i)	125,772	0	186,931	4,318	47,193	364,214	0
		(ii)	0	0	0	0	0	0	0
5	TERRY PTACEK MEDICAL DIRECTOR	(i)	293,332	0	3,849	8,355	39,326	344,862	0
		(ii)	0	0	0	0	0	0	0
6	DOMINIC SALAMIDA VICE PRESIDENT	(i)	258,256	30,495	2,805	8,174	31,964	331,694	0
		(ii)	0	0	0	0	0	0	0
7	TANYA THERIAULT PSYCHIATRIST	(i)	294,111	0	857	8,955	26,370	330,293	0
		(ii)	0	0	0	0	0	0	0
8	WARREN SCOTT PSYCHIATRIST	(i)	281,688	0	2,675	8,360	34,026	326,749	0
		(ii)	0	0	0	0	0	0	0
9	AARON GODWIN PSYCHIATRIST	(i)	296,035	0	857	8,925	18,908	324,725	0
		(ii)	0	0	0	0	0	0	0
10	COREY BORCHERDING FFN PRESIDENT	(i)	144,611	0	1,557	2,209	6,484	154,861	0
		(ii)	0	0	0	0	0	0	0
11		(i)							
		(ii)							
12		(i)							
		(ii)							
13		(i)							
		(ii)							
14		(i)							
		(ii)							
15		(i)							
		(ii)							
16		(i)							
		(ii)							

Part III

Supplemental Information. Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

Return Reference - Identifier	Explanation
SCHEDULE J, PART I, LINE 4A - SEVERANCE OR CHANGE-OF-CONTROL PAYMENT	MELANIE JONES RECEIVED $184,919 IN SEVERANCE PAYMENTS DURING CALENDAR YEAR 2023.
SCHEDULE J, PART I, LINE 4B - SUPPLEMENTAL NONQUALIFIED RETIREMENT PLAN	THE FOLLOWING INDIVIDUALS PARTICIPATED IN A SUPPLEMENTAL NON-QUALIFIED RETIREMENT PLAN THAT WAS FROZEN DURING THE TAX YEAR: M. ALLISON HILL, MELANIE JONES, DOMINC "SHAWN" SALAMIDA AND SANDRA WHITAKER.

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
LAKEVIEW CENTER, INC.

Employer identification number
59-0737872

Part I Types of Property

		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art—Works of art				
2	Art—Historical treasures				
3	Art—Fractional interests				
4	Books and publications				
5	Clothing and household goods				
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities—Publicly traded				
10	Securities—Closely held stock				
11	Securities—Partnership, LLC, or trust interests				
12	Securities—Miscellaneous				
13	Qualified conservation contribution—Historic structures				
14	Qualified conservation contribution—Other				
15	Real estate—Residential				
16	Real estate—Commercial				
17	Real estate—Other				
18	Collectibles				
19	Food inventory				
20	Drugs and medical supplies	✔	2	118,720	MARKET VALUE
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other (CHRISTMAS TOYS)	✔	1	8,465	MARKET VALUE
26	Other ( )				
27	Other ( )				
28	Other ( )				

29	Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement	29	0

			Yes	No
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least 3 years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?	30a		✔
b	If "Yes," describe the arrangement in Part II.			
31	Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	31	✔	
32a	Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	32a		✔
b	If "Yes," describe in Part II.			
33	If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

Part II

Supplemental Information. Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

Return Reference - Identifier	Explanation
SCHEDULE M, PART I - COLUMN B	THE AMOUNT IN COLUMN B REPRESENTS THE NUMBER OF CONTRIBUTIONS.

SCHEDULE O (Form 990)	Supplemental Information to Form 990 or 990-EZ	OMB No. 1545-0047
Department of Treasury Internal Revenue Service	Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information. ▶ Attach to Form 990 or 990-EZ. ▶ Go to www.irs.gov/Form990 for the latest information.	2023 Open to Public Inspection

Name of the Organization	Employer Identification Number
LAKEVIEW CENTER, INC.	59-0737872

Return Reference - Identifier	Explanation
FORM 990, PART VI, LINE 6 - CLASSES OF MEMBERS OR STOCKHOLDERS	LIFEVIEW GROUP, INC., A FLORIDA CORPORATION NOT-FOR-PROFIT, IS THE SOLE MEMBER OF LAKEVIEW CENTER, INC. LIFEVIEW GROUP, INC. HAS THE RIGHT TO ELECT THE BOARD OF DIRECTORS OF LAKEVIEW CENTER, INC.
FORM 990, PART VI, LINE 7A - MEMBERS OR STOCKHOLDERS ELECTING MEMBERS OF GOVERNING BODY	LIFEVIEW GROUP, INC. BEING THE SOLE MEMBER OF LAKEVIEW CENTER, INC. HAS THE RIGHT TO ELECT THE GOVERNING BODY OF LAKEVIEW CENTER, INC.
FORM 990, PART VI, LINE 7B - DECISIONS REQUIRING APPROVAL BY MEMBERS OR STOCKHOLDERS	THE FOLLOWING SHALL REQUIRE APPROVAL BY THE LIFEVIEW GROUP, INC., THE SOLE MEMBER, BOARD OF DIRECTORS: A. THE MEMBER SHALL ELECT THE DIRECTORS OF THE CORPORATION AT THE ANNUAL MEETING OF THE MEMBER FROM AMONG THOSE PERSONS NOMINATED BY THE MEMBER'S GOVERNANCE COMMITTEE. B. THE MEMBER MAY REMOVE A DIRECTOR OF THE CORPORATION WITH OR WITHOUT CAUSE WHENEVER SUCH ACTION WOULD BE IN THE BEST INTERESTS OF THE CORPORATION. C. THE MEMBER SHALL APPROVE ALL AMENDMENTS TO THE CORPORATION'S ARTICLES OF INCORPORATION AND BYLAWS BEFORE THEY MAY BECOME EFFECTIVE. D. THE MEMBER SHALL APPROVE THE APPOINTMENT BY THE BOARD OF THE CHIEF EXECUTIVE OFFICER OF THE CORPORATION. E. THE MEMBER, THROUGH ITS GOVERNANCE COMMITTEE, SHALL (I) RECOMMEND TO THE BOARD POLICIES AND PROCESSES DESIGNED TO PROVIDE FOR EFFECTIVE AND EFFICIENT GOVERNANCE OF THE CORPORATION; (II) REVIEW AND RECOMMEND A POSITION DESCRIPTION DETAILING RESPONSIBILITIES OF AND EXPECTATIONS FOR BOARD MEMBERS AND THE BOARD CHAIRPERSON; (III) RECOMMEND NOMINEES FOR ELECTION AND REELECTION ANNUALLY TO THE BOARD; (IV) CONDUCT A SUCCESSION PLANNING PROCESS FOR THE BOARD CHAIRPERSON AND OTHER BOARD LEADERS; (V) NOMINATE BOARD OFFICERS FOR ELECTION BY THE FULL BOARD, (VI) REVIEW THE CORPORATE BYLAWS ANNUALLY AND RECOMMEND ANY NEEDED CHANGES TO THE BOARD; (VII) ADVISE MANAGEMENT ON PLANS FOR BOARD EDUCATION, INCLUDING NEW MEMBER ORIENTATION, EDUCATION OF BOARD MEMBERS, AND AN ANNUAL BOARD RETREAT; AND (VIII) OVERSEE THE BOARD'S SELF-ASSESSMENT AND IMPROVEMENT PROCESS EVERY ONE OR TWO YEARS. F. THE MEMBER SHALL (I) CONSIDER AND APPROVE SALARIES AND OTHER FORMS OF COMPENSATION FOR THE OFFICERS OF THE CORPORATION IN CONJUNCTION WITH ITS ANNUAL REVIEW OF THE PRESIDENT OF THE MEMBER AND THE PRESIDENT'S EVALUATION OF THE OFFICERS OF THE MEMBER AND THE RELATED PARTIES; (II) REVIEW COMPENSATION, PRACTICES, FRINGE BENEFITS, EMPLOYEE HEALTH AND WELFARE SERVICES, EMPLOYEE INSURANCE PROGRAMS, AND EMPLOYEE RETIREMENT PROGRAMS. G. THE MEMBER SHALL (I) PROVIDE DIRECTION FOR THE IMPLEMENTATION OF THE CORPORATE STANDARDS OF CONDUCT, ASSURE CORPORATE ADHERENCE TO THE STANDARDS OF CONDUCT, AND ALL APPLICABLE LAWS, RULES AND REGULATIONS AND PRESENT AND RECOMMEND TO THE BOARD, AS APPROPRIATE, SUCH MEASURES AND ACTIONS AS MAY BE NECESSARY OR DESIRABLE TO ASSIST THE CORPORATION IN CONDUCTING ITS ACTIVITIES IN ACCORDANCE WITH THE HIGHEST ETHICAL AND LEGAL STANDARDS.
FORM 990, PART VI, LINE 11B - REVIEW OF FORM 990 BY GOVERNING BODY	THE FORM 990 IS PREPARED AND REVIEWED BY AN INDEPENDENT ACCOUNTING FIRM. THE 990 IS THEN REVIEWED BY THE ORGANIZATION'S MANAGEMENT PERSONNEL. ANY QUESTIONS AND CONCERNS THE ORGANIZATION'S MANAGEMENT PERSONNEL HAS ARE ADDRESSED AND ANY CORRECTIONS OR CLARIFICATIONS THAT NEED TO BE MADE ARE MADE. THE FINAL FORM 990 WITH ALL REQUIRED SCHEDULES IS THEN MADE AVAILABLE TO ALL VOTING MEMBERS OF THE BOARD PRIOR TO FILING THE 990 WITH THE IRS. ALL BOARD MEMBERS ARE INFORMED THAT A PAPER COPY OF THE FORM 990 IS AVAILABLE AT THE ORGANIZATION'S PRINCIPAL OFFICE.
FORM 990, PART VI, LINE 12C - CONFLICT OF INTEREST POLICY	BOARD MEMBERS AND OFFICERS RECEIVE CORRESPONDENCE EACH YEAR THAT MUST BE COMPLETED AND SIGNED. THE CORRESPONDENCE INCLUDES A CONFLICT OF INTEREST QUESTIONAIRE. OFFICERS AND KEY STAFF ALSO RECEIVE AN ATTESTATION FORM THAT MUST BE SIGNED CONFIRMING THAT THEY WILL DISCLOSE ANY CONFLICTS THAT VIOLATE THE ORGANIZATION'S POLICY. THE BOARD REVIEWS ALL CONFLICTS AND DETERMINES IF FURTHER ACTIONS NEED TO BE TAKEN.

<table>
<tr><th>Return Reference - Identifier</th><th>Explanation</th></tr>
<tr><td>FORM 990, PART VI, LINE 15A - & 15B - PROCESS TO ESTABLISH COMPENSATION</td><td>THE ORGANIZATION'S PROCESS FOR DETERMINING EXECUTIVE COMPENSATION BEGINS WITH THE EXECUTIVE COMPENSATION PHILOSOPHY THAT STRIVES TO ENSURE EXECUTIVES A COMPREHENSIVE, BALANCED, COMPETITIVE, FAIR AND EQUITABLE COMPENSATION PROGRAM THAT ALLOWS FOR RECOGNITION FOR PERFORMANCE, POSITION, TENURE, EDUCATION, AND EXPERIENCE; CONSIDERS THE IMPACT OF COMPETITIVE MARKETS AND INDUSTRY INCOME; PROVIDES SPECIFIC RECOGNITION AND INDIVIDUAL PERFORMANCE OF RESULTS; AND ENSURES RETENTION, STABILITY OF LEADERSHIP, AND COMPLIANCE WITH REGULATORY GUIDELINES.

THE EXECUTIVE COMPENSATION COMMITTEE OF THE BOARD OF DIRECTORS IS RESPONSIBLE FOR ENSURING COMPLIANCE WITH THIS PHILOSOPHY AND FOR REVIEWING AND APPROVING IT EVERY THREE YEARS.

ANNUALLY, THE CEO, IN CONSULTATION WITH THE BOARD COMPENSATION CONSULTANT, WILL MAKE RECOMMENDATIONS FOR COMPENSATION ADJUSTMENTS FOR THE EXECUTIVES. THE EXECUTIVE COMPENSATION COMMITTEE WILL REVIEW THE CEO'S RECOMMENDATIONS AND APPROVE OR MODIFY THEM.

ANNUALLY, THE EXECUTIVE COMPENSATION COMMITTEE AND THE BOARD COMPENSATION CONSULTANT, WILL REVIEW THE COMPENSATION OF THE CEO AND REPORT ADJUSTMENTS TO THE BOARD OF DIRECTORS.</td></tr>
<tr><td>FORM 990, PART VI, LINE 19 - REQUIRED DOCUMENTS AVAILABLE TO THE PUBLIC</td><td>THE ORGANIZATION HAS ALL GOVERNING DOCUMENTS, THE CONFLICT OF INTEREST POLICY, AND THE ANNUAL FINANCIAL STATEMENTS ON FILE IN THE ACCOUNTING AND ADMINISTRATION DEPARTMENTS. ALL DOCUMENTS ARE AVAILABLE UPON REQUEST.</td></tr>
<tr><td>FORM 990, PART IX, LINE 11G - OTHER FEES FOR SERVICES</td><td>
<table>
<tr><th>(a) Description</th><th>(b) Total Expenses</th><th>(c) Program Service Expenses</th><th>(d) Management and General Expenses</th><th>(e) Fundraising Expenses</th></tr>
<tr><td>MEDICAL SERVICES</td><td>15,179,537</td><td>15,179,537</td><td>0</td><td>0</td></tr>
<tr><td>MENTAL/CHILD HEALTH SERVICES</td><td>626,603</td><td>625,805</td><td>798</td><td>0</td></tr>
<tr><td>PROFESSIONAL ADMIN SERVICES</td><td>445,884</td><td>170,504</td><td>275,380</td><td>0</td></tr>
<tr><td>Total</td><td>16,252,024</td><td>15,975,846</td><td>276,178</td><td>0</td></tr>
</table>
</td></tr>
<tr><td>FORM 990, PART XI, LINE 9 - OTHER CHANGES IN NET ASSETS OR FUND BALANCES</td><td>
<table>
<tr><th>(a) Description</th><th>(b) Amount</th></tr>
<tr><td>NET ASSETS RELEASED FROM RESTRICTION</td><td>177,216</td></tr>
<tr><td>OTHER NET ASSET ADJUSTMENT</td><td>14,359</td></tr>
</table>
</td></tr>
</table>

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
LAKEVIEW CENTER, INC.

Employer identification number
59-0737872

Part I **Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

Part II **Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) No
(1) CMHC HERNANDEZ HOUSE, INC. (59-2041794) 1221 WEST LAKEVIEW AVE, PENSACOLA, FL 32501	LOW COST HOUSING	FL	501(C)(3)	10	LCI	✔	
(2) LAKEVIEW PLACE, INC. (59-2804577) 1221 WEST LAKEVIEW AVE, PENSACOLA, FL 32501	LOW COST HOUSING	FL	501(C)(3)	10	LCI	✔	
(3) LAKEVIEW VILLA, INC. (59-2842486) 1221 WEST LAKEVIEW AVE, PENSACOLA, FL 32501	LOW COST HOUSING	FL	501(C)(3)	10	LCI	✔	
(4) GLOBAL CONNECTIONS TO EMPLOYMENT (47-2592811) 1221 WEST LAKEVIEW AVE, PENSACOLA, FL 32501	VOCATIONAL TRAINING	FL	501(C)(3)	7	LIFEVIEW	✔	
(5) LIFEVIEW GROUP, INC. (59-1469145) 1221 WEST LAKEVIEW AVE, PENSACOLA, FL 32501	SUPPORTING ORG	FL	501(C)(3)	12 TYPE III-FI	N/A		✔
(6)							
(7)							

Part III **Identification of Related Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512—514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership
(1)												
(2)												
(3)												
(4)												
(5)												
(6)												
(7)												

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) No
(1)									
(2)									
(3)									
(4)									
(5)									
(6)									
(7)									

Part V **Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

			Yes	No
Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.				
1	During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II–IV?			
a	Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a		✔
b	Gift, grant, or capital contribution to related organization(s)	1b		✔
c	Gift, grant, or capital contribution from related organization(s)	1c		✔
d	Loans or loan guarantees to or for related organization(s)	1d	✔	
e	Loans or loan guarantees by related organization(s)	1e	✔	
f	Dividends from related organization(s)	1f		✔
g	Sale of assets to related organization(s)	1g		✔
h	Purchase of assets from related organization(s)	1h		✔
i	Exchange of assets with related organization(s)	1i		✔
j	Lease of facilities, equipment, or other assets to related organization(s)	1j		✔
k	Lease of facilities, equipment, or other assets from related organization(s)	1k	✔	
l	Performance of services or membership or fundraising solicitations for related organization(s)	1l	✔	
m	Performance of services or membership or fundraising solicitations by related organization(s)	1m		✔
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	✔	
o	Sharing of paid employees with related organization(s)	1o	✔	
p	Reimbursement paid to related organization(s) for expenses	1p	✔	
q	Reimbursement paid by related organization(s) for expenses	1q	✔	
r	Other transfer of cash or property to related organization(s)	1r	✔	
s	Other transfer of cash or property from related organization(s)	1s	✔	

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a—s)	(c) Amount involved	(d) Method of determining amount involved
(1)	GLOBAL CONNECTIONS TO EMPLOYMENT, INC.	E	12,437,504	FMV
(2)	GLOBAL CONNECTIONS TO EMPLOYMENT, INC.	L	3,923,956	FMV
(3)	LAKEVIEW VILLA, INC	D	57,548	FMV
(4)				
(5)				
(6)				

Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512—514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	
(1)													
(2)													
(3)													
(4)													
(5)													
(6)													
(7)													
(8)													
(9)													
(10)													
(11)													
(12)													
(13)													
(14)													
(15)													
(16)													

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning 10/01, 2023, and ending 09/30, 20 24

Do not send to the IRS. Keep for your records.
Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer
LAKEVIEW CENTER, INC.

EIN or SSN
59-0737872

Name and title of officer or person subject to tax
ERIC BARLEY, VICE PRESIDENT/CFO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a**, **2a**, **3a**, **4a**, **5a**, **6a**, **7a**, **8a**, **9a**, or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b**, **2b**, **3b**, **4b**, **5b**, **6b**, **7b**, **8b**, **9b**, or **10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here ☐	b	**Total revenue**, if any (Form 990, Part VIII, column (A), line 12)	1b	
2a	**Form 990-EZ** check here ☐	b	**Total revenue**, if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here ☐	b	**Total tax** (Form 1120-POL, line 22)	3b	
4a	**Form 990-PF** check here ☐	b	**Tax based on investment income** (Form 990-PF, Part V, line 5)	4b	
5a	**Form 8868** check here ☐	b	**Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here ☑	b	**Total tax** (Form 990-T, Part III, line 4)	6b	0
7a	**Form 4720** check here ☐	b	**Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here ☐	b	**FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here ☐	b	**Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here ☐	b	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☑ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (**a**) an acknowledgement of receipt or reason for rejection of the transmission, (**b**) the reason for any delay in processing the return or refund, and (**c**) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☑ I authorize FORVIS MAZARS to enter my PIN 3 7 8 7 2 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax Eric C Barley Date 4/23/25

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 6 5 9 7 1 5 6 0 2 6 0

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature APRIL ARNOLD Date 04/23/25

ERO Must Retain This Form — See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

PUBLIC DISCLOSURE COPY

Form 990-T

Exempt Organization Business Income Tax Return (and proxy tax under section 6033(e))

OMB No. 1545-0047

2023

For calendar year 2023 or other tax year beginning 10/01, 2023, and ending 09/30, 20 24

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

Open to Public Inspection for 501(c)(3) Organizations Only

Department of the Treasury
Internal Revenue Service

A ☐ Check box if address changed.

B Exempt under section
☑ 501(C)(3)
☐ 408(e) ☐ 220(e)
☐ 408A ☐ 530(a)
☐ 529(a) ☐ 529A

Print or Type

Name of organization (☐ Check box if name changed and see instructions.)
LAKEVIEW CENTER, INC.

Number, street, and room or suite no. If a P.O. box, see instructions.
1221 W. LAKEVIEW AVENUE

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32501-1836

C Book value of all assets at end of year 53,968,544

D Employer identification number
59-0737872

E Group exemption number (see instructions)

F ☐ Check box if an amended return.

G Check organization type ☑ 501(c) corporation ☐ 501(c) trust ☐ 401(a) trust ☐ Other trust ☐ State college/university ☐ 6417(d)(1)(A) Applicable entity

H Check if filing only to claim ☐ Credit from Form 8941 ☐ Refund shown on Form 2439 ☐ Elective payment amount from Form 3800

I Check if a 501(c)(3) organization filing a consolidated return with a 501(c)(2) titleholding corporation ☐

J Enter the number of attached Schedules A (Form 990-T)

K During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? ☐ Yes ☑ No
If "Yes," enter the name and identifying number of the parent corporation

L The books are in care of (SEE STATEMENT) Telephone number (850) 495-2321

Part I Total Unrelated Business Taxable Income

1	Total of unrelated business taxable income computed from all unrelated trades or businesses (see instructions)	1	0
2	Reserved	2	
3	Add lines 1 and 2	3	0
4	Charitable contributions (see instructions for limitation rules)	4	0
5	Total unrelated business taxable income before net operating losses. Subtract line 4 from line 3	5	0
6	Deduction for net operating loss. See instructions	6	0
7	Total of unrelated business taxable income before specific deduction and section 199A deduction. Subtract line 6 from line 5	7	0
8	Specific deduction (generally $1,000, but see instructions for exceptions)	8	0
9	**Trusts.** Section 199A deduction. See instructions	9	0
10	**Total deductions.** Add lines 8 and 9	10	0
11	**Unrelated business taxable income.** Subtract line 10 from line 7. If line 10 is greater than line 7, enter zero	11	0

Part II Tax Computation

1	**Organizations taxable as corporations.** Multiply Part I, line 11, by 21% (0.21)	1	0
2	**Trusts taxable at trust rates.** See instructions for tax computation. Income tax on the amount on Part I, line 11, from: ☐ Tax rate schedule or ☐ Schedule D (Form 1041)	2	
3	**Proxy tax.** See instructions	3	0
4	Other tax amounts. See instructions	4	0
5	Alternative minimum tax	5	0
6	**Tax on noncompliant facility income.** See instructions	6	0
7	**Total.** Add lines 3 through 6 to line 1 or 2, whichever applies	7	0

Part III Tax and Payments

1a	Foreign tax credit (corporations attach Form 1118; trusts attach Form 1116)	1a	0		
b	Other credits (see instructions)	1b	0		
c	General business credit. Attach Form 3800 (see instructions)	1c	0		
d	Credit for prior-year minimum tax (attach Form 8801 or 8827)	1d			
e	**Total credits.** Add lines 1a through 1d			1e	0
2	Subtract line 1e from Part II, line 7			2	0
3a	Amount due from Form 4255	3a			
b	Amount due from Form 8611	3b			
c	Amount due from Form 8697	3c			
d	Amount due from Form 8866	3d			
e	Other amounts due (see instructions)	3e	0		
f	Total amounts due. Add lines 3a through 3e			3f	0
4	**Total tax.** Add lines 2 and 3f (see instructions). ☐ Check if includes tax previously deferred under section 1294. Enter tax amount here		0	4	0
5	Current net 965 tax liability paid from Form 965-A, Part II, column (k)			5	0

Part III Tax and Payments *(continued)*

6a	Payments: Preceding year's overpayment credited to the current year	6a	0		
b	Current year's estimated tax payments. Check if section 643(g) election applies ☐	6b	0		
c	Tax deposited with Form 8868	6c	0		
d	Foreign organizations: Tax paid or withheld at source (see instructions)	6d	0		
e	Backup withholding (see instructions)	6e	0		
f	Credit for small employer health insurance premiums (attach Form 8941)	6f	0		
g	Elective payment election amount from Form 3800		0		
h	Payment from Form 2439	6h	0		
i	Credit from Form 4136	6i	0		
j	Other (see instructions)	6j	0		
7	**Total payments.** Add lines 6a through 6j			7	0
8	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐			8	0
9	**Tax due.** If line 7 is smaller than the total of lines 4, 5, and 8, enter amount owed			9	0
10	**Overpayment.** If line 7 is larger than the total of lines 4, 5, and 8, enter amount overpaid			10	0
11	Enter the amount of line 10 you want: **Credited to 2024 estimated tax** 0 **Refunded**			11	0

Part IV Statements Regarding Certain Activities and Other Information (see instructions)

		Yes	No
1	At any time during the 2023 calendar year, did the organization have an interest in or a signature or other authority over a financial account (bank, securities, or other) in a foreign country? If "Yes," the organization may have to file FinCEN Form 114, Report of Foreign Bank and Financial Accounts. If "Yes," enter the name of the foreign country here		✔
2	During the tax year, did the organization receive a distribution from, or was it the grantor of, or transferor to, a foreign trust? If "Yes," see instructions for other forms the organization may have to file.		✔
3	Enter the amount of tax-exempt interest received or accrued during the tax year $		
4	Enter available pre-2018 NOL carryovers here $. Do not include any post-2017 NOL carryover shown on Schedule A (Form 990-T). Don't reduce the NOL carryover shown here by any deduction reported on Part I, line 6.		
5	Post-2017 NOL carryovers. Enter the Business Activity Code and available post-2017 NOL carryovers. Don't reduce the amounts shown below by any NOL claimed on any Schedule A, Part II, line 17, for the tax year. See instructions.		

Business Activity Code	Available post-2017 NOL carryover
	$
	$
	$
	$

6a	Reserved for future use		
b	Reserved for future use		

Part V Supplemental Information

Provide any additional information. See instructions.

(SEE STATEMENT)

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer	Date	Title
		VICE PRESIDENT/CFO

May the IRS discuss this return with the preparer shown below (see instructions)? ☑ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
APRIL ARNOLD	APRIL ARNOLD	04/23/25		P01559426

Firm's name	FORVIS MAZARS	Firm's EIN	44-0160260
Firm's address	120 E PALMETTO PARK ROAD SUITE 403, BOCA RATON, FL 33432	Phone no.	(561) 299-1820

Form 990T **Additional Information**

Return Reference - Identifier	Explanation
BOOK CARE - NAME AND ADDRESS	DOREEN DRIMMIE, 1221 W. LAKEVIEW AVENUE, PENSACOLA, FL 32501-1836

Form 990-T | Supplemental Information

Return Reference	Amount	Explanation
990-T CORE FORM		
FORM 990-T, PART V, N/A	0	THE TAXPAYER DOES NOT HAVE ANY ACTIVITIES GENERATING UNRELATED BUSINESS TAXABLE INCOME (AS DEFINED IN IRC §512(A)) IN THE CURRENT YEAR. FORM 990-T IS BEING FILED TO COMMENCE RUNNING ON THE PERIOD UNDER THE STATUTES OF LIMITATION FOR REPORTING UNRELATED BUSINESS INCOME.

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

LIFEVIEW GROUP, INC. AND SUBSIDIARIES

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

LIFEVIEW GROUP, INC. AND SUBSIDIARIES

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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LIFEVIEW GROUP, INC. AND SUBSIDIARIES

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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INDEPENDENT AUDITORS' REPORT

Management and the Board of Directors
LifeView Group, Inc. and Subsidiaries
Pensacola, Florida

Opinion

We have audited the consolidated financial statements of LifeView Group, Inc. and Subsidiaries (the Company), which comprise the consolidated balance sheet as of September 30, 2023, and the related consolidated statements of operations and changes in net assets, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of September 30, 2023, and the changes in its net assets and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Company, and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

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

Management and the Board of Directors
LifeView Group, Inc. and Subsidiaries
Pensacola, Florida

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The DUI School and Access Behavioral Health (Regulatory Basis) supplementary information financial statements are presented on pages 45 through 52 for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

The accompanying Schedule of Expenditures of Federal Awards and State Financial Assistance as required by Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and by Chapter 10.650, *Rules of the Auditor General*, presented on pages 53 through 64 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Expenditures of Federal Awards and State Financial Assistance is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

The accompanying Schedule of Functional Revenues and Expenses (Regulatory Basis), Schedule of State Earnings (Regulatory Basis), Schedule of Related-Party Transaction Adjustments (Regulatory Basis) and Schedule of Bed-Day Availability Payments are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management. The information has not been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and, accordingly, we express no opinion on them.

Management and the Board of Directors
LifeView Group, Inc. and Subsidiaries
Pensacola, Florida

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated February 26, 2024, on our consideration of the Company's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Company's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Company's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
February 26, 2024

LifeView Group, Inc. and Subsidiaries

Consolidated Balance Sheet

(In Thousands)

September 30, 2023

Assets		
Current assets:		
Cash and cash equivalents	$	31,912
Short-term investments		277
Accounts receivable:		
Client accounts receivable, net		900
Governmental funding sources receivable		8,734
Vocational service contracts receivable		13,646
Other accounts receivable		2,733
Inventories		984
Prepaid expenses		1,751
Total current assets		60,937
Property and equipment, net		30,968
Leases right-of-use asset		5,759
Other assets		115
Total assets	$	97,779

LifeView Group, Inc. and Subsidiaries

Consolidated Balance Sheet

(In Thousands)

September 30, 2023

(Continued)

Liabilities and net assets		
Current liabilities:		
Accounts payable	$	3,235
Accrued liabilities		22,698
Current portion of long-term debt		41
Current portion of lease obligation		1,573
Compensated absences		3,502
Total current liabilities		31,049
Long-term debt, less current portion		36,322
Lease obligation, less current portion		4,693
Total liabilities		72,064
Net assets:		
Without donor restrictions		24,285
With donor restrictions		1,430
Total net assets		25,715
Total liabilities and net assets	$	97,779

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Operations and Changes in Net Assets

(In Thousands)

Year Ended September 30, 2023

Revenue and other support without donor restrictions:		
Federal, state, and local financial awards	$	58,657
Net client service fees		22,321
Vocational service contracts		103,349
Contract revenue		37,387
Other fees and support		410
In-kind services		405
Contributions		487
Other		401
Total revenues and other support without donor restrictions		223,417
Expenses:		
Salaries and wages		105,789
Fringe benefits		31,218
Building occupancy		6,193
Professional fees		4,978
Contract medical services		18,105
Travel		2,004
Equipment costs		4,781
Food services		1,958
Medical/pharmacy services		15,552
Subcontracted services		12,534
Subsidy payments		3,262
Personal welfare		1,123
Insurance		2,211
Donated items		290
Depreciation and loss on sale/retirement		2,531
Other operating expenses		3,927
Total expenses		216,456
Income from operations		6,961
Nonoperating gains/(losses):		
Investment income		7
Bond interest expense		(2,072)
Total nonoperating losses, net		(2,065)
Excess of revenues, other support, and gains over expenses and losses		4,896

Continued on next page

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Operations and Changes in Net Assets

(In Thousands)

Year Ended September 30, 2023

(Continued)

Net assets without donor restrictions:		
Excess of revenues, support, and gains over expenses and losses	$	4,896
Other changes in net assets without donor restrictions		(612)
Change in net assets without donor restrictions		4,284
Net assets with donor restrictions:		
Change in restricted foundation fund		621
Change in net assets with donor restrictions		621
Change in net assets		4,905
Net assets at beginning of year		20,810
Net assets at end of year	$	25,715

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Cash Flows

(In Thousands)

Year Ended September 30, 2023

Operating activities		
Change in net assets	$	4,905
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation		2,433
Loss on sale and retirement of property and equipment		98
Amortization of debt issuance costs		99
Changes in operating assets and liabilities:		
Client accounts receivable		(172)
Governmental funding sources receivable		(4,807)
Vocational service contracts receivable		(1,430)
Other accounts receivable		(429)
Inventories		(58)
Prepaid expenses		(603)
Other assets and liabilities		70
Accounts payable		(1,959)
Accrued liabilities		1,571
Compensated absences		72
Net cash used in operating activities		(210)
Investing activities		
Purchases of property and equipment		(2,614)
Net cash used in investing activities		(2,614)

Continued on next page

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Cash Flows

(In Thousands)

Year Ended September 30, 2023

(Continued)

Financing activities		
Repayments of long-term debt	$	(38)
Principal payments on finance lease liabilities		(48)
Net cash used in financing activities		(86)
Net change in cash and cash equivalents		(2,910)
Cash and cash equivalents at beginning of year		34,822
Cash and cash equivalents at end of year	$	31,912
Supplemental disclosure of cash flow information		
Costs for purchases of property and equipment included in other liabilities	$	142
Interest paid	$	2,072
Supplemental disclosure of noncash financing activities		
Long-term debt incurred for purchases of property and equipment	$	845

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

LifeView Group, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

(Dollars in Thousands)

September 30, 2023

1. Organization and Summary of Significant Accounting Policies

Organization

Lifeview Group, Inc. (LGI or the Company), a nonprofit organization, was incorporated in 2021 to purchase Lakeview Center, Inc. (the Center) and its affiliates, Global Connections to Employment, Inc. (GCE), CMHC Hernandez House, Inc., Lakeview Place, Inc., Lakeview Villa, Inc. (the 3 collectively -HUDs). The Center was acquired pursuant to the Member Substitution Agreement. LGI is the sole member of the Center, and the Center is the sole member of the HUDs. CMHC Hernandez House, Inc. is no longer active. The mission of the Company, including all of its subsidiaries, is to help people through life's journey by providing behavioral health services, vocational services, and child protective services.

Lakeview Center, Inc., a nonprofit organization, was incorporated in 1954, as Community Mental Health Center of Escambia County, Inc. Lakeview Place, Inc. and CMHC Hernandez House, Inc. are U.S. Department of Housing and Urban Development (HUD) multi-unit dwellings owned by the Center that provide housing facilities and services to people diagnosed with mental illness. The contract for CMHC Hernandez House, Inc. ended September 30, 2021. Subsequent to September 30, 2021, the operations of CMHC Hernandez House, Inc. have been included in the Center operations. Lakeview Villa, Inc. is a HUD apartment complex owned by the Company that provides low-cost housing facilities and services to persons with chronic mental illness. Global Connections to Employment, Inc. was separately incorporated in 2014, with the Center as the sole member. Effective July 2023, LGI became the sole member of GCE.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of LifeView Group, Inc. and its related entities: Lakeview Center, Inc.; Global Connections to Employment, Inc.; Lakeview Villa, Inc.; and Lakeview Place, Inc. All inter-entity transactions have been eliminated in consolidation.

Operating and Nonoperating Activities

The Company's primary mission is to provide a broad range of behavioral health services, vocational services, and child protective services to citizens of the region and nationally, across 14 states and the District of Columbia. Activities directly associated with the furtherance of this purpose are considered to be operating activities. Other activities that result in gains or losses unrelated to the Company's primary mission are considered nonoperating.

1. Organization and Summary of Significant Accounting Policies (continued)

Use of Estimates

The preparation of these consolidated financial statements in conformity with accounting principles generally accepted in the United States (GAAP) requires management to make estimates and assumptions. These estimates and assumptions affect certain reported amounts of assets and liabilities at the date of the consolidated financial statements and revenues and expenses recognized during the reporting period. Accordingly, actual results may differ from those estimates.

Net Assets

The Company reports information regarding financial position and activities according to two classes of net assets: with and without donor restriction. Net assets are classified based on the existence or absence of donor-imposed restrictions, if any, that may or may not be met by actions of management or by the passage of time.

The net asset categories reflected in the accompanying consolidated financial statements are as follows:

- *Without donor restriction* - Net assets that are free of donor-imposed restrictions, including all revenues, expenses, gains, and losses that are not changes in net assets with donor restrictions.

  With donor restriction - Net assets whose use by the Company is limited by donor-imposed stipulations that may or may not expire by passage of time or that can or cannot be fulfilled or removed by action of the Company pursuant to those stipulations. As a general practice, the Company applies restricted resources when an expense relating to the purpose restriction imposed by the outside party is incurred before unrestricted resources are used.

Contributions

The Company records contributions as being with or without donor restriction depending on the existence and/or nature of any donor restrictions.

1. Organization and Summary of Significant Accounting Policies (continued)

Cash Equivalents

The Company considers all highly liquid investment instruments with maturities of three months or less when purchased to be cash equivalents. Cash deposits are federally insured in limited amounts.

Short-Term Investments

Short-term investments consist of a certificate of deposit held by LGI that automatically renews every 182 days. Due to the short-term nature, the carrying amount reported in the consolidated balance sheet approximates the fair value as of September 30, 2023.

Net Client Service Revenue and Accounts Receivable

The Company has agreements with third-party payors that provide payments to the Company at amounts different from its established rates. Payment arrangements include prospectively determined rates per service, reimbursed costs, discounted charges, and per diem payments. Retroactive adjustments are accrued on an estimated basis in the period the related services are rendered and adjusted in future periods as final settlements are determined.

Allowance for Uncollectible Accounts

Accounts receivable are written off after collection effort has been followed in accordance with the Company's policies. Accounts written off as uncollectible are deducted from the allowance for uncollectible accounts and subsequent recoveries are added. Periodically, management assesses the adequacy of the allowance for uncollectible accounts based upon historical write-off experience by payor category. The results of this review are then used to make any modifications to the provision for bad debts to establish an appropriate allowance for uncollectible receivables.

Contract and Other Receivables

Receivables for contracted services are typically deemed wholly collectible as they are due from governmental units, grantors, and third-party paying agencies.

1. Organization and Summary of Significant Accounting Policies (continued)

Inventories

Inventories (primarily pharmaceutical and computers) are stated at the lower of cost (average cost method) or net realizable value using the first-in, first-out method.

Property and Equipment

Property and equipment acquisitions are recorded at historical cost. Property and equipment donated to the Company are recorded at fair value at the date of receipt. Depreciation is provided over the estimated useful life of each class of depreciable asset and is computed on the straight-line method. Estimated useful lives of depreciable assets are as follows:

Buildings	40 years
Furniture and equipment	3–7 years
Building and land improvements	10–20 years

Compensated Absences

Employees are entitled to accumulate a limited amount of earned but unused annual leave. Accordingly, the Company records an accrual for earned, unused, vested annual leave in accordance with the Company's policy. Upon separation from the Company, employees are entitled to this amount of unused vested leave.

Net Client Service Fees

The Company has agreements with third-party payors that provide payments to the Company at amounts different from its established rates. Payment arrangements include prospectively determined rates per completion of service, reimbursed costs, and discounted charges. Net client service fees are reported at the estimated net realizable amounts from clients, third-party payors, and others for services rendered, including estimated retroactive adjustments under reimbursement agreements with third-party payors.

1. Organization and Summary of Significant Accounting Policies (continued)

Net Client Service Fees (continued)

The Company accepts clients in immediate need of care, regardless of their ability to pay, and serves certain clients whose care costs are not paid at established rates, including those sponsored under government programs such as Medicare and Medicaid, those sponsored under private contractual agreements, charity clients, and other uninsured clients who have limited ability to pay. The Company recognizes client service fee revenue associated with clients who have third-party payor coverage on the basis of contractual rates for the services rendered. For uninsured clients who do not qualify for charity care, revenue is recognized on the basis of discounted rates in accordance with the Company's policy.

A summary of the payment arrangements with major third-party payors follows:

Medicare – Client services rendered to Medicare program beneficiaries are reimbursed under a fee-for-service methodology.

Medicaid – Client mental health and substance abuse services rendered to Medicaid program beneficiaries are reimbursed under a capitated arrangement.

Other – The Company has also entered into payment agreements with certain insurance carriers, health maintenance organizations, and preferred provider organizations. The basis for payment to the Company under these agreements includes prospectively determined rates and discounts from established charges.

Charity Care

Quality care is provided to all persons requiring immediate treatment regardless of their ability to pay. An individual is classified as a charity client by reference to certain established policies of the Company. Essentially, these policies define charity services as those services for which no payment is anticipated. In assessing a client's ability to pay, the Company utilizes the most recently published federal poverty income guidelines, but also includes certain cases where incurred charges are significant when compared to income. These charges are subtracted in the net client service fees calculation.

1. Organization and Summary of Significant Accounting Policies (continued)

Charity Care (continued)

The Company estimates the direct and indirect costs of providing charity care by applying a cost to gross charges ratio to the gross uncompensated charges associated with providing charity care to clients. The cost of providing charity care was $4,693 for the year ended September 30, 2023.

Medicaid Managed Medical Assistance Contract Revenue

The Company is licensed as a prepaid limited health services organization pursuant to Chapter 636, *Florida Statutes*. Effective August 1, 2014, the Company, doing business as Access Behavioral Health, was awarded contracts with the Medicaid Managed Medical Assistance Plan (the MMA Plan). The Company receives a per-member per-month rate to provide mental health and substance abuse services to an annual average of 139,000 Medicaid beneficiaries in Florida's Regions 1 and 2. Amounts received are recognized as contract revenue during the period in which the Company is obligated to provide services to beneficiaries. Approximately $37,387 was recognized as revenue under the MMA Plan during the year ended September 30, 2023.

Medicaid Managed Medical Assistance Plan Costs

The Company is directly responsible for providing mental health and substance abuse services to beneficiaries residing in Escambia, Santa Rosa, and Walton counties, representing approximately 62% of the covered lives under the MMA Plan. The Company has entered into subcontracts with three comprehensive community mental health centers to provide mental health services to the MMA Plan beneficiaries residing in the other counties in these Regions. These subcontracts are typically on a full-risk capitated basis. The mental health services covered under the MMA Plan are generally the same as those covered under the Medicaid fee-for-service program. Covered services include inpatient psychiatric care, outpatient care, substance abuse, and physician services. The majority of services for which the Company is directly responsible is provided within its own service delivery system; however, some services are contracted for on a fee-for-service basis with local area hospitals and providers. A provision has been made for these services rendered but not reported as of September 30, 2023.

1. Organization and Summary of Significant Accounting Policies (continued)

Income Taxes

The Company and its related entities are exempt from federal income taxes under Section 501(a) as organizations described in Section 501(c)(3) of the Internal Revenue Code of 1986, as amended, and are also exempt from state income taxes.

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 740, *Income Taxes*, prescribes the accounting for uncertainty in income tax positions recognized in financial statements. ASC Topic 740 provides guidance for recognition threshold and measurement attributes for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. There were no material uncertain tax positions as of September 30, 2023.

Cost Allocation

The Company uses several methods to allocate organization and overhead costs among program and support areas. Workers' compensation is allocated based on industry standard rates and salary expense. Unemployment and health plan expenses are allocated based on personnel cost and plan participation, respectively.

Administrative costs are allocated based on the federal indirect rate cal. Property and auto insurances are allocated proportionately among those who benefit from the assets covered. General liability uses a staff-based allocation.

2. Cash and Short-Term Investments

The composition of cash and short-term investments is as follows:

	September 30, 2023
Cash and cash equivalents	$ 31,912
Certificate of deposit	277
	$ 32,189

3. Concentrations of Credit Risk

The Company receives client service fees revenue from three primary sources: Medicaid and Medicare, other third-party payors, and client payments. The following indicates the applicable percentages of accounts receivable from those sources:

	September 30, 2023
Medicaid and Medicare	41%
Other third-party payors	45
Client payments	14
	100%

4. Property and Equipment

Major classifications of property and equipment are summarized as follows:

	September 30, 2023
Buildings and improvements	$ 21,561
Furniture and equipment	11,348
Land	2,445
Construction-in-progress	890
	36,244
Less accumulated depreciation	(5,276)
	$ 30,968

Depreciation expense on the statement of operations and changes in net assets includes $98 of loss on sale and retirement of property and equipment. Total depreciation expense amounted to $2,433 for the year ended September 30, 2023.

5. Long-Term Debt

Long-term debt consists of the following:

	September 30, 2023
Note payable to HUD, interest at 9.0%, monthly payments of $5,000 including interest, secured by real property, maturing May 2032	$ 370
Note payable to HUD, interest at 8.375%, monthly payments of $2,000 including interest, secured by real property, maturing March 2032	140
Series 2021A Bonds payable, issued by Florida Development Finance Corp and purchased by Bank of America, interest at 6.0% on $7,790 and 6.25% on $14,120, maturity date August 2041 and 2051, respectively; interest payment of $1,350 due in 2023 to be paid semi-annually.	21,910
Series 2021B Bonds payable, issued by Florida Development Finance Corp. under the Master Indenture and purchased by BHCC, interest at 4.45% through September 30, 2026, and increasing thereafter, maturity date August 2031; interest payment of $668 due in 2023 to be paid semi-annually.	15,000
Unamortized issuance costs	(1,057)
	36,363
Less current portion	(41)
	$ 36,322

Following are maturities of long-term debt for each of the next five years and thereafter:

	Amount
Year ending September 30:	
2024	$ 41
2025	45
2026	49
2027	54
2028	59
Thereafter	36,115
	$ 36,363

5. Long-Term Debt (continued)

2021 Revenue Bonds

The Series A Tax-Exempt Revenue Bonds, in the amount of $21,910, were issued by the Florida Development Finance Corporation (the Issuer). The Series 2021A Bonds were issued under a Bond Trust Indenture dated as of September 1, 2021, by and between the Issuer and Regions Bank, as bond trustee. The Issuer loaned the proceeds of the Series 2021A Bonds to LifeView Group, Inc. pursuant to a Loan Agreement dated as of September 1, 2021. The Series B Taxable Revenue Bonds, in the amount of $15,000, were issued by the Florida Development Finance Corporation. The Series 2021B Bonds were issued under a Bond Trust Indenture dated as of September 1, 2021, by and between the Issuer and Regions Bank, as bond trustee. The Issuer loaned the proceeds of the Series 2021B Bonds to LifeView Group, Inc. pursuant to a Loan Agreement dated as of September 1, 2021. The Bond Trust Indenture requires certain covenants and reporting requirements to be met.

6. Leases

On October 1, 2019, the Company adopted FASB's ASU 2016-02, *Leases*, electing to apply the optional transition method, which allows entities to forgo comparative reporting requirements. For leases that commenced before the effective date of ASU 2016-02, the Company elected the package of transition provisions available that allowed carryforward of the historical assessment of (1) whether contracts are or contain leases, (2) lease classification for any expired leases and (3) initial direct costs. In addition, the Company does not separate lease and non-lease components.

The Company's leases are primarily for real estate. The Company determines if an arrangement is a lease at contract inception. Lease assets and lease liabilities are recognized based on the present value of the lease payments over the lease term at the commencement date. Because most of the leases do not provide an implicit rate of return, the Company used a risk-free rate based on the daily treasury yield curve at lease commencement in determining the present value of lease payments.

Most leases include one or more options to renew, with renewal terms that can extend the lease term from months to years. The exercise of such lease renewal options is generally at the Company's sole discretion. For purposes of calculating lease liabilities, lease terms include options to extend or terminate the lease when it is reasonably certain that option will be utilized.

6. Leases (continued)

Leases with a lease term of 12 months or less at commencement are not recorded on the consolidated balance sheet. Lease expense for these arrangements is recognized on a straight-line basis over the lease term.

Leases consist of the following:

Operating Leases

	September 30, 2023
Operating lease assets	$ 5,209
Current portion of operating lease obligation	$ 1,557
Operating lease obligation, less current portion	4,119
Total operating lease liabilities	$ 5,676

Lease expense for lease payments is recognized on a straight-line basis over the lease term. The components of lease expense are as follows:

	Year Ended September 30, 2023
Operating lease expense	$ 1,203
Short-term lease expense	270
Total lease expense	$ 1,473

Lease term and discount rate are as follows:

	September 30, 2023
Weighted-average remaining lease terms:	4.38 years
Weighted-average remaining discount rate:	1.77%

6. Leases (continued)

The following table summarizes the maturity of lease liabilities under operating leases for the next five years and the years thereafter, as of September 30, 2023:

	Operating Leases
2024	$ 1,557
2025	1,424
2026	1,058
2027	784
2028	803
Thereafter	270
Total lease payments	5,896
Less: imputed interest	220
Total lease liabilities	$ 5,676

Supplemental cash flow information related to leases are as follows:

	Year Ended September 30, 2023
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from operating leases	$ 1,534

Rent expense for the year ended September 30, 2023, amounted to $1,716.

Financing Leases

	September 30, 2023
Financing lease assets	$ 550
Financing lease liabilities	$ 590

6. Leases (continued)

	Year Ended September 30, 2023
Weighted-average remaining lease terms:	3.26 years
Weighted-average remaining discount rate:	1.37%

The following table summarizes the maturity of lease liabilities under financing leases for the next five years and the years thereafter, as of September 30, 2023:

	Financing Leases
2024	$ 221
2025	220
2026	220
2027	55
Total lease payments	716
Less: imputed interest	126
Total lease liabilities	$ 590

Supplemental cash flow information related to leases are as follows:

	September 30, 2023
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from financing leases	$ 48
Lease assets obtained in exchange for new financing lease liabilities	845

Both operating and financing leases are included in the financial statement caption lease obligation.

7. Sources of Revenue

Federal, State, and Local Financial Awards

The Company receives funding from several Government and other agencies to provide behavioral health and child protective services to clients in a four-county region. This revenue is predominantly deemed to be unconditional contribution revenue and not governed under the ASC 606 guidance. The contractual obligations with these payors are met as services are provided. These contracts are billed monthly. The Company expects to be paid for all services provided. Adjustments are made as they arise for any services that will not be reimbursed.

Net Client Service Revenue

The Company's client service revenues generally relate to contracts with clients in which the performance obligation is to provide behavioral health care services. Revenues are recorded during the period when the obligations are satisfied. The obligations are generally satisfied over a day or more for residential or inpatient programs or less for outpatient services. The contractual relationships with clients often involve a third-party payor and the transaction prices for the services provided are dependent upon the terms provided by or negotiated with the third-party payors. The payment arrangements with third party payers for services provided to clients are typically for rates lower than the customary and standard fees. The differences in these rates are considered to be explicit price concessions.

Client service revenue is based upon the estimated amounts expected to be received from the clients and any third-party payors. Explicit price concessions are estimated at the time revenue is recorded and may be adjusted in future periods. The Company elected to use the portfolio approach to assess collectability due to the large volume of similar contracts with similar classes of customers. The effect of applying the portfolio approach to a group of contracts would not differ materially from considering each contract separately. Management's judgment to group the contracts by portfolio is based on the payment behavior expected in each portfolio category. As a result, aggregating all contracts (which are at the patient level) by the particular payor or group of payors will result in the recognition of the same amount of patient service revenue as applying the analysis at the individual patient level.

7. Sources of Revenue (continued)

Net client service fee revenue is not recognized for those clients that qualify for charity under the Company's charity care policies. For all others, service fee revenue, net of explicit price concessions and other deductions recognized from major payor sources is as follows:

	Year Ended September 30, 2023
Third-party payors, net of deductions	$ 17,750
Self-pay clients, net of deductions	4,571
	$ 22,321

Revenues from the Medicare and Medicaid programs accounted for approximately 42% of the Company's net client service fees for the year ended September 30, 2023. Laws and regulations governing Medicare and Medicaid programs are extremely complex and subject to interpretation. As a result, there is at least a reasonable possibility that recorded estimates will change by a material amount. Changes in the Medicare and Medicaid programs and the reduction of funding levels could have an adverse impact on the Center.

Vocational Service Contracts

The Company's vocational service revenues generally relate to contracts with federal, state or local customers in which the performance obligation is to provide various "bundled" type services to our customers. The Company has contractual obligations to provide services as outlined in the statement of work within each formal contract. Although the services within each business line are distinct, they are bundled services transferred consecutively on a monthly basis as a line of business. The lines of business consist of business services, custodial services, food services, facilities maintenance, health care environmental services, information technology, as well as employment support services. The performance obligations for vocational contracts are spelled out in the contract either in the performance work statement or other applicable section of the contract. These bundled services are invoiced each month at the contract price over the life of the contract period. Revenues for these services are recognized on a monthly basis as the services are performed.

7. Sources of Revenue (continued)

A summary for the year ended September 30, 2023:

	2023
Federal	$ 100,854
State	1,814
Local	628
Other	53
	$ 103,349

Each distinct service is satisfied over time and the measurement of progress toward satisfaction of the performance obligation is the same for each of the services in the series (monthly services) in accordance with the contracts in place. Each contract for the above series of services (business line) delivers the services over an annual or multi-year period and is measured monthly, consistent with the billing for these services. Each line of business is considered a series of distinct services performed and treated as a single performance obligation that is set each month as services are provided.

The monthly payment and methodology are fixed in each contract. All business lines and other services in each contract are valued at their standalone value of the service in the contract. There are no instances where a service or product is provided at no value or a value below its standalone value (discounted) as stated in a contract. Each business line has a fixed price that is recognized over the period the performance obligation is met. Contracts with time and materials (T&M) provisions have the hourly rate and materials recorded at their standalone value and are not discounted as a part of the overall contract. As nearly all contracts are with government/state organizations, collectability is assured as we have nearly no history of uncollectable amounts for services rendered. As such, no variable consideration is included in the determination of the transaction price for each contract.

7. Sources of Revenue (continued)

Contract Revenue

The Company as a managed care provider receives payments under an agreement with Medicaid Managed Healthcare prepaid health plans (MMA plans), which obligates the Company to stand ready to provide or obtain services for qualified beneficiaries (individuals who enroll with an MMA plan). The qualified beneficiaries sign up with the MMA plans to participate in such a health plan. These payments are referred to as capitation fees. The payment is calculated using a per member per month rate (PMPM rate) for each qualified beneficiary.

The Company has two performance obligations related to Managed Care contract revenue that are both paid through capitation revenues – administrative services and behavioral healthcare services.

The first is the administrative services component of the MMA Plan in the amount of 12.5% of the capitation revenue which is for the administrative, recordkeeping and other services of the plan activities. All these services are not considered distinct individually but are a series of services delivered simultaneously each month as a single performance obligation. Like the capitation revenue described above and below for providing healthcare services, the administrative services are also stand ready obligations recognized over time.

The second performance obligation is for healthcare services as detailed above. These are stand-ready performance obligations and although may incorporate several different lines of services are deemed a single performance obligation delivered over time as measured each month.

Transaction price considerations include monthly capitation payment, retroactive adjustments, incentive payments and other risk pool adjustments.

The capitation fees do not vary with the volume of behavioral health services provided and are exclusive of any client copayments or deductibles under their respective plans. Therefore, the Company bears the risk of providing goods and services or contracting for services that the beneficiary is entitled to receive.

In addition to the capitation fees, the amount of contract revenue may be affected by factors such as reinsurance recoveries, retroactive adjustments for member eligibility, risk pools adjustments such as financial incentives and quality targets, and other adjustments.

7. Sources of Revenue (continued)

Contract Revenue (continued)

The Company has concluded that based on the immaterial nature of the adjustments no variable consideration need be included in the transaction price related to the capitation fees.

Capitation arrangements represent a stand-ready obligation to provide services to qualified beneficiaries. The Company recognizes monthly capitation fees as Managed Care contract revenue over time when the periods for which the qualified beneficiary is entitled to services are completed.

8. In-Kind Contributions

In-kind contributions and expenses represent the value assigned to donated prescription drugs from the State of Florida. In-kind contributions are recognized if the services or goods received create or enhance non-financial assets. In-kind contributions for the year ended September 30, 2023, amounted to $405.

9. Retirement Plan

The Company provides a tax deferred annuity 403(b) retirement plan (Plan) to all eligible employees. Employees who work a minimum of 20 hours per week are eligible to participate in the Plan after completing one year of employment. Voluntary employee contributions are allowed to the extent permitted by law. The Company matched each eligible participant's pay period contribution to the Plan up to 3% of each eligible participant's compensation. In compliance with Internal Revenue Service regulations, employer contributions for eligible participants vest under a six-year graduated vesting schedule. Plan expenses for the year ended September 30, 2023, amounted to $1,811.

10. Support from the State of Florida Requiring Match

The Company received a substantial portion of its support passed through from the State of Florida under grant contract number AO110 with the Florida Department of Children and Families (DCF) Substance Abuse and Mental Health Program. This contract must be renegotiated annually. The contract requires a local match for certain community mental health services. This local match requirement has been met for 2023.

11. Net Assets with Donor Restriction

Net assets with donor restrictions as of September 30, 2023, were $1,430, the majority of which relate to children's services.

12. Commitments and Contingencies

The Company carries general and professional liability insurance from an unrelated commercial insurance carrier with coverage up to $2,000 per occurrence and $4,000 in the aggregate, on a claims-made basis, and employee benefits liability insurance with coverage up to $1,000 per occurrence and $1,000 in the aggregate. In addition, the Company has an excess coverage policy. The Company is involved in various lawsuits and claims incidental to the normal course of its operations. The Company may be liable for losses in excess of the amounts recorded at September 30, 2023; however, in the opinion of management, such potential losses would not be material to the consolidated financial statements.

In 2021, Global Connections to Employment (GCE), was served a Civil Investigative Demand (CID) by a U.S. Attorney's Office and a criminal matter grand jury subpoena, both related to GCE's contracts with the Department of Defense Manpower Data Center. GCE has fully cooperated in these matters by providing responses and documentation as requested.

In addition to the expense of responding, government investigations can also result in monetary penalties and damages, as well as administrative sanctions such as suspension, exclusion or debarment. Although GCE was part of the sale of the membership interest in Lakeview Center, Inc., BHCC has retained certain liabilities related to the investigation to the extent they arose prior to the sale or arose from activity prior to the sale.

12. Commitments and Contingencies (continued)

Lakeview Center, Inc. is self-insured for employees' medical insurance claims. The Company carries stop-loss insurance coverage with annual limits of $300 per participant and $14,020 in the aggregate. Global Connections to Employment, Inc. is fully insured for full-time employees and self-insured for part-time employees. It is the opinion of management that recorded reserves are adequate for existing and unreported claims.

The Company has established multiple irrevocable standby letters of credit: one in the amount of $250 with the Company's previous administrator for workers' compensation claims as the named beneficiaries; one each for $367and $368 with the insurance providers for the Access Behavioral Health (ABH) managed medical advantage plan; and one for $1,675 with the Company's current administrator for workers' compensation claims as the named beneficiary. The Company, under its workers' compensation policies, is responsible for paying all individual claims up to $273 each, as well as certain administration costs to its claims administrators. Should the Company default on any of these payments, the letter of credit guarantees the claims administrators' payment of any outstanding amounts.

Line of Credit Agreement

At September 30, 2023, the Company has a line of credit arrangement of $10,000, reduced from $15,000 on February 1, 2022. The line of credit is secured by a parity Obligation issued under the Master Indenture related to the bonds issued. This line of credit has no outstanding balance as of September 30, 2023.

Contingencies

Federal and State Financial Awards – The Company has received numerous federal and state grants. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Company. In the opinion of management, such claims, if any, should not have a material adverse effect on the consolidated financial position, results of operations, or cash flows of the Company.

Unemployment Compensation – The Company reports its wages to various states for unemployment compensation purposes, as a reimbursable employer. Reimbursable employers compensate prior employees only when a claim has been made with these states. In the opinion of management, no material claims were outstanding that had not been reserved for at September 30, 2023.

13. Summary Information Relating to Financially Interrelated Entities

Summary financial information of Lakeview Villa, Inc. and Lakeview Place, Inc., which are included in these consolidated financial statements, is shown below. Inter-entity transactions have not been eliminated from this summary data.

	Lakeview Villa, Inc.	Lakeview Place, Inc.
Total assets	$ 249	$ 192
Total liabilities	$ 432	$ 311
Net deficit without donor restrictions	(183)	(119)
Total net deficit	(183)	(119)
Total liabilities and net deficit without donor restrictions	$ 249	$ 192
Total revenue and support	$ 156	$ 101
Total expenses	176	109
Change in net deficit without donor restrictions	$ (20)	$ (8)

14. Financial Assets and Liquidity Resources

As of September 30, 2023, financial assets and liquidity resources available within one year for general expenditure, such as operating expenses, scheduled principal payments on debt, and capital expenditures were as follows:

	September 30, 2023
Cash and cash equivalents	$ 31,912
Short-term investments	277
Accounts receivable	26,013
Total Financial Assets	$ 58,202

15. Coronavirus Disease 2019

Due to the global viral outbreak caused by Coronavirus Disease 2019 (COVID-19), in 2020, the Center received CARES funding in both fiscal years 2020 and 2021. In fiscal year 2022, the Company received $153 from Homelessness & Housing Alliance, the HUD designated lead agency for the Okaloosa Walton Homeless Continuum of Care. In 2023, the Company received $50 from American Rescue Plan ACT Coronavirus State and Local Fiscal Recovery Fund (ARPA). The Company continues to respond to the impact COVID-19 cases, but operations have predominantly returned to normal.

16. Functional Classification of Expenses

The Company provides human services, including inpatient, outpatient, long term and community-based behavioral health services, child protective services, and employment for people with disabilities within its region and nationally. Administrative services include administration, finance and accounting, information technology, human resources, and other functions. Organizational expenses are allocated to program and administrative services based on the benefit received in those areas while administrative services costs are allocated to program areas based on federally approved indirect cost rate.

Expenses by functional classification for the year ended September 30, 2023 consist of the following:

	Year Ended September 30, 2023		
	Program Services	Administrative Services	Total
Salaries and benefits	$ 127,977	$ 9,030	$ 137,007
Subcontracted services	12,534	-	12,534
Subsidy payments	3,262	-	3,262
Contract medical services	18,105	-	18,105
Professional fees	3,873	1,105	4,978
Medical/pharmacy services	15,516	36	15,552
Building occupancy	5,658	535	6,193
Other general, administrative and other	14,530	4,295	18,825
	$ 201,455	$ 15,001	$ 216,456

17. Subsequent Events

The Company evaluated events and transactions occurring subsequent to September 30, 2023, and through, February 26, 2024, the date the accompanying consolidated financial statements were available to be issued. During this period, there were no subsequent events that required recognition or disclosure in the accompanying consolidated financial statements.

OTHER INFORMATION

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

FUNDING SOURCES & REVENUES A			Case Management 02	Crisis Support/ Emergency 04	Day Treatment 06	In-home & Onsite 08	Medical Services 12	Outpatient (Indiv.) 14	Outreach 15	Residential II 19	Residential III 20	Incidental Expenses 28	Information and Referral 30	Outpatient Group 35	BNET A1	First Episode Team A5	Cost Reimbursement B3	CAT Team B4	FACT Team B5	Other Bundled Projects C0	Mental Health Total B	Assessment 01	Case Management 02	Day Treatment 06	Intervention (Indiv.) 11
IA. STATE SAMH FUNDING		✔ Agrees to 02-8 w/o/e.																							
Current Year Funding																									
Expenditure Report OCA#	**Provider Subcontract#**	**Funding Source: F-Federal S-State F/S-Federal and State**																							
MH001	A0110	F/S								$ 1,700,884.44	$ 1,664,067.66										$ 3,364,952.10				
MH009	A0110	F/S	$ 542,288.76		$ 520,169.65	$ 22,919.07	$ 1,524,149.84	$ 1,235,771.21						$ 28,319.89							$ 3,873,618.42				
MH009	A0260	F/S	$ 74,010.06						$ 22,896.94												$ 96,907.00				
MH076	A0110	S										$ 31,773.00									$ 31,773.00				
MH0BN	A0160	F/S													$ 96,961.72						$ 96,961.72				
MH0CN	A0110	F/S	$ 977.64						$ 3,371.73												$ 4,349.37				
MH0FT	A0170	F/S										$ 168,806.44							$ 563,792.48		$ 732,598.92				
MH0PG	A0260	F							$ 33,845.00												$ 33,845.00				
MH0TB	A0110	F								$ 323,213.13											$ 323,213.13				
MH211	A0110	S											$ 62,500.00								$ 62,500.00				
MH26S	A0801	F														$ 51,754.45	$ 5,427.70				$ 57,182.15				
MHCAT	A0110	S																$ 66,243.73			$ 66,243.73				
MHCAT	A0240	S																$ 2,296,250.00			$ 2,296,250.00				
MHCC2	A0250	F		$ 57,994.00																	$ 57,994.00				
MHCCS	A0250	F		$ 173,983.00																	$ 173,983.00				
MHMCT	A0250	F/S		$ 1,660,679.00																	$ 1,660,679.00				
MHMCT	A0806	F/S		$ 154,722.67																	$ 154,722.67				
MHMDT	A0804	S																		$ 269,032.50	$ 269,032.50				
Total Current Year Funding			$ 617,276.46	$ 2,047,378.67	$ 520,169.65	$ 22,919.07	$ 1,524,149.84	$ 1,235,771.21	$ 60,113.67	$ 2,024,097.57	$ 1,664,067.66	$ 200,579.44	$ 62,500.00	$ 28,319.89	$ 96,961.72	$ 51,754.45	$ 5,427.70	$ 2,362,493.73	$ 563,792.48	$ 269,032.50	$ 13,356,805.71	$ -	$ 49,483.52	$ 74,368.44	$ 25,659.26
Carry Forward Funding																									
Expenditure Report OCA#	**Provider Subcontract#**	**Funding Source: F-Federal S-State F/S-Federal and State**																							
MHCAT	A0240	S																$ 250,000.00			$ 250,000.00				
Total Carry Forward Funding			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 250,000.00	$ -	$ -	$ 250,000.00	$ -	$ -	$ -	$ -
TOTAL STATE SAMH FUNDING =			$ 617,276.46	$ 2,047,378.67	$ 520,169.65	$ 22,919.07	$ 1,524,149.84	$ 1,235,771.21	$ 60,113.67	$ 2,024,097.57	$ 1,664,067.66	$ 200,579.44	$ 62,500.00	$ 28,319.89	$ 96,961.72	$ 51,754.45	$ 5,427.70	$ 2,612,493.73	$ 563,792.48	$ 269,032.50	$ 13,606,805.71	$ -	$ 49,483.52	$ 74,368.44	$ 25,659.26
IB. OTHER GOVERNMENTT FUNDING			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(1) Other State Agency Funding			$ 209,211.66	$ 114,536.14	$ -	$ -	$ 26,425.80	$ 248,903.26	$ 55,267.04	$ -	$ -	$ -	$ -	$ 1,202.70	$ -	$ 22,468.74	$ 2,222.18	$ (3,678.91)	$ -	$ 108,970.32	$ 785,528.93	$ -	$ 50,103.37	$ -	$ 29.15
(2) Medicaid			$ 808,312.03	$ 3,996.00	$ 608,871.80	$ 61.56	$ 763,193.13	$ 3,397,918.51	$ 7.74	$ 432,004.22	$ 144,339.43	$ -	$ 75.60	$ 64,432.31	$ 393.61	$ -	$ -	$ 6,871.65	$ -	$ 2,167.20	$ 6,232,644.79	$ -	$ 50,977.17	$ 14,319.47	$ 34,622.73
(3) Local Government			$ 34,536.17	$ -	$ 277,445.42	$ -	$ 80,248.36	$ 1,076,106.59	$ (10,742.39)	$ 37,136.99	$ 28,337.90	$ -	$ 11,424.30	$ 23,507.58	$ -	$ -	$ -	$ -	$ -	$ -	$ 1,558,000.90	$ -	$ -	$ 257,394.30	$ -
(4) Federal Grants and Contracts			$ 19,325.19	$ -	$ 134,809.99	$ -	$ -	$ -	$ 14,578.65	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 168,713.83	$ -	$ -	$ -	$ -
(5) In-kind from local govt. only			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOTAL OTHER GOVERNMENT FUNDING =			$ 1,071,385.04	$ 118,532.14	$ 1,021,127.21	$ 61.56	$ 869,867.29	$ 4,722,928.36	$ 59,111.04	$ 469,141.20	$ 172,677.33	$ -	$ 11,499.90	$ 89,142.59	$ 393.61	$ 22,468.74	$ 2,222.18	$ 3,192.74	$ -	$ 111,137.52	$ 8,744,888.45	$ -	$ 101,080.54	$ 271,713.77	$ 34,651.88
IC. ALL OTHER REVENUES																									
(1) 1st & 2nd Party Payments			$ 113,746.94	$ 849.13	$ 258,270.14	$ 17.10	$ 939,780.71	$ 559,630.76	$ 6.45	$ 130,582.16	$ 250,577.71	$ 150,570.56	$ (97.00)	$ 19,753.61	$ 0.00	$ -	$ 0.00	$ (1,957.68)	$ 504,084.04	$ 5.00	$ 2,925,819.63	$ -	$ 93,421.39	$ 10,304.98	$ 16,543.12
(2) 3rd Party Payments (except Medicare)			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(3) Medicare			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(4) Contributions and Donations			$ 9,913.69	$ -	$ -	$ -	$ -	$ 28,164.33	$ 7,478.74	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 45,556.76	$ -	$ -	$ -	$ -
(5) Other			$ 646.53	$ 221.50	$ 30,914.65	$ -	$ 206.93	$ 19,077.89	$ -	$ 98.40	$ 8,826.75	$ 2.30	$ -	$ 3,196.00	$ 859.28	$ -	$ -	$ -	$ 7.70	$ -	$ 64,057.93	$ -	$ -	$ -	$ -
(6) In-kind			$ 14,355.75	$ -	$ -	$ -	$ 5,790.78	$ 62,531.06	$ 198.86	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 82,876.45	$ -	$ -	$ -	$ -
TOTAL ALL OTHER REVENUES =			$ 138,662.90	$ 1,070.63	$ 289,184.79	$ 17.10	$ 945,778.42	$ 669,404.04	$ 7,684.06	$ 130,680.56	$ 259,404.46	$ 150,572.86	$ (97.00)	$ 22,949.61	$ 859.28	$ -	$ 0.00	$ (1,957.68)	$ 504,091.74	$ 5.00	$ 3,118,310.76	$ -	$ 93,421.39	$ 10,304.98	$ 16,543.12
TOTAL FUNDING =			$ 1,827,324.41	$ 2,166,981.44	$ 1,830,481.65	$ 22,997.73	$ 3,339,795.55	$ 6,628,103.61	$ 126,908.76	$ 2,623,919.33	$ 2,096,149.45	$ 351,152.30	$ 73,902.90	$ 140,412.09	$ 98,214.61	$ 74,223.19	$ 7,649.88	$ 2,613,728.79	$ 1,067,884.22	$ 380,175.02	$ 25,470,004.93	$ -	$ 243,985.46	$ 356,387.18	$ 76,854.26

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

Medical Services 12	Medication-Assisted Tx 13	Outpatient (Indiv.) 14	Residential II 19	Residential III 20	Inpatient Detoxification 24	TASC 27	Incidental Expenses 28	Outpatient Group 35	Prevention - Universal Direct 50	FIT Team A2	Network Eval. & Dvlpmt. B1	Substance Abuse Total C	Total for State SAMH-Funded Covered Services or Projects (B+C) D	Total for Non-State-Funded Covered Services or Projects E	Total for All Covered Services or Projects (D+E) F	Non-SAMH Covered Services or Projects G	Total Funding (F+G) H
												$ -	$ 3,364,952.10		$ 3,364,952.10		$ 3,364,952.10
												$ -	$ 3,873,618.42		$ 3,873,618.42		$ 3,873,618.42
												$ -	$ 96,907.00		$ 96,907.00		$ 96,907.00
												$ -	$ 31,773.00		$ 31,773.00		$ 31,773.00
												$ -	$ 96,961.72		$ 96,961.72		$ 96,961.72
												$ -	$ 4,349.37		$ 4,349.37		$ 4,349.37
												$ -	$ 732,598.92		$ 732,598.92		$ 732,598.92
												$ -	$ 33,845.00		$ 33,845.00		$ 33,845.00
												$ -	$ 323,213.13		$ 323,213.13		$ 323,213.13
												$ -	$ 62,500.00		$ 62,500.00		$ 62,500.00
												$ -	$ 57,182.15		$ 57,182.15		$ 57,182.15
												$ -	$ 66,243.73		$ 66,243.73		$ 66,243.73
												$ -	$ 2,296,250.00		$ 2,296,250.00		$ 2,296,250.00
												$ -	$ 57,994.00		$ 57,994.00		$ 57,994.00
												$ -	$ 173,983.00		$ 173,983.00		$ 173,983.00
												$ -	$ 1,660,679.00		$ 1,660,679.00		$ 1,660,679.00
												$ -	$ 154,722.67		$ 154,722.67		$ 154,722.67
												$ -	$ 269,032.50		$ 269,032.50		$ 269,032.50
$ 868,291.16	$ 639.71	$ 1,160,956.59	$ 2,000,815.84	$ 567,481.09	$ 862,411.26	$ 24,605.20	$ 997,325.00	$ 35,913.67	$ 411,971.17	$ 1,122,224.59	$ 84,163.00	$ 8,286,309.50	$ 21,643,115.21		$ 21,643,115.21		$ 21,643,115.21
												$ -	$ 250,000.00		$ 250,000.00		$ 250,000.00
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 250,000.00		$ 250,000.00		$ 250,000.00
$ 868,291.16	$ 639.71	$ 1,160,956.59	$ 2,000,815.84	$ 567,481.09	$ 862,411.26	$ 24,605.20	$ 997,325.00	$ 35,913.67	$ 411,971.17	$ 1,122,224.59	$ 84,163.00	$ 8,286,309.50	$ 21,893,115.21		$ 21,893,115.21		$ 21,893,115.21
$ 15,009.20	$ 5,010.34	$ 397,145.07	$ -	$ -	$ -	$ -	$ -	$ 51,156.27	$ -	$ (56,411.87)	$ -	$ 462,041.53	$ 1,247,570.46	$ 7,434,322.42	$ 8,681,892.88	$ 6,493.29	$ 8,688,386.17
$ 458,292.11	$ 5,097.72	$ 1,133,531.57	$ 556,815.93	$ 18,728.42	$ -	$ 7,136.05	$ -	$ 123,163.96	$ -	$ 29,646.80	$ -	$ 2,432,331.93	$ 8,664,976.72	$ 6,489,602.90	$ 15,154,579.62	$ 16,971,414.84	$ 32,125,994.46
$ 48,181.57	$ -	$ 366,264.56	$ 12,953.84	$ 13,939.20	$ -	$ -	$ -	$ 56,171.35	$ 8,600.00	$ -	$ -	$ 763,504.82	$ 2,321,505.72	$ 223,611.71	$ 2,545,117.43	$ 764,796.62	$ 3,309,914.05
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 168,713.83	$ 1,613,744.51	$ 1,782,458.34	$ 99,495,721.35	$ 101,278,179.69
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ 521,482.88	$ 10,108.05	$ 1,896,941.20	$ 569,769.77	$ 32,667.62	$ -	$ 7,136.05	$ -	$ 230,491.58	$ 8,600.00	$ (26,765.07)	$ -	$ 3,657,878.28	$ 12,402,766.73	$ 15,761,281.54	$ 28,164,048.27	$ 117,238,426.10	$ 145,402,474.37
$ 572,368.60	$ 9,342.14	$ 2,038,939.02	$ 5,760.53	$ 47,824.99	$ -	$ 729.12	$ -	$ 160,416.74	$ -	$ 6,216.70	$ -	$ 2,961,867.32	$ 5,887,686.95	$ 16,690,041.14	$ 22,577,728.09	$ -	$ 22,577,728.09
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 45,556.76	$ 4,488.84	$ 50,045.60	$ 407,193.77	$ 457,239.37
$ 121.63	$ -	$ 7.44	$ 295.19	$ 1,073.13	$ 4.23	$ -	$ -	$ 0.40	$ -	$ -	$ -	$ 1,502.01	$ 65,559.94	$ 12,111.75	$ 77,671.69	$ 559,758.49	$ 637,430.18
$ 3,702.30	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 3,702.30	$ 86,578.75	$ 107,144.35	$ 193,723.10	$ 226,884.40	$ 420,607.50
$ 576,192.53	$ 9,342.14	$ 2,038,946.46	$ 6,055.71	$ 48,898.12	$ 4.23	$ 729.12	$ -	$ 160,417.14	$ -	$ 6,216.70	$ -	$ 2,967,071.64	$ 6,085,382.40	$ 16,813,786.08	$ 22,899,168.48	$ 1,193,836.66	$ 24,093,005.14
$ 1,965,966.57	$ 20,089.90	$ 5,096,844.25	$ 2,576,641.32	$ 649,046.84	$ 862,415.49	$ 32,470.37	$ 997,325.00	$ 426,822.39	$ 420,571.17	$ 1,101,676.22	$ 84,163.00	$ 14,911,259.41	$ 40,381,264.34	$ 32,575,067.82	$ 72,956,331.96	$ 118,432,262.76	$ 191,388,594.72

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

EXPENSE CATEGORIES	Case Management	Crisis Support/ Emergency	Day Treatment	In-home & Onsite	Medical Services	Outpatient (Indiv.)	Outreach	Residential II	Residential III	Incidental Expenses	Information and Referral	Outpatient Group	BNET	First Episode Team	Cost Reimbursement	CAT Team	FACT Team	Other Bundled Projects	Mental Health Total	Assessment	Case Management	Day Treatment	Intervention (Indiv.)
A	02	04	06	08	12	14	15	19	20	28	30	35	A1	A5	B3	B4	B5	C0	B	01	02	06	11
IIA. PERSONNEL EXPENSES																							
(1) Salaries	$ 1,314,953.65	$ 959,364.39	$ 464,247.84	$ 10,926.32	$ 2,853,776.38	$ 3,917,939.40	$ 34,340.38	$ 893,148.15	$ 680,418.94	$ 154,839.68	$ 48,341.21	$ 143,902.92	$ 56,697.20	$ 12,788.80	$ 1,264.83	$ 1,135,267.65	$ 518,376.34	$ 56,020.19	$ 13,256,614.27	$ -	$ 78,847.17	$ 127,226.30	$ 54,869.25
(2) Fringe Benefits	$ 371,839.19	$ 281,116.12	$ 90,299.85	$ 5,915.86	$ 415,528.77	$ 1,086,935.99	$ 11,139.33	$ 250,680.51	$ 193,372.29	$ 38,743.77	$ 18,446.04	$ 45,784.09	$ 5,112.16	$ 1,811.70	$ 179.18	$ 318,250.36	$ 129,707.41	$ 22,640.59	$ 3,287,503.20	$ -	$ 23,902.74	$ 26,574.47	$ 13,950.57
TOTAL PERSONNEL EXPENSES =	$ 1,686,792.84	$ 1,240,480.51	$ 554,547.69	$ 16,842.19	$ 3,269,305.15	$ 5,004,875.39	$ 45,479.71	$ 1,143,828.66	$ 873,791.23	$ 193,583.46	$ 66,787.25	$ 189,687.01	$ 61,809.36	$ 14,600.50	$ 1,444.01	$ 1,453,518.01	$ 648,083.74	$ 78,660.78	$ 16,544,117.48	$ -	$ 102,749.92	$ 153,800.77	$ 68,819.82
IIB. OTHER EXPENSES																							
(1) Building Occupancy	$ 162,776.39	$ 43,753.54	$ 372,436.07	$ 6,652.72	$ 75,905.71	$ 523,475.44	$ 1,368.72	$ 162,955.55	$ 185,716.91	$ 9,362.56	$ 3,871.41	$ 35,992.88	$ 5,282.80	$ -	$ -	$ 76,757.18	$ 31,344.22	$ -	$ 1,697,652.10	$ -	$ 17,012.04	$ 49,172.93	$ 4,391.75
(2) Professional Services	$ (203.32)	$ 115,365.43	$ 1,084.83	$ -	$ (55,155.40)	$ (47,289.05)	$ -	$ 2,863.54	$ 835.78	$ -	$ 1,873.12	$ (8,637.71)	$ -	$ 717.00	$ -	$ 13,467.00	$ -	$ -	$ 24,921.22	$ -	$ 314.94	$ (367.26)	$ (1,141.45)
(3) Travel	$ 18,307.93	$ 18,297.01	$ 42,593.48	$ 130.27	$ 2,808.02	$ 38,846.31	$ 3,256.74	$ 9,559.70	$ 11,678.42	$ 3,828.31	$ 1,275.65	$ 1,992.76	$ 1.80	$ 9.65	$ 0.95	$ 59,461.22	$ 12,816.50	$ 817.12	$ 225,681.84	$ -	$ 516.32	$ 137.45	$ 2.57
(4) Equipment	$ 602.80	$ 685.00	$ 1,759.35	$ -	$ 5,980.76	$ 969.37	$ -	$ 254.93	$ 40.60	$ -	$ -	$ 61.37	$ -	$ 1,021.76	$ 101.05	$ 10,203.40	$ -	$ -	$ 21,680.39	$ -	$ 339.30	$ -	$ -
(5) Food Services	$ 37,523.00	$ 982.36	$ 60,016.65	$ 50.17	$ 932.55	$ 137,066.60	$ 3.47	$ 119,080.69	$ 141,413.49	$ 134.51	$ -	$ 108.13	$ 32.64	$ -	$ -	$ 1,123.59	$ 450.32	$ 62.41	$ 498,980.57	$ -	$ 362.35	$ 403.67	$ 107.30
(6) Medical and Pharmacy	$ 13,559.89	$ 11,703.52	$ 2,663.63	$ 43.80	$ 12,212.30	$ 75,098.26	$ 50.11	$ 8,896.66	$ 7,045.18	$ 62.46	$ -	$ 5,027.43	$ 2,759.69	$ -	$ -	$ 543.09	$ 209.09	$ -	$ 139,875.10	$ -	$ 132,174.97	$ 26,727.79	$ -
(7) Subcontracted Services	$ 770.00	$ -	$ -	$ -	$ 208.91	$ 6,173.76	$ -	$ -	$ -	$ -	$ -	$ 627.50	$ 13,349.50	$ -	$ -	$ -	$ -	$ -	$ 21,129.67	$ -	$ 1,444.00	$ -	$ -
(8) Insurance	$ 36,216.16	$ 12,744.33	$ 66,239.98	$ 1,249.91	$ 16,420.50	$ 111,069.09	$ 819.90	$ 49,102.61	$ 37,079.43	$ 2,381.80	$ (902.55)	$ 6,265.08	$ 1,567.56	$ 125.12	$ 12.37	$ 26,273.23	$ 7,973.87	$ 1,896.19	$ 376,534.58	$ -	$ 1,191.41	$ 9,746.64	$ 1,210.41
(9) Interest Paid	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(10) Operating Supplies & Expenses	$ 53,974.31	$ 18,359.90	$ 25,248.36	$ 2,002.63	$ 39,313.33	$ 76,876.64	$ 12,341.15	$ 18,818.98	$ 23,575.74	$ 41,484.63	$ 1,350.02	$ 4,586.99	$ 2,462.81	$ 73.27	$ 7.25	$ 242,707.44	$ 138,883.33	$ (542.09)	$ 701,524.71	$ -	$ 2,044.99	$ 4,635.25	$ 621.25
(11) Other-Bad Debt	$ (3,696.01)	$ (15.00)	$ (806.48)	$ -	$ (144,101.37)	$ (17,663.09)	$ -	$ 606.44	$ 382.53	$ -	$ -	$ (2,701.99)	$ -	$ -	$ -	$ (26.32)	$ -	$ -	$ (168,021.30)	$ -	$ (439.70)	$ (782.65)	$ (808.84)
(12) Donated Items	$ 11,440.14	$ -	$ -	$ -	$ -	$ 39,625.87	$ 198.86	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 51,264.87	$ -	$ -	$ -	$ -
TOTAL OTHER EXPENSES =	$ 331,271.28	$ 221,876.09	$ 571,235.87	$ 10,129.51	$ (45,474.69)	$ 944,249.19	$ 18,038.95	$ 372,139.09	$ 407,768.08	$ 57,254.27	$ 7,467.65	$ 43,322.45	$ 25,456.80	$ 1,946.79	$ 121.63	$ 430,509.83	$ 191,677.33	$ 2,233.63	$ 3,591,223.75	$ -	$ 154,960.62	$ 89,673.81	$ 4,382.99
TOT. PERSONNEL & OTH. EXP. =	$ 2,018,064.13	$ 1,462,356.60	$ 1,125,783.56	$ 26,971.70	$ 3,223,830.46	$ 5,949,124.58	$ 63,518.66	$ 1,515,967.74	$ 1,281,559.31	$ 250,837.72	$ 74,254.90	$ 233,009.45	$ 87,266.16	$ 16,547.30	$ 1,565.63	$ 1,884,027.84	$ 839,761.08	$ 80,894.41	$ 20,135,341.22	$ -	$ 257,710.53	$ 243,474.58	$ 73,202.80
IIC. DISTRIBUTED INDIRECT COSTS																							
(a) Other Support Costs (Optional)																			$ -				
(b) Administration	$ 648,299.01	$ 463,125.31	$ 240,260.05	$ 6,581.64	$ 1,213,335.08	$ 1,883,479.92	$ 21,599.07	$ 508,677.36	$ 363,045.87	$ 72,899.32	$ 44,418.38	$ 72,744.14	$ 22,807.56	$ 6,638.44	$ 656.55	$ 611,451.69	$ 244,054.24	$ 28,075.91	$ 6,452,149.54	$ -	$ 41,710.62	$ 58,584.21	$ 26,228.79
TOT. DIST'D INDIRECT COSTS =	$ 648,299.01	$ 463,125.31	$ 240,260.05	$ 6,581.64	$ 1,213,335.08	$ 1,883,479.92	$ 21,599.07	$ 508,677.36	$ 363,045.87	$ 72,899.32	$ 44,418.38	$ 72,744.14	$ 22,807.56	$ 6,638.44	$ 656.55	$ 611,451.69	$ 244,054.24	$ 28,075.91	$ 6,452,149.54	$ -	$ 41,710.62	$ 58,584.21	$ 26,228.79
TOTAL ACTUAL OPER. EXPENSES =	$ 2,666,363.13	$ 1,925,481.91	$ 1,366,043.61	$ 33,553.34	$ 4,437,165.54	$ 7,832,604.50	$ 85,117.73	$ 2,024,645.10	$ 1,644,605.18	$ 323,737.04	$ 118,673.28	$ 305,753.59	$ 110,073.72	$ 23,185.74	$ 2,222.18	$ 2,495,479.53	$ 1,083,815.32	$ 108,970.32	$ 26,587,490.77	$ -	$ 299,421.15	$ 302,058.79	$ 99,431.59
IID. UNALLOWABLE COSTS	$ 2,179.65	$ 1,282.59	$ 1,400.36	$ 59.68	$ 3,134.65	$ 9,838.59	$ 193.90	$ 430.27	$ 1,019.31	$ 370.41	$ 55.65	$ 322.02	$ 48.15	$ 4.48	$ 0.44	$ 16,617.86	$ 1,240.06	$ 70.02	$ 38,268.10	$ -	$ 383.82	$ 183.66	$ 121.15
TOT. ALLOWABLE OPER. EXP. =	$ 2,664,183.48	$ 1,924,199.32	$ 1,364,643.25	$ 33,493.66	$ 4,434,030.89	$ 7,822,765.91	$ 84,923.83	$ 2,024,214.83	$ 1,643,585.87	$ 323,366.63	$ 118,617.63	$ 305,431.57	$ 110,025.57	$ 23,181.26	$ 2,221.74	$ 2,478,861.67	$ 1,082,575.26	$ 108,900.30	$ 26,549,222.67	$ -	$ 299,037.33	$ 301,875.14	$ 99,310.44
IIE. CAPITAL EXPENDITURES																			$ -				
III. UNEARNED FUNDS, FUNDING ALLOCATIONS, AND EXCESS FUNDS																							
IIIA. Unearned Funds	$ (2,046,907.02)	$ 123,179.35	$ (844,473.60)	$ (10,574.59)	$ (2,909,881.05)	$ (6,586,994.70)	$ (24,810.16)	$ (117.26)	$ 20,481.79	$ (122,787.19)	$ (56,117.63)	$ (277,111.68)		$ 28,573.19	$ 3,205.96	$ 133,632.06	$ (518,782.78)	$ 160,132.20	$ (12,929,353.11)	$ -	$ (249,553.81)	$ (227,506.70)	$ (73,651.18)

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

Medical Services 12	Medication-Assisted Tx 13	Outpatient (Indiv.) 14	Residential II 19	Residential III 20	Inpatient Detoxification 24	TASC 27	Incidental Expenses 28	Outpatient Group 35	Prevention - Universal Direct 50	FIT Team A2	Network Eval. & Dvlpmt. B1	Substance Abuse Total C	Total for State SAMH-Funded Covered Services (B+C) D	Total for Non-State-Funded Covered Services E	Total for All Covered Services (D+E) F	Non-SAMH Covered Services G	Other Support Costs (optional) H	Administration I	Total Expenses (F+G+H*+I*) J
$ 1,677,624.20	$ 7,884.72	$ 1,703,802.17	$ 817,525.80	$ 233,136.63	$ 511,409.01	$ 37,837.26	$ -	$ 206,784.55	$ 185,670.88	$ 409,405.81	$ -	$ 6,052,023.75	$ 19,308,638.02	$ 8,495,299.29	$ 27,803,937.31	$ 65,917,679.31	$ -	$ 12,142,681.06	$ 105,864,297.68
$ 245,326.17	$ 2,390.27	$ 525,416.49	$ 220,472.78	$ 66,744.73	$ 61,117.47	$ 7,725.74	$ -	$ 63,652.58	$ 45,183.73	$ 102,592.39	$ -	$ 1,405,050.14	$ 4,692,553.34	$ 1,887,687.42	$ 6,580,240.76	$ 22,065,561.65	$ -	$ 3,078,720.98	$ 31,724,523.39
$ 1,922,950.37	$ 10,274.99	$ 2,229,218.67	$ 1,037,998.59	$ 299,881.36	$ 572,526.48	$ 45,563.00	$ -	$ 270,437.13	$ 230,854.61	$ 511,998.20	$ -	$ 7,457,073.88	$ 24,001,191.36	$ 10,382,986.71	$ 34,384,178.07	$ 87,983,240.96	$ -	$ 15,221,402.04	$ 137,588,821.07
$ 46,370.96	$ 1,701.20	$ 387,712.65	$ 195,719.66	$ 54,180.22	$ 29,702.61	$ 4,083.55	$ -	$ 53,688.80	$ 1,842.23	$ 8,074.27	$ 2,003.88	$ 855,656.76	$ 2,553,308.86	$ 1,205,691.96	$ 3,759,000.82	$ 4,065,409.08	$ -	$ 1,660,327.84	$ 9,484,737.74
$ 504.35	$ 31.49	$ (1,350.23)	$ 402.35	$ -	$ -	$ -	$ -	$ (4,330.81)	$ 100.00	$ 87.06	$ -	$ (5,749.55)	$ 19,171.67	$ 20,165.32	$ 39,336.99	$ 3,909,014.14	$ -	$ 1,315,829.55	$ 5,264,180.68
$ 1,661.94	$ 51.63	$ 6,579.06	$ 14,323.30	$ 4,373.75	$ 1.45	$ -	$ -	$ 2,391.08	$ 305.55	$ 42,715.44	$ -	$ 73,059.54	$ 298,741.38	$ 253,751.20	$ 552,492.58	$ 1,362,763.90	$ -	$ 132,696.37	$ 2,047,952.85
$ 3,572.10	$ 33.93	$ 4,874.82	$ 483.40	$ -	$ 47.48	$ -	$ -	$ 503.17	$ -	$ -	$ -	$ 9,854.21	$ 31,534.60	$ 12,154.52	$ 43,689.12	$ 89,873.75	$ -	$ 236,022.68	$ 369,585.55
$ 548.67	$ 36.23	$ 5,697.18	$ 246,397.89	$ 68,771.68	$ 17,655.49	$ 14.05	$ -	$ 551.12	$ -	$ 140.99	$ -	$ 340,686.62	$ 839,667.19	$ 279,544.40	$ 1,119,211.59	$ 797,515.91	$ -	$ 13,850.25	$ 1,930,577.75
$ 8,728.46	$ 13,217.50	$ 114,363.20	$ 13,109.28	$ 2,853.67	$ 3,637.48	$ -	$1,044,182.29	$ 143,613.65	$ -	$ -	$ -	$ 1,502,608.29	$ 1,642,483.39	$ 12,853,313.45	$ 14,495,796.84	$ 89,409.23	$ -	$ 5,819.77	$ 14,591,025.84
$ 410.69	$ 144.40	$ 38,694.91	$ -	$ -	$ -	$ -	$ -	$ 2,689.28	$ -	$ (450.00)	$ -	$ 42,933.28	$ 64,062.95	$ 6,099,487.78	$ 6,163,550.73	$ 38,730,524.25	$ -	$ 437,000.00	$ 45,331,074.98
$ 9,431.16	$ 119.14	$ 31,260.93	$ 49,358.24	$ 10,941.66	$ 10,353.48	$ (370.32)	$ -	$ 7,176.01	$ 1,393.75	$ 5,565.26	$ -	$ 137,377.76	$ 513,912.34	$ 233,849.00	$ 747,761.34	$ 561,857.91	$ -	$ 144,899.06	$ 1,454,518.31
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 2,071,820.46	$ -	$ 4.20	$ 2,071,824.66
$ 23,369.41	$ 204.50	$ 43,853.25	$ 15,388.94	$ 7,547.17	$ 5,015.37	$ (254.04)	$ -	$ 6,955.13	$ 3,645.63	$ 27,143.50	$ -	$ 140,170.33	$ 841,695.04	$ 494,506.33	$ 1,336,201.37	$ 2,592,701.34	$ -	$ 4,357,811.60	$ 8,286,714.31
$ (85,658.55)	$ (43.97)	$ (15,942.98)	$ 26.30	$ 59.73	$ -	$ -	$ -	$ (3,136.43)	$ -	$ -	$ -	$ (106,727.08)	$ (274,748.38)	$ (146,048.82)	$ (420,797.20)	$ -	$ -	$ 176,403.98	$ (244,393.22)
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 51,264.87	$ 7,927.60	$ 59,192.47	$ 226,884.40	$ -	$ -	$ 286,076.87
$ 8,939.19	$ 15,496.06	$ 615,742.80	$ 535,209.36	$ 148,727.87	$ 66,413.36	$ 3,473.24	$1,044,182.29	$ 210,101.00	$ 7,287.16	$ 83,276.52	$ 2,003.88	$ 2,989,870.15	$ 6,581,093.90	$ 21,314,342.74	$ 27,895,436.64	$ 54,497,774.37	$ -	$ 8,480,665.30	$ 90,873,876.31
$ 1,931,889.56	$ 25,771.05	$ 2,844,961.47	$ 1,573,207.95	$ 448,609.23	$ 638,939.84	$ 49,036.24	$1,044,182.29	$ 480,538.13	$ 238,141.77	$ 595,274.72	$ 2,003.88	$ 10,446,944.04	$ 30,582,285.26	$ 31,697,329.45	$ 62,279,614.71	$ 142,481,015.33	$ -	$ 23,702,067.34	$ 228,462,697.38
												$ -	$ -		$ -		$ -		$ -
$ 715,171.67	$ 4,171.06	$ 873,667.24	$ 428,944.23	$ 119,678.76	$ 193,852.44	$ 19,890.69	$ -	$ 107,643.02	$ 99,160.20	$ 192,200.17	$ -	$ 2,880,903.11	$ 9,333,052.65	$ 4,211,308.07	$ 13,544,360.72	$ 10,268,004.49		$ (23,702,067.34)	$ 110,297.87
$ 715,171.67	$ 4,171.06	$ 873,667.24	$ 428,944.23	$ 119,678.76	$ 193,852.44	$ 19,890.69	$ -	$ 107,643.02	$ 99,160.20	$ 192,200.17	$ -	$ 2,880,903.11	$ 9,333,052.65	$ 4,211,308.07	$ 13,544,360.72	$ 10,268,004.49	XXXXXXXXXX	XXXXXXXXX	
$ 2,647,061.23	$ 29,942.12	$ 3,718,628.71	$ 2,002,152.18	$ 568,287.99	$ 832,792.28	$ 68,926.93	$1,044,182.29	$ 588,181.15	$ 337,301.97	$ 787,474.89	$ 2,003.88	$ 13,327,847.14	$ 39,915,337.91	$ 35,908,637.52	$ 75,823,975.43	$ 152,749,019.82	$ 0.00	$ 0.00	$ 228,572,995.25
$ 1,848.15	$ 38.38	$ 6,278.38	$ 715.77	$ 472.16	$ 182.68	$ 39.39	$ -	$ 747.36	$ 54.38	$ 700.02	$ -	$ 11,765.30	$ 50,033.40	$ 33,631.35	$ 83,664.75	$ 2,263,107.84	XXXXXXXXXX	XXXXXXXXX	$ 2,346,772.59
$ 2,645,213.08	$ 29,903.73	$ 3,712,350.32	$ 2,001,436.41	$ 567,815.83	$ 832,609.60	$ 68,887.54	$1,044,182.29	$ 587,433.79	$ 337,247.59	$ 786,774.87	$ 2,003.88	$ 13,316,081.84	$ 39,865,304.51	$ 35,875,006.17	$ 75,740,310.68	$ 150,485,911.98	XXXXXXXXX	XXXXXXXXX	$ 226,226,222.66
												$ -	$ -		$ -				$ -
$(1,776,921.92)	$ (29,264.02)	$ (2,551,393.73)	$ (620.57)	$ (334.74)	$ 29,801.66	$ (44,282.34)	$ (46,857.29)	$ (551,520.12)	$ 74,723.58	$ 335,449.72	$ 82,159.12	$ (5,029,772.34)	$ (17,959,125.45)						

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Functional Revenues and Expenses
(Regulatory Basis) (Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period in accordance with guidelines established by the State of Florida Department of Children and Families.

LifeView Group, Inc. and Subsidiaries

Schedule of State Earnings
(Regulatory Basis) (Unaudited)
(Dollars in Thousands)

Year Ended June 30, 2023

1. Total expenditures	$	226,226
2. Less other state and federal funds		(142,093)
3. Less non-match SAMH funds		(15,292)
4. Less unallowable costs per 65E-14, F.A.C.		(2,347)
5. Total allowable expenditures (sum lines 1, 2, 3 and 4)		66,494
6. Maximum available earnings (line 5 times 75%)		49,871
7. Amount of state funds requiring match		4,341
8. Amount due to department (subtract line 7 from line 6)	$	–

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of State Earnings (Regulatory Basis) (Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families. Per guidance Rule 65E-14.003(1)(b), F.A.C., if the amount calculated as due to department is positive, then no amounts are due to department.

LifeView Group, Inc. and Subsidiaries

Schedule of Related-Party Transaction Adjustments
(Regulatory Basis) (Unaudited)

Year Ended June 30, 2023

	Related Passed Through to Subrecipient
Revenues from grantee:	
Services	$ –
Rent	–
Interest	–
Other	–
Total revenue from grantee	–
Expenses associated with grantee transactions:	
Personnel services	–
Depreciation	–
Interest	–
Other	–
Total associated expenses	–
Related-party transaction adjustment	$ –
Allocation of related-party transaction adjustment:	
SAMH covered services:	
3	$ –
24	–
Total	$ –

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Related-Party Transaction Adjustments (Regulatory Basis) (Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families.

LifeView Group, Inc. and Subsidiaries

Schedule of Bed-Day Availability Payments
(Unaudited)

Year Ended June 30, 2023

Program	Covered Service	Contracted Rate	Total Units of Service Provided	Total Units of Service Paid for by 3rd Party Contracts, Local Govt. or Other State Agencies	Passed	Amount Paid for Services by the Department	Maximum $ Value of Units in Column	Amount Owed to Department
A	B	C	D	E	F	G	H=FxC	> of G-H or $0
Children's MH	Crisis stabilization unit	n/a	n/a	n/a	n/a	n/a	n/a	$ –
Adult MH	Crisis stabilization unit	n/a	n/a	n/a	n/a	n/a	n/a	–
Children's SA	Substance abuse detox	n/a	n/a	n/a	n/a	n/a	n/a	–
Adult SA	Substance abuse detox	$ 399.13	598	–	598	$ 862,411	238,680	–
Adult MH	Short-term residential treatment	n/a	n/a	n/a	n/a	n/a	n/a	–
						Total amount owed to department		$ –

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Bed-Day Availability Payments
(Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families.

SUPPLEMENTARY INFORMATION

LifeView Group, Inc. and Subsidiaries

DUI School

Balance Sheet

September 30, 2023

Assets		
Property and equipment, less accumulated depreciation of $17,184	$	291,857
Total assets	$	291,857
Liabilities and net deficit		
Current liabilities:		
Accounts payable and accrued liabilities	$	4,922
Due to Lakeview Center, Inc.		718,845
Compensated absences		14,098
Total current liabilities		737,865
Net deficit without donor restrictions:		
Without donor restrictions		(446,008)
Total liabilities and net deficit	$	291,857

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

DUI School

Statement of Operations and Changes in Net Deficit
With Special Supervision Services (SSS)

Year Ended September 30, 2023

Changes in net deficit without donor restrictions		
Revenue:		
Net client fees	$	392,768
Net client fees – SSS		100,981
		493,749
Fees remitted to State of Florida		(13,304)
Fees remitted to State of Florida – SSS		(3,421)
		(16,725)
Total client fees		477,024
Total revenue		477,024
Expenses:		
DUI – other:		
Salaries		179,245
Fringe benefits		41,680
Building maintenance and operations		52,464
Conference and conventions		15,461
Other program costs		63,564
Testing and assessment		12,937
Printing and production		–
Promotion and publicity		–
Professional fees		2,739
Data processing		9,752
Administrative		38,747
		416,589

LifeView Group, Inc. and Subsidiaries

DUI School

Statements of Operations and Changes in Net Deficit
With Special Supervision Services (SSS)

Year Ended September 30, 2023

(Continued)

Expenses (continued):		
DUI – SSS:		
Salaries	$	46,084
Fringe benefits		10,716
Building maintenance and operations		6,733
Conference and conventions		1,984
Other program costs		8,045
Testing and assessment		1,660
Printing and production		–
Promotion and publicity		–
Professional fees		350
Data processing		1,252
Administrative		4,973
		81,797
Total expenses		498,386
Change in net deficit without donor restrictions		(21,362)
Net deficit without donor restrictions at beginning of year		(424,646)
Net deficit without donor restrictions at end of year	$	(446,008)

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

DUI School

Notes to Financial Statements

September 30, 2023

1. Summary of Significant Accounting Policies

The DUI School financial statements are prepared on the accrual basis of accounting. Significant accounting policies for the DUI School are the same as those described in Note 1 to the accompanying consolidated financial statements of LifeView Group, Inc. and Subsidiaries.

2. State Assessment Fee

As required by Section 322.293, *Florida Statutes*, each DUI program collects a $15 assessment fee on every client enrolling in its DUI program and remits the fee to the State of Florida. These and other fees collected and distributed to the State are summarized as follows:

	September 30, 2023
Fees due from prior year	$ –
Fees collected during current year	16,725
Fees remitted during current year	16,725
Fees due to the State of Florida	$ -

Procedures have been established and maintained that adequately account for all fees received for the DUI program and for all receipts created and/or issued by the DUI program.

3. Other Program Costs for DUI (Non-Special Supervision Services (SSS) Expenses)

Other program costs for the DUI program, not including SSS, consist of the following:

	September 30, 2023
Copier costs	$ 1,570
Office supplies	2,586
Telephone	2,246
Other	9,015
Program admin allocations	48,147
Total other program costs	$ 63,564

4. Indirect Cost Allocations

LifeView Group, Inc. allocates administrative costs to its programs using a step-down allocation methodology. The allocation basis varies depending upon the nature of the indirect cost pool being allocated. The following are examples of the allocation processes employed (this list is not intended to be all-inclusive): the human resources allocation is based on adjusted active staff and maintenance service costs are allocated based on the square footage maintained. The methodologies used allow for the allocation of indirect costs across all appropriate components of operations and are in accordance with Florida Administrative Code 15A-10.014.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Balance Sheet (Regulatory Basis)

(In Thousands)

September 30, 2023

Assets		
Cash and invested assets:		
Cash and cash equivalents	$	31,901
Real estate		22,080
Other invested assets		280
Total cash and invested assets		54,261
Electronic data processing equipment and software		162
Health care and other amounts receivable		8,734
Accounts receivable on service industry contracts (non-health)		13,645
Accounts receivable – other (non-health)		2,735
Inventories		809
Total assets	$	80,346
Liabilities and net assets		
Liabilities:		
Claims unpaid	$	681
General expenses due or accrued		50,018
Amounts withheld or retained for the account of others		3,927
Deferred revenue		9,344
Accrued wages		4,082
Accrued compensated absences		3,502
Total liabilities		71,554
Net assets:		
Net assets without donor restrictions		25,715
Less non-admitted assets		(16,923)
Total net assets		8,792
Total liabilities and net assets	$	80,346

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Statement of Operations (Regulatory Basis)

(In Thousands)

Year Ended September 30, 2023

Revenue:		
Capitation revenue	$	37,863
Total revenue		37,863
Expenses:		
Sub-capitation expense		33,130
Taxes and insurance		43
Personnel		1,756
Printing/production and shipping		1
Other		141
Total expenses		35,071
Excess of revenue over expenses	$	2,792

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Note to Financial Statements (Regulatory Basis)

September 30, 2023

1. Summary of Significant Accounting Policies

The Access Behavioral Health (ABH) financial statements are prepared on a regulatory basis of accounting in accordance with guidelines established by the State of Florida Office of Insurance Regulation. Significant accounting policies for ABH are the same as those described in Note 1 to the accompanying consolidated financial statements of LifeView Group, Inc. and Subsidiaries. Capitation revenue is based on a per-member per-month rate to provide services as a managed behavioral health organization. ABH provides these services for the Company and three comprehensive community mental health centers to provide mental health services to the MMA Plan beneficiaries residing in Regions 1 and 2 in Florida. Subcontracts with the Company are on a full-risk capitated basis and is reported as sub-capitation expense within the statement of operations for ABH.

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES						
Direct from -						
Substance Abuse and Mental Health Services Administration						
P.H.A.S.E. II:						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	9/30/22–9/29/23	93.243	1H79T1085487	$ 499,045	$ 499,045	$ –
T.R.A.C.E.:						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	9/30/22–9/29/23	93.243	5H79T1081267-05	537,557	497,818	–
O.P.U.S.						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	5/30/22-5/29/23	93.243	6H79SP083053-01M002	350,259	297,161	–
Total Federal Assistance Listing No. 93.243					1,294,024	–
Direct from -						
Substance Abuse and Mental Health Services Administration						
Walton County Prevention Coalition - DFC Support Program						
Drug-Free Communities Support Program Grants	10/31/19-09/29/24	93.276	5H79SP081894-09	125,000	122,359	–
Direct from -						
Substance Abuse and Mental Health Services Administration						
CCBHC						
Certified Community Behavioral Health Clinic Expansion Grants	9/30/22-9/29/23	93.696	1H79SM086504-01	1,000,000	424,515	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Mary Lee Allen Promoting Safe and Stable Families Program	7/1/22-10/31/22	93.556	DCF – AJ495		$ 60,779	$ –
Family Support Team (FST) Wrap						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	A0921	$ 18,320	30,159	–
Big Bend CBC/Child Welfare						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-9/30/23	93.556	A0922		33,684	–
Arcadia						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	Arcadia - 2023		178,076	–
Cabot						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	Cabot - 2023		9,191	–
New Dawn						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	New Dawn - 2023		139,342	–
Total Federal Assistance Listing No. 93.556					451,231	–
Community Based Care – Child Welfare:						
Guardianship Assistance	7/1/22-10/31/22	93.090	DCF – AJ495		9,398	–
Adoption and Legal Guardianship Incentive Payments	7/1/22-10/31/22	93.603	DCF – AJ495		2,324	–
Community Based Care – Child Welfare:						
Stephanie Tubbs Jones Child Welfare Services Program	7/1/22-10/31/22	93.645	DCF – AJ495		40,334	–
Big Bend CBC/Child Welfare						
Stephanie Tubbs Jones Child Welfare Services Program	11/1/22-9/30/23	93.645	A0922		390,622	–
Total Federal Assistance Listing No. 93.645					430,956	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Foster Care – Title IV-E	7/1/22-10/31/22	93.658	DCF – AJ495	$ 26,568,167	$ 592,862	$ 91,756
Big Bend CBC/Child Welfare						
Foster Care – Title IV-E	11/1/22-9/30/23	93.658	A0922		3,445,162	–
Arcadia						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	Arcadia - 2023		61,731	–
Cabot						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	Cabot - 2023		3,986	–
Matrix						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	Matrix - 2023		44,088	–
New Dawn						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	New Dawn - 2023		73,358	–
Total Federal Assistance Listing No. 93.658					4,221,187	91,756
Community Based Care – Child Welfare:						
Adoption Assistance	7/1/22-10/31/22	93.659	DCF – AJ495		1,036,025	–
Big Bend CBC/Child Welfare						
Adoption Assistance	11/1/22-9/30/23	93.659	A0922		1,606,220	–
Matrix						
Adoption Assistance	11/1/22-6/30/23	93.659	Matrix - 2023		6,607	–
Total Federal Assistance Listing No. 93.659					2,648,852	–
Community Based Care – Child Welfare:						
John H. Chafee Foster Care Program for Successful Transition to Adulth	7/1/22-10/31/22	93.674	DCF – AJ495		169,034	–
Big Bend CBC/Child Welfare						
John H. Chafee Foster Care Program for Successful Transition to Adulth	11/1/22-9/30/23	93.674	A0922		229,361	–
Total Federal Assistance Listing No. 93.674					398,395	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Social Services Block Grant	7/1/22-10/31/22	93.667	DCF – AJ495		$ 288,823	$ 108,978
Family Care Unit						
Social Services Block Grant	11/1/22-6/30/23	93.667	A0919	$ 8,980	672	–
Family Support Team (FST) In Home Secure Services (IHSS)						
Social Services Block Grant	11/1/22-6/30/23	93.667	A0920	49,661	36,636	–
Family Support Team (FST) Wrap						
Social Services Block Grant	11/1/22-6/30/23	93.667	A0921	45,380	37,634	–
Big Bend CBC/Child Welfare						
Social Services Block Grant	11/1/22-9/30/23	93.667	A0922		5,104	–
Family Support Team Flex						
Social Services Block Grant	11/1/22-6/30/23	93.667	FST FLEX	3,592	4,684	–
Total Federal Assistance Listing No. 93.667					373,553	108,978
Community Based Care – Child Welfare:						
Child Abuse and Neglect State Grants	7/1/22-10/31/22	93.669	DCF – AJ495		9,054	12,293
Family Care Unit						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0919	1,213	76	–
Family Support Team (FST) In Home Secure Services (IHSS)						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0920	6,708	4,132	–
Family Support Team (FST) Wrap						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0921	6,130	4,245	–
Big Bend CBC/Child Welfare						
Child Abuse and Neglect State Grants	11/1/22-9/30/23	93.669	A0922		576	–
CBC - CAPTA Plans of Safe Care						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0924	353,823	260,351	–
Family Support Team Flex						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	FST FLEX	485	529	–
Community Based Care – Child Welfare (CAPE):						
Child Abuse & Neglect State Grants	7/1/21-12/31/22	93.669	LJ004	370,129	142,882	–
Total Federal Assistance Listing No. 93.669					421,845	12,293

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Temporary Assistance for Needy Families	7/1/22-6/30/23	93.558	A0110	$ 13,879,649	$ 346,626	$ –
Passed through from The State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Temporary Assistance for Needy Families	7/1/22-10/31/22	93.558	DCF – AJ495		346,620	69,840
Big Bend CBC/Child Welfare						
Temporary Assistance for Needy Families	11/1/22-9/30/23	93.558	A0922		2,792,079	–
Total Federal Assistance Listing No. 93.558					3,485,325	69,840
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0110		1,231,706	–
C.A.T.						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0240	2,546,250	119,803	–
M.R.T.						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0250	1,892,655	378,661	–
PATH						
Block Grants for Community Health Mental Services	7/1/21-6/30/24	93.958	A0260		16,223	–
Managing Entity Big Bend CBC - SRT						
Block Grants for Community Health Mental Services	7/1/23-6/30/24	93.958	A0805	2,429,018	100,635	–
Managing Entity Big Bend CBC - Co-Responder						
Block Grants for Community Health Mental Services	2/1/23-6/30/23	93.958	A0806	464,167	26,814	–
S.P.I.R.E.						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0801	60,349	12,084	–
Florida Assertive Community Treatment (FACT):						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0170	905,801	109,134	–
Total Federal Assistance Listing No. 93.958					1,995,060	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Projects for Assistance in Transition from Homelessness (PATH)	7/1/21-6/30/24	93.150	A0260	$ 130,752	$ 34,515	$ –
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/22-6/30/23	93.959	A0110		3,880,886	–
Community Drug and Alcohol Council, Inc. (CDAC):						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/22-6/30/23	93.959	LCI VET 22-23	35,000	171	–
Total Federal Assistance Listing No. 93.959					3,881,057	–
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Opioid STR	7/1/22-6/30/23	93.788	A0110		2,073,806	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Medicaid Cluster						
Passed through from The State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Medical Assistance Program	7/1/22-10/31/22	93.778	DCF – AJ495		$ 24,099	$ –
Passed through from Healthy Start Community Coalition of Okaloosa and Walton Counties						
Maternal and Child Health Services Block Grant to the States:						
Medical Assistance Program	7/1/22-6/30/23	93.778	OKA-#01-2022	$ 564,391	567,513	–
Total Federal Assistance Listing No. 93.778					591,612	–
Passed through from Big Bend Community Based Care (BB)						
Children's Mental Health Behavioral Services (BNET):						
Children's Health Insurance Program						
Children's Health Insurance Program	7/1/22-6/30/23	93.767	A0160	270,095	69,765	–
Total U.S. Department of Health and Human Services					22,929,779	282,867

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF EDUCATION						
Passed through the State of Florida Department of Labor and Employment Security						
Vocational Rehab and Supported Employment:						
Rehabilitation Services Vocational Rehabilitation Grants to States	10/1/22-9/30/23	84.126	VR5231	R/A	$ 373,207	$ –
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT						
Housing First:						
Continuum of Care Program	7/1/21–6/30/22	14.267	FL0634L4H112105	$ 134,810	134,810	–
U.S. DEPARTMENT OF TREASURY						
Passed through the City of Pensacola						
Homeless Evaluation Assessment Response Team (HEART)						
Coronavirus Relief Fund	2/4/22-12/31/24	21.019	128.510.1280.128007.9882.128206	300,000	211,095	–
Passed through Okaloosa County						
American Rescue Plan Act - ARPA						
Coronavirus State and Local Fiscal Recovery Funds	5/1/22-12/31/24	21.027	NP11111	50,000	49,959	–
Passed through Medicaid - Humana						
The Florida Agency for Health Care Admin - FL One Time Retention Pmnt for Non-HCBS Waiver Pmnts						
Coronavirus State and Local Fiscal Recovery Funds	7/1/22-6/30/23	21.027	Medicaid Retention-Humana		257,008	–
Passed through Medicaid - Centene						
The Florida Agency for Health Care Admin - FL One Time Retention Pmnt for Non-HCBS Waiver Pmnts						
Coronavirus State and Local Fiscal Recovery Funds	7/1/22-6/30/23	21.027	Medicaid Retention-Centene		246,556	–
Passed through Medicaid - Simply Health						
The Florida Agency for Health Care Admin - FL One Time Retention Pmnt for Non-HCBS Waiver Pmnts						
Coronavirus State and Local Fiscal Recovery Funds	7/1/22-6/30/23	21.027	Medicaid Retention-Simply Health		53,613	–
Total U.S. Department of Treasury					818,231	–
Total Expenditures of Federal Awards					$ 24,256,027	$ 282,867

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Project/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance						
State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
The Independent Living and Road-To-Independence Program	7/1/22-10/31/22	60.112	DCF – AJ495		$ 7,672	$ –
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
The Independent Living and Road-To-Independence Program	11/1/22-9/30/23	60.112	A0922		16,845	–
Total State Assistance Listing No. 60.112					24,517	–
Community Based Care – Child Welfare:						
Extended Foster Care Program	7/1/22-10/31/22	60.141	DCF – AJ495		3,116	–
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
Extended Foster Care Program	11/1/22-9/30/23	60.141	A0922		60,723	–
Total State Assistance Listing No. 60.141					63,839	–
Community Based Care – Child Welfare:						
CBC - Adoption Services	7/1/22-10/31/22	60.076	DCF – AJ495		22,832	–
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
CBC - Adoption Services	11/1/22-9/30/23	60.076	A0922		1,233	–
Total State Assistance Listing No. 60.076					24,065	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Project/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance (continued)						
State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Out-of-Home Supports	7/1/22-10/31/22	60.074	DCF – AJ495		$ 842,428	$ –
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
Out-of-Home Supports	11/1/22-9/30/23	60.074	A0922		114,369	–
Big Bend CBC - Arcadia						
Out-of-Home Supports	11/1/22-6/30/23	60.074	Arcadia - 2023		270,704	–
Big Bend CBC - Cabot						
Out-of-Home Supports	11/1/22-6/30/23	60.074	Cabot - 2023		364,116	–
Big Bend CBC - New Dawn						
Out-of-Home Supports	11/1/22-6/30/23	60.074	New Dawn - 2023		518,399	–
					2,110,016	–
Early Childhood Court Case Management & Prevention Services	11/1/22-9/30/23	60.225	A0922		211,703	–
Community Based Care – Child Welfare:						
CBC - Purchase of Therapeutic Services for Children	7/1/22-10/31/22	60.183	DCF – AJ495		11,715	–
State Funded Child Care Subsidy	7/1/22-10/31/22	60.244	DCF – AJ495		209,800	–
Kinship Navigator Program	7/1/22-10/31/22	60.207	DCF – AJ495		26,484	–
Family Finders Program	7/1/22-10/31/22	60.206	DCF – AJ495		10,676	–
Total State of Florida Department of Children and Families					2,692,815	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Project/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance (continued)						
State of Florida Department of Health						
State and Community Interventions	7/1/21-6/30/26	64.093	COTJZ	$ 139,524	$ 121,027	$ –
Office of the State Court Administration						
Post-Adjudicatory Drug Court Program	7/1/22–6/30/23	22.021	01008K4	666,419	609,037	–
Naltrexone	7/1/22–6/30/23	22.022	SC00679	743,893	445,697	–
Total Office of the State Court Administration					1,054,734	–
Total Expenditures of State Financial Assistance					$ 3,868,576	$ –

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Notes to Schedule of Expenditures of Federal Awards and State Financial Assistance

September 30, 2023

1. Presentation and Basis of Accounting

The schedule of expenditures of federal awards and state financial assistance is prepared on the accrual basis in accordance with accounting principles generally accepted in the United States. It includes all the state and federal expenditures of LifeView Group, Inc. (the Company).

The Company allocates administrative costs to its federal and state programs using a step-down allocation methodology. The methodologies used allow for the allocation of administrative costs across all appropriate components of operations and are in accordance with Florida Administrative Code 15A-10.014. The Company has elected not to use the 10-percent de minimis indirect cost rate allowed under the Uniform Guidance and instead adheres to an approved federal indirect rate or approved contract indirect rate.

2. Contingencies

The Company has received numerous federal and state grants. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Company. In the opinion of management, any such claim will not have a material adverse effect on the financial position of the Company.

3. Subrecipients

In order to fulfill contractual requirements for child protective services, behavioral health services, and vocational services, the Company subcontracts with various community agencies. The Company is responsible for compliance with the funds expended, but all regulatory and contractual obligations are passed to the subrecipients in their contracts.

OTHER REPORTS AND SCHEDULES

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

President/Chief Executive Officer
Chief Financial Officer
Board of Directors
LifeView Group, Inc. and Subsidiaries

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Lifeview Group, Inc. and Subsidiaries (the Company), which comprise the consolidated balance sheet as of September 30, 2023, and the related consolidated statements of operations and changes in net assets and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated February 26, 2024.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Company's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during the audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that have not been identified.

Board of Directors
Lifeview Group, Inc. and Subsidiaries

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Company's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of consolidated financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Company's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Pensacola, Florida
February 26, 2024

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND STATE FINANCIAL ASSISTANCE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE, SECTION 215.97, FLORIDA STATUTES, AND CHAPTER 10.650, RULES OF THE AUDITOR GENERAL

President/Chief Executive Officer
Chief Financial Officer
Board of Directors
LifeView Group, Inc. and Subsidiaries

Report on Compliance for Each Major Federal Program and State Financial Assistance Project

Opinion on Each Major Federal Program and State Project

We have audited Lifeview Group, Inc. and Subsidiaries (the Company) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* and the requirements described in the *Florida Department of Financial Services State Projects Compliance Supplement* that could have a direct and material effect on the Company's major federal programs and state projects for the year ended September 30, 2023. The Company's major federal programs and state projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Company complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state projects for the year ended September 30, 2023.

Basis for Opinion on Each Major Federal Program and State Project

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*); and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance); Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*. Our responsibilities under those standards, the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General* are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program and state project. Our audit does not provide a legal determination of the Company's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of federal and state statutes, regulations, rules, and provisions of contracts or grant agreements applicable to its federal programs and state projects.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Company's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, the Uniform Guidance, Section 215.97, *Florida Statues*; and Chapter 10.650, *Rules of the Auditor General* will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material, if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Company's compliance with the requirements of each major federal program or state project as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards,* the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Company's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.

- Obtain an understanding of the Company's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, Section 215.97, *Florida Statutes* and Chapter 10.650, *Rules of the Auditor General*, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state financial assistance project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state financial assistance project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state financial assistance project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations during our audit, we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified. Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*. Accordingly, this report is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
February 26, 2024

LIFEVIEW GROUP, INC. AND SUBSIDIARIES

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED SEPTEMBER 30, 2023

A. SUMMARY OF AUDITOR'S RESULTS

1. The auditor's report expresses an unmodified opinion on the consolidated financial statements of Lifeview Group, Inc. and Subsidiaries.

2. No significant deficiencies in internal control relating to the audit of the consolidated financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.

3. No instances of noncompliance material to the consolidated financial statements of Lifeview Group, Inc. and Subsidiaries, which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.

4. No significant deficiencies or material weaknesses relating to the audit of the major federal program or state project are reported in the Independent Auditor's Report on Compliance for Each Major Federal Program and State Financial Assistance Project and on Internal Control over Compliance Required by the Uniform Guidance, Section 215.97, *Florida Statutes,* and Chapter 10.650, *Rules of the Auditor General*.

5. The auditor's report on compliance for the major federal award programs and state projects for Lifeview Group, Inc. and Subsidiaries expresses an unmodified opinion.

6. There are no audit findings relative to the major federal award programs and state projects for Lifeview Group, Inc. and Subsidiaries that are required to be reported in accordance with 2 CFR Section 200.516(a) of the Uniform Guidance, Section 215.97, *Florida Statutes* or Chapter 10.650, *Rules of the Auditor General*.

7. The federal programs and state projects tested as major were:

Federal Programs	Assistance Listing No.
SAMHS Projects of Reg. and Natl. Significance	93.243
Big Bend CBC: Opioid STR (SAMHS)	93.788
Community Based Care – Child Welfare:	
Stephanie Tubbs Jones Child Welfare Services Program	93.645
Child Welfare Services:	
John H. Chafee Foster Care Program for Successful Transition to Adulthood	93.674
Block Grants for Community Mental Health Services	93.958

A. SUMMARY OF AUDITOR'S RESULTS (Continued)

State Projects	Assistance Listing No.
Big Bend CBC: Out-of-Home Supports	60.074
Naltrexone	22.022

8. The threshold for distinguishing between Type A and B programs and projects for major federal programs and state projects was $750,000.

9. Lifeview Group, Inc. and Subsidiaries was determined to be a low-risk auditee pursuant to the Uniform Guidance.

B. FINDINGS - FINANCIAL STATEMENT AUDIT

There were no findings related to the consolidated financial statements which are required to be reported in accordance with *Government Auditing Standards*.

C. FINDINGS AND QUESTIONED COSTS - MAJOR FEDERAL AWARD PROGRAMS

There were no findings and questioned costs relating to the major federal award programs which are required to be reported in accordance with the Uniform Guidance.

D. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECTS

There were no findings and questioned costs relating to the major state projects which are required to be reported in accordance with Chapter 10.650, *Rules of the Auditor General*.

In accordance with Rules of the Auditor General, Section 10.656(3)(e), no management letter is required because there were no findings required to be reported in the management letter.

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

LIFEVIEW GROUP, INC. AND SUBSIDIARIES

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

LIFEVIEW GROUP, INC. AND SUBSIDIARIES

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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LIFEVIEW GROUP, INC. AND SUBSIDIARIES

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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INDEPENDENT AUDITORS' REPORT

Management and the Board of Directors
LifeView Group, Inc. and Subsidiaries
Pensacola, Florida

Opinion

We have audited the consolidated financial statements of LifeView Group, Inc. and Subsidiaries (the Company), which comprise the consolidated balance sheet as of September 30, 2023, and the related consolidated statements of operations and changes in net assets, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of September 30, 2023, and the changes in its net assets and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Company, and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

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

Management and the Board of Directors
LifeView Group, Inc. and Subsidiaries
Pensacola, Florida

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The DUI School and Access Behavioral Health (Regulatory Basis) supplementary information financial statements are presented on pages 45 through 52 for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

The accompanying Schedule of Expenditures of Federal Awards and State Financial Assistance as required by Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and by Chapter 10.650, *Rules of the Auditor General*, presented on pages 53 through 64 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Expenditures of Federal Awards and State Financial Assistance is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

The accompanying Schedule of Functional Revenues and Expenses (Regulatory Basis), Schedule of State Earnings (Regulatory Basis), Schedule of Related-Party Transaction Adjustments (Regulatory Basis) and Schedule of Bed-Day Availability Payments are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management. The information has not been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and, accordingly, we express no opinion on them.

Management and the Board of Directors
LifeView Group, Inc. and Subsidiaries
Pensacola, Florida

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated February 26, 2024, on our consideration of the Company's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Company's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Company's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
February 26, 2024

LifeView Group, Inc. and Subsidiaries

Consolidated Balance Sheet

(In Thousands)

September 30, 2023

Assets		
Current assets:		
Cash and cash equivalents	$	31,912
Short-term investments		277
Accounts receivable:		
Client accounts receivable, net		900
Governmental funding sources receivable		8,734
Vocational service contracts receivable		13,646
Other accounts receivable		2,733
Inventories		984
Prepaid expenses		1,751
Total current assets		60,937
Property and equipment, net		30,968
Leases right-of-use asset		5,759
Other assets		115
Total assets	$	97,779

LifeView Group, Inc. and Subsidiaries

Consolidated Balance Sheet

(In Thousands)

September 30, 2023

(Continued)

Liabilities and net assets		
Current liabilities:		
Accounts payable	$	3,235
Accrued liabilities		22,698
Current portion of long-term debt		41
Current portion of lease obligation		1,573
Compensated absences		3,502
Total current liabilities		31,049
Long-term debt, less current portion		36,322
Lease obligation, less current portion		4,693
Total liabilities		72,064
Net assets:		
Without donor restrictions		24,285
With donor restrictions		1,430
Total net assets		25,715
Total liabilities and net assets	$	97,779

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Operations and Changes in Net Assets

(In Thousands)

Year Ended September 30, 2023

Revenue and other support without donor restrictions:		
Federal, state, and local financial awards	$	58,657
Net client service fees		22,321
Vocational service contracts		103,349
Contract revenue		37,387
Other fees and support		410
In-kind services		405
Contributions		487
Other		401
Total revenues and other support without donor restrictions		223,417
Expenses:		
Salaries and wages		105,789
Fringe benefits		31,218
Building occupancy		6,193
Professional fees		4,978
Contract medical services		18,105
Travel		2,004
Equipment costs		4,781
Food services		1,958
Medical/pharmacy services		15,552
Subcontracted services		12,534
Subsidy payments		3,262
Personal welfare		1,123
Insurance		2,211
Donated items		290
Depreciation and loss on sale/retirement		2,531
Other operating expenses		3,927
Total expenses		216,456
Income from operations		6,961
Nonoperating gains/(losses):		
Investment income		7
Bond interest expense		(2,072)
Total nonoperating losses, net		(2,065)
Excess of revenues, other support, and gains over expenses and losses		4,896

Continued on next page

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Operations and Changes in Net Assets

(In Thousands)

Year Ended September 30, 2023

(Continued)

Net assets without donor restrictions:		
Excess of revenues, support, and gains over expenses and losses	$	4,896
Other changes in net assets without donor restrictions		(612)
Change in net assets without donor restrictions		4,284
Net assets with donor restrictions:		
Change in restricted foundation fund		621
Change in net assets with donor restrictions		621
Change in net assets		4,905
Net assets at beginning of year		20,810
Net assets at end of year	$	25,715

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Cash Flows

(In Thousands)

Year Ended September 30, 2023

Operating activities		
Change in net assets	$	4,905
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation		2,433
Loss on sale and retirement of property and equipment		98
Amortization of debt issuance costs		99
Changes in operating assets and liabilities:		
Client accounts receivable		(172)
Governmental funding sources receivable		(4,807)
Vocational service contracts receivable		(1,430)
Other accounts receivable		(429)
Inventories		(58)
Prepaid expenses		(603)
Other assets and liabilities		70
Accounts payable		(1,959)
Accrued liabilities		1,571
Compensated absences		72
Net cash used in operating activities		(210)
Investing activities		
Purchases of property and equipment		(2,614)
Net cash used in investing activities		(2,614)

Continued on next page

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Cash Flows

(In Thousands)

Year Ended September 30, 2023

(Continued)

Financing activities		
Repayments of long-term debt	$	(38)
Principal payments on finance lease liabilities		(48)
Net cash used in financing activities		(86)
Net change in cash and cash equivalents		(2,910)
Cash and cash equivalents at beginning of year		34,822
Cash and cash equivalents at end of year	$	31,912
Supplemental disclosure of cash flow information		
Costs for purchases of property and equipment included in other liabilities	$	142
Interest paid	$	2,072
Supplemental disclosure of noncash financing activities		
Long-term debt incurred for purchases of property and equipment	$	845

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

LifeView Group, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

(Dollars in Thousands)

September 30, 2023

1. Organization and Summary of Significant Accounting Policies

Organization

Lifeview Group, Inc. (LGI or the Company), a nonprofit organization, was incorporated in 2021 to purchase Lakeview Center, Inc. (the Center) and its affiliates, Global Connections to Employment, Inc. (GCE), CMHC Hernandez House, Inc., Lakeview Place, Inc., Lakeview Villa, Inc. (the 3 collectively -HUDs). The Center was acquired pursuant to the Member Substitution Agreement. LGI is the sole member of the Center, and the Center is the sole member of the HUDs. CMHC Hernandez House, Inc. is no longer active. The mission of the Company, including all of its subsidiaries, is to help people through life's journey by providing behavioral health services, vocational services, and child protective services.

Lakeview Center, Inc., a nonprofit organization, was incorporated in 1954, as Community Mental Health Center of Escambia County, Inc. Lakeview Place, Inc. and CMHC Hernandez House, Inc. are U.S. Department of Housing and Urban Development (HUD) multi-unit dwellings owned by the Center that provide housing facilities and services to people diagnosed with mental illness. The contract for CMHC Hernandez House, Inc. ended September 30, 2021. Subsequent to September 30, 2021, the operations of CMHC Hernandez House, Inc. have been included in the Center operations. Lakeview Villa, Inc. is a HUD apartment complex owned by the Company that provides low-cost housing facilities and services to persons with chronic mental illness. Global Connections to Employment, Inc. was separately incorporated in 2014, with the Center as the sole member. Effective July 2023, LGI became the sole member of GCE.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of LifeView Group, Inc. and its related entities: Lakeview Center, Inc.; Global Connections to Employment, Inc.; Lakeview Villa, Inc.; and Lakeview Place, Inc. All inter-entity transactions have been eliminated in consolidation.

Operating and Nonoperating Activities

The Company's primary mission is to provide a broad range of behavioral health services, vocational services, and child protective services to citizens of the region and nationally, across 14 states and the District of Columbia. Activities directly associated with the furtherance of this purpose are considered to be operating activities. Other activities that result in gains or losses unrelated to the Company's primary mission are considered nonoperating.

1. Organization and Summary of Significant Accounting Policies (continued)

Use of Estimates

The preparation of these consolidated financial statements in conformity with accounting principles generally accepted in the United States (GAAP) requires management to make estimates and assumptions. These estimates and assumptions affect certain reported amounts of assets and liabilities at the date of the consolidated financial statements and revenues and expenses recognized during the reporting period. Accordingly, actual results may differ from those estimates.

Net Assets

The Company reports information regarding financial position and activities according to two classes of net assets: with and without donor restriction. Net assets are classified based on the existence or absence of donor-imposed restrictions, if any, that may or may not be met by actions of management or by the passage of time.

The net asset categories reflected in the accompanying consolidated financial statements are as follows:

- *Without donor restriction* - Net assets that are free of donor-imposed restrictions, including all revenues, expenses, gains, and losses that are not changes in net assets with donor restrictions.

  With donor restriction - Net assets whose use by the Company is limited by donor-imposed stipulations that may or may not expire by passage of time or that can or cannot be fulfilled or removed by action of the Company pursuant to those stipulations. As a general practice, the Company applies restricted resources when an expense relating to the purpose restriction imposed by the outside party is incurred before unrestricted resources are used.

Contributions

The Company records contributions as being with or without donor restriction depending on the existence and/or nature of any donor restrictions.

1. Organization and Summary of Significant Accounting Policies (continued)

Cash Equivalents

The Company considers all highly liquid investment instruments with maturities of three months or less when purchased to be cash equivalents. Cash deposits are federally insured in limited amounts.

Short-Term Investments

Short-term investments consist of a certificate of deposit held by LGI that automatically renews every 182 days. Due to the short-term nature, the carrying amount reported in the consolidated balance sheet approximates the fair value as of September 30, 2023.

Net Client Service Revenue and Accounts Receivable

The Company has agreements with third-party payors that provide payments to the Company at amounts different from its established rates. Payment arrangements include prospectively determined rates per service, reimbursed costs, discounted charges, and per diem payments. Retroactive adjustments are accrued on an estimated basis in the period the related services are rendered and adjusted in future periods as final settlements are determined.

Allowance for Uncollectible Accounts

Accounts receivable are written off after collection effort has been followed in accordance with the Company's policies. Accounts written off as uncollectible are deducted from the allowance for uncollectible accounts and subsequent recoveries are added. Periodically, management assesses the adequacy of the allowance for uncollectible accounts based upon historical write-off experience by payor category. The results of this review are then used to make any modifications to the provision for bad debts to establish an appropriate allowance for uncollectible receivables.

Contract and Other Receivables

Receivables for contracted services are typically deemed wholly collectible as they are due from governmental units, grantors, and third-party paying agencies.

1. Organization and Summary of Significant Accounting Policies (continued)

Inventories

Inventories (primarily pharmaceutical and computers) are stated at the lower of cost (average cost method) or net realizable value using the first-in, first-out method.

Property and Equipment

Property and equipment acquisitions are recorded at historical cost. Property and equipment donated to the Company are recorded at fair value at the date of receipt. Depreciation is provided over the estimated useful life of each class of depreciable asset and is computed on the straight-line method. Estimated useful lives of depreciable assets are as follows:

Buildings	40 years
Furniture and equipment	3–7 years
Building and land improvements	10–20 years

Compensated Absences

Employees are entitled to accumulate a limited amount of earned but unused annual leave. Accordingly, the Company records an accrual for earned, unused, vested annual leave in accordance with the Company's policy. Upon separation from the Company, employees are entitled to this amount of unused vested leave.

Net Client Service Fees

The Company has agreements with third-party payors that provide payments to the Company at amounts different from its established rates. Payment arrangements include prospectively determined rates per completion of service, reimbursed costs, and discounted charges. Net client service fees are reported at the estimated net realizable amounts from clients, third-party payors, and others for services rendered, including estimated retroactive adjustments under reimbursement agreements with third-party payors.

1. Organization and Summary of Significant Accounting Policies (continued)

Net Client Service Fees (continued)

The Company accepts clients in immediate need of care, regardless of their ability to pay, and serves certain clients whose care costs are not paid at established rates, including those sponsored under government programs such as Medicare and Medicaid, those sponsored under private contractual agreements, charity clients, and other uninsured clients who have limited ability to pay. The Company recognizes client service fee revenue associated with clients who have third-party payor coverage on the basis of contractual rates for the services rendered. For uninsured clients who do not qualify for charity care, revenue is recognized on the basis of discounted rates in accordance with the Company's policy.

A summary of the payment arrangements with major third-party payors follows:

Medicare – Client services rendered to Medicare program beneficiaries are reimbursed under a fee-for-service methodology.

Medicaid – Client mental health and substance abuse services rendered to Medicaid program beneficiaries are reimbursed under a capitated arrangement.

Other – The Company has also entered into payment agreements with certain insurance carriers, health maintenance organizations, and preferred provider organizations. The basis for payment to the Company under these agreements includes prospectively determined rates and discounts from established charges.

Charity Care

Quality care is provided to all persons requiring immediate treatment regardless of their ability to pay. An individual is classified as a charity client by reference to certain established policies of the Company. Essentially, these policies define charity services as those services for which no payment is anticipated. In assessing a client's ability to pay, the Company utilizes the most recently published federal poverty income guidelines, but also includes certain cases where incurred charges are significant when compared to income. These charges are subtracted in the net client service fees calculation.

1. Organization and Summary of Significant Accounting Policies (continued)

Charity Care (continued)

The Company estimates the direct and indirect costs of providing charity care by applying a cost to gross charges ratio to the gross uncompensated charges associated with providing charity care to clients. The cost of providing charity care was $4,693 for the year ended September 30, 2023.

Medicaid Managed Medical Assistance Contract Revenue

The Company is licensed as a prepaid limited health services organization pursuant to Chapter 636, *Florida Statutes*. Effective August 1, 2014, the Company, doing business as Access Behavioral Health, was awarded contracts with the Medicaid Managed Medical Assistance Plan (the MMA Plan). The Company receives a per-member per-month rate to provide mental health and substance abuse services to an annual average of 139,000 Medicaid beneficiaries in Florida's Regions 1 and 2. Amounts received are recognized as contract revenue during the period in which the Company is obligated to provide services to beneficiaries. Approximately $37,387 was recognized as revenue under the MMA Plan during the year ended September 30, 2023.

Medicaid Managed Medical Assistance Plan Costs

The Company is directly responsible for providing mental health and substance abuse services to beneficiaries residing in Escambia, Santa Rosa, and Walton counties, representing approximately 62% of the covered lives under the MMA Plan. The Company has entered into subcontracts with three comprehensive community mental health centers to provide mental health services to the MMA Plan beneficiaries residing in the other counties in these Regions. These subcontracts are typically on a full-risk capitated basis. The mental health services covered under the MMA Plan are generally the same as those covered under the Medicaid fee-for-service program. Covered services include inpatient psychiatric care, outpatient care, substance abuse, and physician services. The majority of services for which the Company is directly responsible is provided within its own service delivery system; however, some services are contracted for on a fee-for-service basis with local area hospitals and providers. A provision has been made for these services rendered but not reported as of September 30, 2023.

1. Organization and Summary of Significant Accounting Policies (continued)

Income Taxes

The Company and its related entities are exempt from federal income taxes under Section 501(a) as organizations described in Section 501(c)(3) of the Internal Revenue Code of 1986, as amended, and are also exempt from state income taxes.

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 740, *Income Taxes*, prescribes the accounting for uncertainty in income tax positions recognized in financial statements. ASC Topic 740 provides guidance for recognition threshold and measurement attributes for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. There were no material uncertain tax positions as of September 30, 2023.

Cost Allocation

The Company uses several methods to allocate organization and overhead costs among program and support areas. Workers' compensation is allocated based on industry standard rates and salary expense. Unemployment and health plan expenses are allocated based on personnel cost and plan participation, respectively.

Administrative costs are allocated based on the federal indirect rate cal. Property and auto insurances are allocated proportionately among those who benefit from the assets covered. General liability uses a staff-based allocation.

2. Cash and Short-Term Investments

The composition of cash and short-term investments is as follows:

	September 30, 2023
Cash and cash equivalents	$ 31,912
Certificate of deposit	277
	$ 32,189

3. Concentrations of Credit Risk

The Company receives client service fees revenue from three primary sources: Medicaid and Medicare, other third-party payors, and client payments. The following indicates the applicable percentages of accounts receivable from those sources:

	September 30, 2023
Medicaid and Medicare	41%
Other third-party payors	45
Client payments	14
	100%

4. Property and Equipment

Major classifications of property and equipment are summarized as follows:

	September 30, 2023
Buildings and improvements	$ 21,561
Furniture and equipment	11,348
Land	2,445
Construction-in-progress	890
	36,244
Less accumulated depreciation	(5,276)
	$ 30,968

Depreciation expense on the statement of operations and changes in net assets includes $98 of loss on sale and retirement of property and equipment. Total depreciation expense amounted to $2,433 for the year ended September 30, 2023.

5. Long-Term Debt

Long-term debt consists of the following:

	September 30, 2023
Note payable to HUD, interest at 9.0%, monthly payments of $5,000 including interest, secured by real property, maturing May 2032	$ 370
Note payable to HUD, interest at 8.375%, monthly payments of $2,000 including interest, secured by real property, maturing March 2032	140
Series 2021A Bonds payable, issued by Florida Development Finance Corp and purchased by Bank of America, interest at 6.0% on $7,790 and 6.25% on $14,120, maturity date August 2041 and 2051, respectively; interest payment of $1,350 due in 2023 to be paid semi-annually.	21,910
Series 2021B Bonds payable, issued by Florida Development Finance Corp. under the Master Indenture and purchased by BHCC, interest at 4.45% through September 30, 2026, and increasing thereafter, maturity date August 2031; interest payment of $668 due in 2023 to be paid semi-annually.	15,000
Unamortized issuance costs	(1,057)
	36,363
Less current portion	(41)
	$ 36,322

Following are maturities of long-term debt for each of the next five years and thereafter:

	Amount
Year ending September 30:	
2024	$ 41
2025	45
2026	49
2027	54
2028	59
Thereafter	36,115
	$ 36,363

5. Long-Term Debt (continued)

2021 Revenue Bonds

The Series A Tax-Exempt Revenue Bonds, in the amount of $21,910, were issued by the Florida Development Finance Corporation (the Issuer). The Series 2021A Bonds were issued under a Bond Trust Indenture dated as of September 1, 2021, by and between the Issuer and Regions Bank, as bond trustee. The Issuer loaned the proceeds of the Series 2021A Bonds to LifeView Group, Inc. pursuant to a Loan Agreement dated as of September 1, 2021. The Series B Taxable Revenue Bonds, in the amount of $15,000, were issued by the Florida Development Finance Corporation. The Series 2021B Bonds were issued under a Bond Trust Indenture dated as of September 1, 2021, by and between the Issuer and Regions Bank, as bond trustee. The Issuer loaned the proceeds of the Series 2021B Bonds to LifeView Group, Inc. pursuant to a Loan Agreement dated as of September 1, 2021. The Bond Trust Indenture requires certain covenants and reporting requirements to be met.

6. Leases

On October 1, 2019, the Company adopted FASB's ASU 2016-02, *Leases*, electing to apply the optional transition method, which allows entities to forgo comparative reporting requirements. For leases that commenced before the effective date of ASU 2016-02, the Company elected the package of transition provisions available that allowed carryforward of the historical assessment of (1) whether contracts are or contain leases, (2) lease classification for any expired leases and (3) initial direct costs. In addition, the Company does not separate lease and non-lease components.

The Company's leases are primarily for real estate. The Company determines if an arrangement is a lease at contract inception. Lease assets and lease liabilities are recognized based on the present value of the lease payments over the lease term at the commencement date. Because most of the leases do not provide an implicit rate of return, the Company used a risk-free rate based on the daily treasury yield curve at lease commencement in determining the present value of lease payments.

Most leases include one or more options to renew, with renewal terms that can extend the lease term from months to years. The exercise of such lease renewal options is generally at the Company's sole discretion. For purposes of calculating lease liabilities, lease terms include options to extend or terminate the lease when it is reasonably certain that option will be utilized.

6. Leases (continued)

Leases with a lease term of 12 months or less at commencement are not recorded on the consolidated balance sheet. Lease expense for these arrangements is recognized on a straight-line basis over the lease term.

Leases consist of the following:

Operating Leases

	September 30, 2023
Operating lease assets	$ 5,209
Current portion of operating lease obligation	$ 1,557
Operating lease obligation, less current portion	4,119
Total operating lease liabilities	$ 5,676

Lease expense for lease payments is recognized on a straight-line basis over the lease term. The components of lease expense are as follows:

	Year Ended September 30, 2023
Operating lease expense	$ 1,203
Short-term lease expense	270
Total lease expense	$ 1,473

Lease term and discount rate are as follows:

	September 30, 2023
Weighted-average remaining lease terms:	4.38 years
Weighted-average remaining discount rate:	1.77%

6. Leases (continued)

The following table summarizes the maturity of lease liabilities under operating leases for the next five years and the years thereafter, as of September 30, 2023:

	Operating Leases
2024	$ 1,557
2025	1,424
2026	1,058
2027	784
2028	803
Thereafter	270
Total lease payments	5,896
Less: imputed interest	220
Total lease liabilities	$ 5,676

Supplemental cash flow information related to leases are as follows:

	Year Ended September 30, 2023
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from operating leases	$ 1,534

Rent expense for the year ended September 30, 2023, amounted to $1,716.

Financing Leases

	September 30, 2023
Financing lease assets	$ 550
Financing lease liabilities	$ 590

6. Leases (continued)

	Year Ended September 30, 2023
Weighted-average remaining lease terms:	3.26 years
Weighted-average remaining discount rate:	1.37%

The following table summarizes the maturity of lease liabilities under financing leases for the next five years and the years thereafter, as of September 30, 2023:

	Financing Leases
2024	$ 221
2025	220
2026	220
2027	55
Total lease payments	716
Less: imputed interest	126
Total lease liabilities	$ 590

Supplemental cash flow information related to leases are as follows:

	September 30, 2023
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from financing leases	$ 48
Lease assets obtained in exchange for new financing lease liabilities	845

Both operating and financing leases are included in the financial statement caption lease obligation.

7. Sources of Revenue

Federal, State, and Local Financial Awards

The Company receives funding from several Government and other agencies to provide behavioral health and child protective services to clients in a four-county region. This revenue is predominantly deemed to be unconditional contribution revenue and not governed under the ASC 606 guidance. The contractual obligations with these payors are met as services are provided. These contracts are billed monthly. The Company expects to be paid for all services provided. Adjustments are made as they arise for any services that will not be reimbursed.

Net Client Service Revenue

The Company's client service revenues generally relate to contracts with clients in which the performance obligation is to provide behavioral health care services. Revenues are recorded during the period when the obligations are satisfied. The obligations are generally satisfied over a day or more for residential or inpatient programs or less for outpatient services. The contractual relationships with clients often involve a third-party payor and the transaction prices for the services provided are dependent upon the terms provided by or negotiated with the third-party payors. The payment arrangements with third party payers for services provided to clients are typically for rates lower than the customary and standard fees. The differences in these rates are considered to be explicit price concessions.

Client service revenue is based upon the estimated amounts expected to be received from the clients and any third-party payors. Explicit price concessions are estimated at the time revenue is recorded and may be adjusted in future periods. The Company elected to use the portfolio approach to assess collectability due to the large volume of similar contracts with similar classes of customers. The effect of applying the portfolio approach to a group of contracts would not differ materially from considering each contract separately. Management's judgment to group the contracts by portfolio is based on the payment behavior expected in each portfolio category. As a result, aggregating all contracts (which are at the patient level) by the particular payor or group of payors will result in the recognition of the same amount of patient service revenue as applying the analysis at the individual patient level.

7. Sources of Revenue (continued)

Net client service fee revenue is not recognized for those clients that qualify for charity under the Company's charity care policies. For all others, service fee revenue, net of explicit price concessions and other deductions recognized from major payor sources is as follows:

	Year Ended September 30, 2023
Third-party payors, net of deductions	$ 17,750
Self-pay clients, net of deductions	4,571
	$ 22,321

Revenues from the Medicare and Medicaid programs accounted for approximately 42% of the Company's net client service fees for the year ended September 30, 2023. Laws and regulations governing Medicare and Medicaid programs are extremely complex and subject to interpretation. As a result, there is at least a reasonable possibility that recorded estimates will change by a material amount. Changes in the Medicare and Medicaid programs and the reduction of funding levels could have an adverse impact on the Center.

Vocational Service Contracts

The Company's vocational service revenues generally relate to contracts with federal, state or local customers in which the performance obligation is to provide various "bundled" type services to our customers. The Company has contractual obligations to provide services as outlined in the statement of work within each formal contract. Although the services within each business line are distinct, they are bundled services transferred consecutively on a monthly basis as a line of business. The lines of business consist of business services, custodial services, food services, facilities maintenance, health care environmental services, information technology, as well as employment support services. The performance obligations for vocational contracts are spelled out in the contract either in the performance work statement or other applicable section of the contract. These bundled services are invoiced each month at the contract price over the life of the contract period. Revenues for these services are recognized on a monthly basis as the services are performed.

7. Sources of Revenue (continued)

A summary for the year ended September 30, 2023:

	2023
Federal	$ 100,854
State	1,814
Local	628
Other	53
	$ 103,349

Each distinct service is satisfied over time and the measurement of progress toward satisfaction of the performance obligation is the same for each of the services in the series (monthly services) in accordance with the contracts in place. Each contract for the above series of services (business line) delivers the services over an annual or multi-year period and is measured monthly, consistent with the billing for these services. Each line of business is considered a series of distinct services performed and treated as a single performance obligation that is set each month as services are provided.

The monthly payment and methodology are fixed in each contract. All business lines and other services in each contract are valued at their standalone value of the service in the contract. There are no instances where a service or product is provided at no value or a value below its standalone value (discounted) as stated in a contract. Each business line has a fixed price that is recognized over the period the performance obligation is met. Contracts with time and materials (T&M) provisions have the hourly rate and materials recorded at their standalone value and are not discounted as a part of the overall contract. As nearly all contracts are with government/state organizations, collectability is assured as we have nearly no history of uncollectable amounts for services rendered. As such, no variable consideration is included in the determination of the transaction price for each contract.

7. Sources of Revenue (continued)

Contract Revenue

The Company as a managed care provider receives payments under an agreement with Medicaid Managed Healthcare prepaid health plans (MMA plans), which obligates the Company to stand ready to provide or obtain services for qualified beneficiaries (individuals who enroll with an MMA plan). The qualified beneficiaries sign up with the MMA plans to participate in such a health plan. These payments are referred to as capitation fees. The payment is calculated using a per member per month rate (PMPM rate) for each qualified beneficiary.

The Company has two performance obligations related to Managed Care contract revenue that are both paid through capitation revenues – administrative services and behavioral healthcare services.

The first is the administrative services component of the MMA Plan in the amount of 12.5% of the capitation revenue which is for the administrative, recordkeeping and other services of the plan activities. All these services are not considered distinct individually but are a series of services delivered simultaneously each month as a single performance obligation. Like the capitation revenue described above and below for providing healthcare services, the administrative services are also stand ready obligations recognized over time.

The second performance obligation is for healthcare services as detailed above. These are stand-ready performance obligations and although may incorporate several different lines of services are deemed a single performance obligation delivered over time as measured each month.

Transaction price considerations include monthly capitation payment, retroactive adjustments, incentive payments and other risk pool adjustments.

The capitation fees do not vary with the volume of behavioral health services provided and are exclusive of any client copayments or deductibles under their respective plans. Therefore, the Company bears the risk of providing goods and services or contracting for services that the beneficiary is entitled to receive.

In addition to the capitation fees, the amount of contract revenue may be affected by factors such as reinsurance recoveries, retroactive adjustments for member eligibility, risk pools adjustments such as financial incentives and quality targets, and other adjustments.

7. Sources of Revenue (continued)

Contract Revenue (continued)

The Company has concluded that based on the immaterial nature of the adjustments no variable consideration need be included in the transaction price related to the capitation fees.

Capitation arrangements represent a stand-ready obligation to provide services to qualified beneficiaries. The Company recognizes monthly capitation fees as Managed Care contract revenue over time when the periods for which the qualified beneficiary is entitled to services are completed.

8. In-Kind Contributions

In-kind contributions and expenses represent the value assigned to donated prescription drugs from the State of Florida. In-kind contributions are recognized if the services or goods received create or enhance non-financial assets. In-kind contributions for the year ended September 30, 2023, amounted to $405.

9. Retirement Plan

The Company provides a tax deferred annuity 403(b) retirement plan (Plan) to all eligible employees. Employees who work a minimum of 20 hours per week are eligible to participate in the Plan after completing one year of employment. Voluntary employee contributions are allowed to the extent permitted by law. The Company matched each eligible participant's pay period contribution to the Plan up to 3% of each eligible participant's compensation. In compliance with Internal Revenue Service regulations, employer contributions for eligible participants vest under a six-year graduated vesting schedule. Plan expenses for the year ended September 30, 2023, amounted to $1,811.

10. Support from the State of Florida Requiring Match

The Company received a substantial portion of its support passed through from the State of Florida under grant contract number AO110 with the Florida Department of Children and Families (DCF) Substance Abuse and Mental Health Program. This contract must be renegotiated annually. The contract requires a local match for certain community mental health services. This local match requirement has been met for 2023.

11. Net Assets with Donor Restriction

Net assets with donor restrictions as of September 30, 2023, were $1,430, the majority of which relate to children's services.

12. Commitments and Contingencies

The Company carries general and professional liability insurance from an unrelated commercial insurance carrier with coverage up to $2,000 per occurrence and $4,000 in the aggregate, on a claims-made basis, and employee benefits liability insurance with coverage up to $1,000 per occurrence and $1,000 in the aggregate. In addition, the Company has an excess coverage policy. The Company is involved in various lawsuits and claims incidental to the normal course of its operations. The Company may be liable for losses in excess of the amounts recorded at September 30, 2023; however, in the opinion of management, such potential losses would not be material to the consolidated financial statements.

In 2021, Global Connections to Employment (GCE), was served a Civil Investigative Demand (CID) by a U.S. Attorney's Office and a criminal matter grand jury subpoena, both related to GCE's contracts with the Department of Defense Manpower Data Center. GCE has fully cooperated in these matters by providing responses and documentation as requested.

In addition to the expense of responding, government investigations can also result in monetary penalties and damages, as well as administrative sanctions such as suspension, exclusion or debarment. Although GCE was part of the sale of the membership interest in Lakeview Center, Inc., BHCC has retained certain liabilities related to the investigation to the extent they arose prior to the sale or arose from activity prior to the sale.

12. Commitments and Contingencies (continued)

Lakeview Center, Inc. is self-insured for employees' medical insurance claims. The Company carries stop-loss insurance coverage with annual limits of $300 per participant and $14,020 in the aggregate. Global Connections to Employment, Inc. is fully insured for full-time employees and self-insured for part-time employees. It is the opinion of management that recorded reserves are adequate for existing and unreported claims.

The Company has established multiple irrevocable standby letters of credit: one in the amount of $250 with the Company's previous administrator for workers' compensation claims as the named beneficiaries; one each for $367and $368 with the insurance providers for the Access Behavioral Health (ABH) managed medical advantage plan; and one for $1,675 with the Company's current administrator for workers' compensation claims as the named beneficiary. The Company, under its workers' compensation policies, is responsible for paying all individual claims up to $273 each, as well as certain administration costs to its claims administrators. Should the Company default on any of these payments, the letter of credit guarantees the claims administrators' payment of any outstanding amounts.

Line of Credit Agreement

At September 30, 2023, the Company has a line of credit arrangement of $10,000, reduced from $15,000 on February 1, 2022. The line of credit is secured by a parity Obligation issued under the Master Indenture related to the bonds issued. This line of credit has no outstanding balance as of September 30, 2023.

Contingencies

Federal and State Financial Awards – The Company has received numerous federal and state grants. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Company. In the opinion of management, such claims, if any, should not have a material adverse effect on the consolidated financial position, results of operations, or cash flows of the Company.

Unemployment Compensation – The Company reports its wages to various states for unemployment compensation purposes, as a reimbursable employer. Reimbursable employers compensate prior employees only when a claim has been made with these states. In the opinion of management, no material claims were outstanding that had not been reserved for at September 30, 2023.

13. Summary Information Relating to Financially Interrelated Entities

Summary financial information of Lakeview Villa, Inc. and Lakeview Place, Inc., which are included in these consolidated financial statements, is shown below. Inter-entity transactions have not been eliminated from this summary data.

	Lakeview Villa, Inc.	Lakeview Place, Inc.
Total assets	$ 249	$ 192
Total liabilities	$ 432	$ 311
Net deficit without donor restrictions	(183)	(119)
Total net deficit	(183)	(119)
Total liabilities and net deficit without donor restrictions	$ 249	$ 192
Total revenue and support	$ 156	$ 101
Total expenses	176	109
Change in net deficit without donor restrictions	$ (20)	$ (8)

14. Financial Assets and Liquidity Resources

As of September 30, 2023, financial assets and liquidity resources available within one year for general expenditure, such as operating expenses, scheduled principal payments on debt, and capital expenditures were as follows:

	September 30, 2023
Cash and cash equivalents	$ 31,912
Short-term investments	277
Accounts receivable	26,013
Total Financial Assets	$ 58,202

15. Coronavirus Disease 2019

Due to the global viral outbreak caused by Coronavirus Disease 2019 (COVID-19), in 2020, the Center received CARES funding in both fiscal years 2020 and 2021. In fiscal year 2022, the Company received $153 from Homelessness & Housing Alliance, the HUD designated lead agency for the Okaloosa Walton Homeless Continuum of Care. In 2023, the Company received $50 from American Rescue Plan ACT Coronavirus State and Local Fiscal Recovery Fund (ARPA). The Company continues to respond to the impact COVID-19 cases, but operations have predominantly returned to normal.

16. Functional Classification of Expenses

The Company provides human services, including inpatient, outpatient, long term and community-based behavioral health services, child protective services, and employment for people with disabilities within its region and nationally. Administrative services include administration, finance and accounting, information technology, human resources, and other functions. Organizational expenses are allocated to program and administrative services based on the benefit received in those areas while administrative services costs are allocated to program areas based on federally approved indirect cost rate.

Expenses by functional classification for the year ended September 30, 2023 consist of the following:

	Year Ended September 30, 2023		
	Program Services	Administrative Services	Total
Salaries and benefits	$ 127,977	$ 9,030	$ 137,007
Subcontracted services	12,534	-	12,534
Subsidy payments	3,262	-	3,262
Contract medical services	18,105	-	18,105
Professional fees	3,873	1,105	4,978
Medical/pharmacy services	15,516	36	15,552
Building occupancy	5,658	535	6,193
Other general, administrative and other	14,530	4,295	18,825
	$ 201,455	$ 15,001	$ 216,456

17. Subsequent Events

The Company evaluated events and transactions occurring subsequent to September 30, 2023, and through, February 26, 2024, the date the accompanying consolidated financial statements were available to be issued. During this period, there were no subsequent events that required recognition or disclosure in the accompanying consolidated financial statements.

OTHER INFORMATION

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

FUNDING SOURCES & REVENUES			Case Management	Crisis Support/ Emergency	Day Treatment	In-home & Onsite	Medical Services	Outpatient (Indiv.)	Outreach	Residential II	Residential III	Incidental Expenses	Information and Referral	Outpatient Group	BNET	First Episode Team	Cost Reimbursement	CAT Team	FACT Team	Other Bundled Projects	Mental Health Total	Assessment	Case Management	Day Treatment	Intervention (Indiv.)
A			02	04	06	08	12	14	15	19	20	28	30	35	A1	A5	B3	B4	B5	C0	B	01	02	06	11
IA. STATE SAMH FUNDING		✔ Agrees to 02-8 w/o/e.																							
Current Year Funding																									
Expenditure Report OCA#	**Provider Subcontract#**	**Funding Source: F-Federal S-State F/S-Federal and State**																							
MH001	A0110	F/S								$ 1,700,884.44	$ 1,664,067.66										$ 3,364,952.10				
MH009	A0110	F/S	$ 542,288.76		$ 520,169.65	$ 22,919.07	$ 1,524,149.84	$ 1,235,771.21						$ 28,319.89							$ 3,873,618.42				
MH009	A0260	F/S	$ 74,010.06						$ 22,896.94												$ 96,907.00				
MH076	A0110	S										$ 31,773.00									$ 31,773.00				
MH0BN	A0160	F/S													$ 96,961.72						$ 96,961.72				
MH0CN	A0110	F/S	$ 977.64						$ 3,371.73												$ 4,349.37				
MH0FT	A0170	F/S										$ 168,806.44							$ 563,792.48		$ 732,598.92				
MH0PG	A0260	F							$ 33,845.00												$ 33,845.00				
MH0TB	A0110	F								$ 323,213.13											$ 323,213.13				
MH211	A0110	S											$ 62,500.00								$ 62,500.00				
MH26S	A0801	F														$ 51,754.45	$ 5,427.70				$ 57,182.15				
MHCAT	A0110	S																$ 66,243.73			$ 66,243.73				
MHCAT	A0240	S																$ 2,296,250.00			$ 2,296,250.00				
MHCC2	A0250	F		$ 57,994.00																	$ 57,994.00				
MHCCS	A0250	F		$ 173,983.00																	$ 173,983.00				
MHMCT	A0250	F/S		$ 1,660,679.00																	$ 1,660,679.00				
MHMCT	A0806	F/S		$ 154,722.67																	$ 154,722.67				
MHMDT	A0804	S																		$ 269,032.50	$ 269,032.50				
Total Current Year Funding		[redacted]	$ 617,276.46	$ 2,047,378.67	$ 520,169.65	$ 22,919.07	$ 1,524,149.84	$ 1,235,771.21	$ 60,113.67	$ 2,024,097.57	$ 1,664,067.66	$ 200,579.44	$ 62,500.00	$ 28,319.89	$ 96,961.72	$ 51,754.45	$ 5,427.70	$ 2,362,493.73	$ 563,792.48	$ 269,032.50	$ 13,356,805.71	$ -	$ 49,483.52	$ 74,368.44	$ 25,659.26
Carry Forward Funding																									
Expenditure Report OCA#	**Provider Subcontract#**	**Funding Source: F-Federal S-State F/S-Federal and State**																							
MHCAT	A0240	S																$ 250,000.00			$ 250,000.00				
Total Carry Forward Funding		[redacted]	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 250,000.00	$ -	$ -	$ 250,000.00	$ -	$ -	$ -	$ -
TOTAL STATE SAMH FUNDING =			$ 617,276.46	$ 2,047,378.67	$ 520,169.65	$ 22,919.07	$ 1,524,149.84	$ 1,235,771.21	$ 60,113.67	$ 2,024,097.57	$ 1,664,067.66	$ 200,579.44	$ 62,500.00	$ 28,319.89	$ 96,961.72	$ 51,754.45	$ 5,427.70	$ 2,612,493.73	$ 563,792.48	$ 269,032.50	$ 13,606,805.71	$ -	$ 49,483.52	$ 74,368.44	$ 25,659.26
IB. OTHER GOVERNMENTT FUNDING			-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(1) Other State Agency Funding			$ 209,211.66	$ 114,536.14	$ -	$ -	$ 26,425.80	$ 248,903.26	$ 55,267.04	$ -	$ -	$ -	$ -	$ 1,202.70	$ -	$ 22,468.74	$ 2,222.18	$ (3,678.91)	$ -	$ 108,970.32	$ 785,528.93	$ -	$ 50,103.37	$ -	$ 29.15
(2) Medicaid			$ 808,312.03	$ 3,996.00	$ 608,871.80	$ 61.56	$ 763,193.13	$ 3,397,918.51	$ 7.74	$ 432,004.22	$ 144,339.43	$ -	$ 75.60	$ 64,432.31	$ 393.61	$ -	$ -	$ 6,871.65	$ -	$ 2,167.20	$ 6,232,644.79	$ -	$ 50,977.17	$ 14,319.47	$ 34,622.73
(3) Local Government			$ 34,536.17	$ -	$ 277,445.42	$ -	$ 80,248.36	$ 1,076,106.59	$ (10,742.39)	$ 37,136.99	$ 28,337.90	$ -	$ 11,424.30	$ 23,507.58	$ -	$ -	$ -	$ -	$ -	$ -	$ 1,558,000.90	$ -	$ -	$ 257,394.30	$ -
(4) Federal Grants and Contracts			$ 19,325.19	$ -	$ 134,809.99	$ -	$ -	$ -	$ 14,578.65	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 168,713.83	$ -	$ -	$ -	$ -
(5) In-kind from local govt. only			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOTAL OTHER GOVERNMENT FUNDING =			$ 1,071,385.04	$ 118,532.14	$ 1,021,127.21	$ 61.56	$ 869,867.29	$ 4,722,928.36	$ 59,111.04	$ 469,141.20	$ 172,677.33	$ -	$ 11,499.90	$ 89,142.59	$ 393.61	$ 22,468.74	$ 2,222.18	$ 3,192.74	$ -	$ 111,137.52	$ 8,744,888.45	$ -	$ 101,080.54	$ 271,713.77	$ 34,651.88
IC. ALL OTHER REVENUES																									
(1) 1st & 2nd Party Payments			$ 113,746.94	$ 849.13	$ 258,270.14	$ 17.10	$ 939,780.71	$ 559,630.76	$ 6.45	$ 130,582.16	$ 250,577.71	$ 150,570.56	$ (97.00)	$ 19,753.61	$ 0.00	$ -	$ 0.00	$ (1,957.68)	$ 504,084.04	$ 5.00	$ 2,925,819.63	$ -	$ 93,421.39	$ 10,304.98	$ 16,543.12
(2) 3rd Party Payments (except Medicare)			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(3) Medicare			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(4) Contributions and Donations			$ 9,913.69	$ -	$ -	$ -	$ -	$ 28,164.33	$ 7,478.74	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 45,556.76	$ -	$ -	$ -	$ -
(5) Other			$ 646.53	$ 221.50	$ 30,914.85	$ -	$ 206.93	$ 19,077.89	$ -	$ 98.40	$ 8,826.75	$ 2.30	$ 3,196.00	$ 859.28	$ -	$ -	$ -	$ -	$ 7.70	$ -	$ 64,057.93	$ -	$ -	$ -	$ -
(6) In-kind			$ 14,355.75	$ -	$ -	$ -	$ 5,790.78	$ 62,531.06	$ 198.86	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 82,876.45	$ -	$ -	$ -	$ -
TOTAL ALL OTHER REVENUES =			$ 138,662.90	$ 1,070.63	$ 289,184.79	$ 17.10	$ 945,778.42	$ 669,404.04	$ 7,684.06	$ 130,680.56	$ 259,404.46	$ 150,572.86	$ (97.00)	$ 22,949.61	$ 859.28	$ -	$ 0.00	$ (1,957.68)	$ 504,091.74	$ 5.00	$ 3,118,310.76	$ -	$ 93,421.39	$ 10,304.98	$ 16,543.12
	TOTAL FUNDING =		$ 1,827,324.41	$ 2,166,981.44	$ 1,830,481.65	$ 22,997.73	$ 3,339,795.55	$ 6,628,103.61	$ 126,908.76	$ 2,623,919.33	$ 2,096,149.45	$ 351,152.30	$ 73,902.90	$ 140,412.09	$ 98,214.61	$ 74,223.19	$ 7,649.88	$ 2,613,728.79	$ 1,067,884.22	$ 380,175.02	$ 25,470,004.93	$ -	$ 243,985.46	$ 356,387.18	$ 76,854.26

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

Medical Services	Medication-Assisted Tx	Outpatient (Indiv.	Residential II	Residential III	Inpatient Detoxification	TASC	Incidental Expenses	Outpatient Group	Prevention - Universal Direct	FIT Team	Network Eval. & Dvlpmt.	Substance Abuse Total	Total for State SAMH-Funded Covered Services or Projects	Total for Non-State-Funded Covered Services or Projects	Total for All Covered Services or Projects	Non-SAMH Covered Services or Projects	Total Funding
12	13	14	19	20	24	27	28	35	50	A2	B1	C	(B+C) D	E	(D+E) F	G	(F+G) H
												$ -	$ 3,364,952.10		$ 3,364,952.10		$ 3,364,952.10
												$ -	$ 3,873,618.42		$ 3,873,618.42		$ 3,873,618.42
												$ -	$ 96,907.00		$ 96,907.00		$ 96,907.00
												$ -	$ 31,773.00		$ 31,773.00		$ 31,773.00
												$ -	$ 96,961.72		$ 96,961.72		$ 96,961.72
												$ -	$ 4,349.37		$ 4,349.37		$ 4,349.37
												$ -	$ 732,598.92		$ 732,598.92		$ 732,598.92
												$ -	$ 33,845.00		$ 33,845.00		$ 33,845.00
												$ -	$ 323,213.13		$ 323,213.13		$ 323,213.13
												$ -	$ 62,500.00		$ 62,500.00		$ 62,500.00
												$ -	$ 57,182.15		$ 57,182.15		$ 57,182.15
												$ -	$ 66,243.73		$ 66,243.73		$ 66,243.73
												$ -	$ 2,296,250.00		$ 2,296,250.00		$ 2,296,250.00
												$ -	$ 57,994.00		$ 57,994.00		$ 57,994.00
												$ -	$ 173,983.00		$ 173,983.00		$ 173,983.00
												$ -	$ 1,660,679.00		$ 1,660,679.00		$ 1,660,679.00
												$ -	$ 154,722.67		$ 154,722.67		$ 154,722.67
												$ -	$ 269,032.50		$ 269,032.50		$ 269,032.50
$ 868,291.16	$ 639.71	$ 1,160,956.59	$ 2,000,815.84	$ 567,481.09	$ 862,411.26	$ 24,605.20	$ 997,325.00	$ 35,913.67	$ 411,971.17	$ 1,122,224.59	$ 84,163.00	$ 8,286,309.50	$ 21,643,115.21		$ 21,643,115.21		$ 21,643,115.21
												$ -	$ 250,000.00		$ 250,000.00		$ 250,000.00
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 250,000.00		$ 250,000.00		$ 250,000.00
$ 868,291.16	$ 639.71	$ 1,160,956.59	$ 2,000,815.84	$ 567,481.09	$ 862,411.26	$ 24,605.20	$ 997,325.00	$ 35,913.67	$ 411,971.17	$ 1,122,224.59	$ 84,163.00	$ 8,286,309.50	$ 21,893,115.21		$ 21,893,115.21		$ 21,893,115.21
$ 15,009.20	$ 5,010.34	$ 397,145.07	$ -	$ -	$ -	$ -	$ -	$ 51,156.27	$ -	$ (56,411.87)	$ -	$ 462,041.53	$ 1,247,570.46	$ 7,434,322.42	$ 8,681,892.88	$ 6,493.29	$ 8,688,386.17
$ 458,292.11	$ 5,097.72	$ 1,133,531.57	$ 556,815.93	$ 18,728.42	$ -	$ 7,136.05	$ -	$ 123,163.96	$ -	$ 29,646.80	$ -	$ 2,432,331.93	$ 8,664,976.72	$ 6,489,602.90	$ 15,154,579.62	$ 16,971,414.84	$ 32,125,994.46
$ 48,181.57	$ -	$ 366,264.56	$ 12,953.84	$ 13,939.20	$ -	$ -	$ -	$ 56,171.35	$ 8,600.00	$ -	$ -	$ 763,504.82	$ 2,321,505.72	$ 223,611.71	$ 2,545,117.43	$ 764,796.62	$ 3,309,914.05
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 168,713.83	$ 1,613,744.51	$ 1,782,458.34	$ 99,495,721.35	$ 101,278,179.69
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ 521,482.88	$ 10,108.05	$ 1,896,941.20	$ 569,769.77	$ 32,667.62	$ -	$ 7,136.05	$ -	$ 230,491.58	$ 8,600.00	$ (26,765.07)	$ -	$ 3,657,878.28	$ 12,402,766.73	$ 15,761,281.54	$ 28,164,048.27	$ 117,238,426.10	$ 145,402,474.37
$ 572,368.60	$ 9,342.14	$ 2,038,939.02	$ 5,760.53	$ 47,824.99	$ -	$ 729.12	$ -	$ 160,416.74	$ -	$ 6,216.70	$ -	$ 2,961,867.32	$ 5,887,686.95	$ 16,690,041.14	$ 22,577,728.09	$ -	$ 22,577,728.09
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 45,556.76	$ 4,488.84	$ 50,045.60	$ 407,193.77	$ 457,239.37
$ 121.63	$ -	$ 7.44	$ 295.19	$ 1,073.13	$ 4.23	$ -	$ -	$ 0.40	$ -	$ -	$ -	$ 1,502.01	$ 65,559.94	$ 12,111.75	$ 77,671.69	$ 559,758.49	$ 637,430.18
$ 3,702.30	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 3,702.30	$ 86,578.75	$ 107,144.35	$ 193,723.10	$ 226,884.40	$ 420,607.50
$ 576,192.53	$ 9,342.14	$ 2,038,946.46	$ 6,055.71	$ 48,898.12	$ 4.23	$ 729.12	$ -	$ 160,417.14	$ -	$ 6,216.70	$ -	$ 2,967,071.64	$ 6,085,382.40	$ 16,813,786.08	$ 22,899,168.48	$ 1,193,836.66	$ 24,093,005.14
$ 1,965,966.57	$ 20,089.90	$ 5,096,844.25	$ 2,576,641.32	$ 649,046.84	$ 862,415.49	$ 32,470.37	$ 997,325.00	$ 426,822.39	$ 420,571.17	$ 1,101,676.22	$ 84,163.00	$ 14,911,259.41	$ 40,381,264.34	$ 32,575,067.82	$ 72,956,331.96	$ 118,432,262.76	$ 191,388,594.72

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

EXPENSE CATEGORIES	Case Management	Crisis Support/ Emergency	Day Treatment	In-home & Onsite	Medical Services	Outpatient (Indiv.)	Outreach	Residential II	Residential III	Incidental Expenses	Information and Referral	Outpatient Group	BNET	First Episode Team	Cost Reimbursement	CAT Team	FACT Team	Other Bundled Projects	Mental Health Total	Assessment	Case Management	Day Treatment	Intervention (Indiv.)
A	02	04	06	08	12	14	15	19	20	28	30	35	A1	A5	B3	B4	B5	C0	B	01	02	06	11
IIA. PERSONNEL EXPENSES																							
(1) Salaries	$ 1,314,953.65	$ 959,364.39	$ 464,247.84	$ 10,926.32	$ 2,853,776.38	$ 3,917,939.40	$ 34,340.38	$ 893,148.15	$ 680,418.94	$ 154,839.68	$ 48,341.21	$ 143,902.92	$ 56,697.20	$ 12,788.80	$ 1,264.83	$ 1,135,267.65	$ 518,376.34	$ 56,020.19	$ 13,256,514.27	$ -	$ 78,847.17	$ 127,226.30	$ 54,869.25
(2) Fringe Benefits	$ 371,839.19	$ 281,116.12	$ 90,299.85	$ 5,915.86	$ 415,528.77	$ 1,086,935.99	$ 11,139.33	$ 250,880.51	$ 193,372.29	$ 38,743.77	$ 18,446.04	$ 45,784.09	$ 5,112.16	$ 1,811.70	$ 179.18	$ 318,250.38	$ 129,707.41	$ 22,640.59	$ 3,287,503.20	$ -	$ 23,902.74	$ 26,574.47	$ 13,950.57
TOTAL PERSONNEL EXPENSES =	$ 1,686,792.84	$ 1,240,480.51	$ 554,547.69	$ 16,842.19	$ 3,269,305.15	$ 5,004,875.39	$ 45,479.71	$ 1,143,828.66	$ 873,791.23	$ 193,583.46	$ 66,787.25	$ 189,687.01	$ 61,809.36	$ 14,600.50	$ 1,444.01	$ 1,453,518.01	$ 648,083.74	$ 78,660.78	$ 16,544,117.48	$ -	$ 102,749.92	$ 153,800.77	$ 68,819.82
IIB. OTHER EXPENSES																							
(1) Building Occupancy	$ 162,776.39	$ 43,753.54	$ 372,436.07	$ 6,652.72	$ 75,905.71	$ 523,475.44	$ 1,368.72	$ 162,955.55	$ 185,716.91	$ 9,362.56	$ 3,871.41	$ 35,992.88	$ 5,282.80	$ -	$ -	$ 76,757.18	$ 31,344.22	$ -	$ 1,697,652.10	$ -	$ 17,012.04	$ 49,172.93	$ 4,391.75
(2) Professional Services	$ (203.32)	$ 115,365.43	$ 1,084.83	$ -	$ (55,155.40)	$ (47,289.05)	$ -	$ 2,863.54	$ 835.78	$ -	$ 1,873.12	$ (8,637.71)	$ -	$ 717.00	$ -	$ 13,467.00	$ -	$ -	$ 24,921.22	$ -	$ 314.94	$ (367.26)	$ (1,141.45)
(3) Travel	$ 18,307.93	$ 18,297.01	$ 42,593.48	$ 130.27	$ 2,808.02	$ 38,846.31	$ 3,256.74	$ 9,559.70	$ 11,678.42	$ 3,828.31	$ 1,275.85	$ 1,992.76	$ 1.80	$ 9.65	$ 0.95	$ 59,461.22	$ 12,816.50	$ 817.12	$ 225,681.84	$ -	$ 516.32	$ 137.45	$ 2.57
(4) Equipment	$ 602.80	$ 685.00	$ 1,759.35	$ -	$ 5,980.76	$ 969.37	$ -	$ 254.93	$ 40.60	$ -	$ -	$ 61.37	$ -	$ 1,021.76	$ 101.05	$ 10,203.40	$ -	$ -	$ 21,680.39	$ -	$ 339.30	$ -	$ -
(5) Food Services	$ 37,523.00	$ 982.36	$ 60,016.85	$ 50.17	$ 932.55	$ 137,066.60	$ 3.47	$ 119,080.69	$ 141,413.49	$ 134.51	$ -	$ 108.13	$ 32.64	$ -	$ -	$ 1,123.59	$ 450.32	$ 62.41	$ 498,980.57	$ -	$ 362.35	$ 403.67	$ 107.30
(6) Medical and Pharmacy	$ 13,559.89	$ 11,703.52	$ 2,663.63	$ 43.80	$ 12,212.30	$ 75,098.26	$ 50.11	$ 8,895.66	$ 7,045.18	$ 62.46	$ -	$ 5,027.43	$ 2,759.69	$ -	$ -	$ 543.09	$ 209.09	$ -	$ 139,875.10	$ -	$ 132,174.97	$ 26,727.79	$ -
(7) Subcontracted Services	$ 770.00	$ -	$ -	$ -	$ 208.91	$ 6,173.76	$ -	$ -	$ -	$ -	$ -	$ 627.50	$ 13,349.50	$ -	$ -	$ -	$ -	$ -	$ 21,129.67	$ -	$ 1,444.00	$ -	$ -
(8) Insurance	$ 36,216.16	$ 12,744.33	$ 66,239.98	$ 1,249.91	$ 16,420.50	$ 111,069.09	$ 819.90	$ 49,102.61	$ 37,079.43	$ 2,381.80	$ (902.55)	$ 6,265.08	$ 1,567.56	$ 125.12	$ 12.37	$ 26,273.23	$ 7,973.87	$ 1,896.19	$ 376,534.58	$ -	$ 1,191.41	$ 9,746.84	$ 1,210.41
(9) Interest Paid	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(10) Operating Supplies & Expenses	$ 53,974.31	$ 18,359.90	$ 25,248.36	$ 2,002.63	$ 39,313.33	$ 76,876.64	$ 12,341.15	$ 18,818.98	$ 23,575.74	$ 41,484.63	$ 1,350.02	$ 4,586.99	$ 2,462.81	$ 73.27	$ 7.25	$ 242,707.44	$ 138,883.33	$ (542.09)	$ 701,524.71	$ -	$ 2,044.99	$ 4,635.25	$ 621.25
(11) Other-Bad Debt	$ (3,696.01)	$ (15.00)	$ (806.48)	$ -	$ (144,101.37)	$ (17,663.09)	$ -	$ 606.44	$ 382.53	$ -	$ -	$ (2,701.99)	$ -	$ -	$ -	$ (26.32)	$ -	$ -	$ (168,021.30)	$ -	$ (439.70)	$ (782.65)	$ (808.84)
(12) Donated Items	$ 11,440.14	$ -	$ -	$ -	$ -	$ 39,625.87	$ 198.86	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 51,264.87	$ -	$ -	$ -	$ -
TOTAL OTHER EXPENSES =	$ 331,271.28	$ 221,876.09	$ 571,235.87	$ 10,129.51	$ (45,474.69)	$ 944,249.19	$ 18,038.95	$ 372,139.09	$ 407,768.08	$ 57,254.27	$ 7,467.85	$ 43,322.45	$ 25,456.80	$ 1,946.79	$ 121.63	$ 430,509.83	$ 191,677.33	$ 2,233.63	$ 3,591,223.75	$ -	$ 154,960.62	$ 89,673.81	$ 4,382.99
TOT. PERSONNEL & OTH. EXP. =	$ 2,018,064.13	$ 1,462,356.60	$ 1,125,783.56	$ 26,971.70	$ 3,223,830.46	$ 5,949,124.58	$ 63,518.66	$ 1,515,967.74	$ 1,281,559.31	$ 250,837.72	$ 74,254.90	$ 233,009.45	$ 87,266.16	$ 16,547.30	$ 1,565.63	$ 1,884,027.84	$ 839,761.08	$ 80,894.41	$ 20,135,341.22	$ -	$ 257,710.53	$ 243,474.58	$ 73,202.80
IIC. DISTRIBUTED INDIRECT COSTS																							
(a) Other Support Costs (Optional)																			$ -				
(b) Administration	$ 648,299.01	$ 463,125.31	$ 240,260.05	$ 6,581.64	$ 1,213,335.08	$ 1,883,479.92	$ 21,599.07	$ 508,677.36	$ 363,045.87	$ 72,899.32	$ 44,418.38	$ 72,744.14	$ 22,807.56	$ 6,638.44	$ 656.55	$ 611,451.69	$ 244,054.24	$ 28,075.91	$ 6,452,149.54	$ -	$ 41,710.62	$ 58,584.21	$ 26,228.79
TOT. DISTR'D INDIRECT COSTS =	$ 648,299.01	$ 463,125.31	$ 240,260.05	$ 6,581.64	$ 1,213,335.08	$ 1,883,479.92	$ 21,599.07	$ 508,677.36	$ 363,045.87	$ 72,899.32	$ 44,418.38	$ 72,744.14	$ 22,807.56	$ 6,638.44	$ 656.55	$ 611,451.69	$ 244,054.24	$ 28,075.91	$ 6,452,149.54	$ -	$ 41,710.62	$ 58,584.21	$ 26,228.79
TOTAL ACTUAL OPER. EXPENSES =	$ 2,666,363.13	$ 1,925,481.91	$ 1,366,043.61	$ 33,553.34	$ 4,437,165.54	$ 7,832,604.50	$ 85,117.73	$ 2,024,645.10	$ 1,644,605.18	$ 323,737.04	$ 118,673.28	$ 305,753.59	$ 110,073.72	$ 23,185.74	$ 2,222.18	$ 2,495,479.53	$ 1,083,815.32	$ 108,970.32	$ 26,587,490.77	$ -	$ 299,421.15	$ 302,058.79	$ 99,431.59
IID. UNALLOWABLE COSTS	$ 2,179.65	$ 1,282.59	$ 1,400.36	$ 59.68	$ 3,134.65	$ 9,838.59	$ 193.90	$ 430.27	$ 1,019.31	$ 370.41	$ 55.65	$ 322.02	$ 48.15	$ 4.48	$ 0.44	$ 16,617.86	$ 1,240.06	$ 70.02	$ 38,268.10	$ -	$ 383.82	$ 183.66	$ 121.15
TOT. ALLOWABLE OPER. EXP. =	$ 2,664,183.48	$ 1,924,199.32	$ 1,364,643.25	$ 33,493.66	$ 4,434,030.89	$ 7,822,765.91	$ 84,923.83	$ 2,024,214.83	$ 1,643,585.87	$ 323,366.63	$ 118,617.63	$ 305,431.57	$ 110,025.57	$ 23,181.26	$ 2,221.74	$ 2,478,861.67	$ 1,082,575.26	$ 108,900.30	$ 26,549,222.67	$ -	$ 299,037.33	$ 301,875.14	$ 99,310.44
IIE. CAPITAL EXPENDITURES																			$ -				
III. UNEARNED FUNDS, FUNDING ALLOCATIONS, AND EXCESS FUNDS																							
IIIA. Unearned Funds	$ (2,046,907.02)	$ 123,179.35	$ (844,473.60)	$ (10,574.59)	$ (2,909,881.05)	$ (6,586,994.70)	$ (24,810.16)	$ (117.26)	$ 20,481.79	$ (122,787.19)	$ (56,117.63)	$ (277,111.68)		$ 28,573.19	$ 3,205.96	$ 133,632.06	$ (518,782.78)	$ 160,132.20	$ (12,929,353.11)	$ -	$ (249,553.81)	$ (227,506.70)	$ (73,651.18)

LifeView Group, Inc and Subsidiaries
Schedule of Functional Revenues and Expenses (Regulatory Base) (Unaudited)
June 30, 2023

Medical Services 12	Medication-Assisted Tx 13	Outpatient (Indiv.) 14	Residential II 19	Residential III 20	Inpatient Detoxification 24	TASC 27	Incidental Expenses 28	Outpatient Group 35	Prevention - Universal Direct 50	FIT Team A2	Network Eval. & Dvlpmt. B1	Substance Abuse Total C	Total for State SAMH-Funded Covered Services (B+C) D	Total for Non-State-Funded Covered Services E	Total for All Covered Services (D+E) F	Non-SAMH Covered Services G	Other Support Costs (optional) H	Administration I	Total Expenses (F+G+H*+I*) J
$ 1,677,624.20	$ 7,884.72	$ 1,703,802.17	$ 817,525.80	$ 233,136.63	$ 511,409.01	$ 37,837.26	$ -	$ 206,784.55	$ 185,670.88	$ 409,405.81	$ -	$ 6,052,023.75	$ 19,308,638.02	$ 8,495,299.29	$ 27,803,937.31	$ 65,917,679.31	$ -	$ 12,142,681.06	$ 105,864,297.68
$ 245,326.17	$ 2,390.27	$ 525,416.49	$ 220,472.78	$ 66,744.73	$ 61,117.47	$ 7,725.74	$ -	$ 63,652.58	$ 45,183.73	$ 102,592.39	$ -	$ 1,405,050.14	$ 4,692,553.34	$ 1,887,687.42	$ 6,580,240.76	$ 22,065,561.65	$ -	$ 3,078,720.98	$ 31,724,523.39
$ 1,922,950.37	$ 10,274.99	$ 2,229,218.67	$ 1,037,998.59	$ 299,881.36	$ 572,526.48	$ 45,563.00	$ -	$ 270,437.13	$ 230,854.61	$ 511,998.20	$ -	$ 7,457,073.88	$ 24,001,191.36	$ 10,382,986.71	$ 34,384,178.07	$ 87,983,240.96	$ -	$ 15,221,402.04	$ 137,588,821.07
$ 46,370.96	$ 1,701.20	$ 387,712.65	$ 195,719.66	$ 54,180.22	$ 29,702.61	$ 4,083.55	$ -	$ 53,688.80	$ 1,842.23	$ 8,074.27	$ 2,003.88	$ 855,656.76	$ 2,553,308.86	$ 1,205,691.96	$ 3,759,000.82	$ 4,065,409.08	$ -	$ 1,660,327.84	$ 9,484,737.74
$ 504.35	$ 31.49	$ (1,350.23)	$ 402.35	$ -	$ -	$ -	$ -	$ (4,330.81)	$ 100.00	$ 87.06	$ -	$ (5,749.55)	$ 19,171.67	$ 20,165.32	$ 39,336.99	$ 3,909,014.14	$ -	$ 1,315,829.55	$ 5,264,180.68
$ 1,661.94	$ 51.63	$ 6,579.06	$ 14,323.30	$ 4,373.75	$ 1.45	$ -	$ -	$ 2,391.08	$ 305.55	$ 42,715.44	$ -	$ 73,059.54	$ 298,741.38	$ 253,751.20	$ 552,492.58	$ 1,362,763.90	$ -	$ 132,696.37	$ 2,047,952.85
$ 3,572.10	$ 33.93	$ 4,874.82	$ 483.40	$ -	$ 47.48	$ -	$ -	$ 503.17	$ -	$ -	$ -	$ 9,854.21	$ 31,534.60	$ 12,154.52	$ 43,689.12	$ 89,873.75	$ -	$ 236,022.68	$ 369,585.55
$ 548.67	$ 36.23	$ 5,697.18	$ 246,397.89	$ 68,771.68	$ 17,655.49	$ 14.05	$ -	$ 551.12	$ -	$ 140.99	$ -	$ 340,686.62	$ 839,667.19	$ 279,544.40	$ 1,119,211.59	$ 797,515.91	$ -	$ 13,850.25	$ 1,930,577.75
$ 8,728.46	$ 13,217.50	$ 114,363.20	$ 13,109.28	$ 2,853.67	$ 3,637.48	$ -	$1,044,182.29	$ 143,613.65	$ -	$ -	$ -	$ 1,502,608.29	$ 1,642,483.39	$ 12,853,313.45	$ 14,495,796.84	$ 89,409.23	$ -	$ 5,819.77	$ 14,591,025.84
$ 410.69	$ 144.40	$ 38,694.91	$ -	$ -	$ -	$ -	$ -	$ 2,689.28	$ -	$ (450.00)	$ -	$ 42,933.28	$ 64,062.95	$ 6,099,487.78	$ 6,163,550.73	$ 38,730,524.25	$ -	$ 437,000.00	$ 45,331,074.98
$ 9,431.16	$ 119.14	$ 31,260.93	$ 49,358.24	$ 10,941.66	$ 10,353.48	$ (370.32)	$ -	$ 7,176.01	$ 1,393.75	$ 5,565.26	$ -	$ 137,377.76	$ 513,912.34	$ 233,849.00	$ 747,761.34	$ 561,857.91	$ -	$ 144,899.06	$ 1,454,518.31
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 2,071,820.46	$ -	$ 4.20	$ 2,071,824.66
$ 23,369.41	$ 204.50	$ 43,853.25	$ 15,388.94	$ 7,547.17	$ 5,015.37	$ (254.04)	$ -	$ 6,955.13	$ 3,645.63	$ 27,143.50	$ -	$ 140,170.33	$ 841,695.04	$ 494,506.33	$ 1,336,201.37	$ 2,592,701.34	$ -	$ 4,357,811.60	$ 8,286,714.31
$ (85,658.55)	$ (43.97)	$ (15,942.98)	$ 26.30	$ 59.73	$ -	$ -	$ -	$ (3,136.43)	$ -	$ -	$ -	$ (106,727.08)	$ (274,748.38)	$ (146,048.82)	$ (420,797.20)	$ -	$ -	$ 176,403.98	$ (244,393.22)
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 51,264.87	$ 7,927.60	$ 59,192.47	$ 226,884.40	$ -	$ -	$ 286,076.87
$ 8,939.19	$ 15,496.06	$ 615,742.80	$ 535,209.36	$ 148,727.87	$ 66,413.36	$ 3,473.24	$1,044,182.29	$ 210,101.00	$ 7,287.16	$ 83,276.52	$ 2,003.88	$ 2,989,870.15	$ 6,581,093.90	$ 21,314,342.74	$ 27,895,436.64	$ 54,497,774.37	$ -	$ 8,480,665.30	$ 90,873,876.31
$ 1,931,889.56	$ 25,771.05	$ 2,844,961.47	$ 1,573,207.95	$ 448,609.23	$ 638,939.84	$ 49,036.24	$1,044,182.29	$ 480,538.13	$ 238,141.77	$ 595,274.72	$ 2,003.88	$ 10,446,944.04	$ 30,582,285.26	$ 31,697,329.45	$ 62,279,614.71	$ 142,481,015.33	$ -	$ 23,702,067.34	$ 228,462,697.38
												$ -	$ -		$ -		$ -		$ -
$ 715,171.67	$ 4,171.06	$ 873,667.24	$ 428,944.23	$ 119,678.76	$ 193,852.44	$ 19,890.69	$ -	$ 107,643.02	$ 99,160.20	$ 192,200.17	$ -	$ 2,880,903.11	$ 9,333,052.65	$ 4,211,308.07	$ 13,544,360.72	$ 10,268,004.49			$ (23,702,067.34)	$ 110,297.87
$ 715,171.67	$ 4,171.06	$ 873,667.24	$ 428,944.23	$ 119,678.76	$ 193,852.44	$ 19,890.69	$ -	$ 107,643.02	$ 99,160.20	$ 192,200.17	$ -	$ 2,880,903.11	$ 9,333,052.65	$ 4,211,308.07	$ 13,544,360.72	$ 10,268,004.49	XXXXXXXXXX	XXXXXXXXX		
$ 2,647,061.23	$ 29,942.12	$ 3,718,628.71	$ 2,002,152.18	$ 568,287.99	$ 832,792.28	$ 68,926.93	$1,044,182.29	$ 588,181.15	$ 337,301.97	$ 787,474.89	$ 2,003.88	$ 13,327,847.14	$ 39,915,337.91	$ 35,908,637.52	$ 75,823,975.43	$ 152,749,019.82	$ 0.00	$ 0.00	$ 228,572,995.25
$ 1,848.15	$ 38.38	$ 6,278.38	$ 715.77	$ 472.16	$ 182.68	$ 39.39	$ -	$ 747.36	$ 54.38	$ 700.02	$ -	$ 11,765.30	$ 50,033.40	$ 33,631.35	$ 83,664.75	$ 2,263,107.84	XXXXXXXXXX	XXXXXXXXX	$ 2,346,772.59
$ 2,645,213.08	$ 29,903.73	$ 3,712,350.32	$ 2,001,436.41	$ 567,815.83	$ 832,609.60	$ 68,887.54	$1,044,182.29	$ 587,433.79	$ 337,247.59	$ 786,774.87	$ 2,003.88	$ 13,316,081.84	$ 39,865,304.51	$ 35,875,006.17	$ 75,740,310.68	$ 150,485,911.98	XXXXXXXXX	XXXXXXXXX	$ 226,226,222.66
												$ -	$ -		$ -				$ -
$(1,776,921.92)	$ (29,264.02)	$ (2,551,393.73)	$ (620.57)	$ (334.74)	$ 29,801.66	$ (44,282.34)	$ (46,857.29)	$ (551,520.12)	$ 74,723.58	$ 335,449.72	$ 82,159.12	$ (5,029,772.34)	$ (17,959,125.45)						

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Functional Revenues and Expenses
(Regulatory Basis) (Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period in accordance with guidelines established by the State of Florida Department of Children and Families.

LifeView Group, Inc. and Subsidiaries

Schedule of State Earnings
(Regulatory Basis) (Unaudited)
(Dollars in Thousands)

Year Ended June 30, 2023

1. Total expenditures	$	226,226
2. Less other state and federal funds		(142,093)
3. Less non-match SAMH funds		(15,292)
4. Less unallowable costs per 65E-14, F.A.C.		(2,347)
5. Total allowable expenditures (sum lines 1, 2, 3 and 4)		66,494
6. Maximum available earnings (line 5 times 75%)		49,871
7. Amount of state funds requiring match		4,341
8. Amount due to department (subtract line 7 from line 6)	$	–

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of State Earnings (Regulatory Basis) (Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families. Per guidance Rule 65E-14.003(1)(b), F.A.C., if the amount calculated as due to department is positive, then no amounts are due to department.

LifeView Group, Inc. and Subsidiaries

Schedule of Related-Party Transaction Adjustments
(Regulatory Basis) (Unaudited)

Year Ended June 30, 2023

	Related Passed Through to Subrecipient
Revenues from grantee:	
Services	$ –
Rent	–
Interest	–
Other	–
Total revenue from grantee	–
Expenses associated with grantee transactions:	
Personnel services	–
Depreciation	–
Interest	–
Other	–
Total associated expenses	–
Related-party transaction adjustment	$ –
Allocation of related-party transaction adjustment:	
SAMH covered services:	
3	$ –
24	–
Total	$ –

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Related-Party Transaction Adjustments (Regulatory Basis) (Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families.

LifeView Group, Inc. and Subsidiaries

Schedule of Bed-Day Availability Payments
(Unaudited)

Year Ended June 30, 2023

Program	Covered Service	Contracted Rate	Total Units of Service Provided	Total Units of Service Paid for by 3rd Party Contracts, Local Govt. or Other State Agencies	Passed	Amount Paid for Services by the Department	Maximum $ Value of Units in Column	Amount Owed to Department
A	B	C	D	E	F	G	H=FxC	> of G-H or $0
Children's MH	Crisis stabilization unit	n/a	n/a	n/a	n/a	n/a	n/a	$ –
Adult MH	Crisis stabilization unit	n/a	n/a	n/a	n/a	n/a	n/a	–
Children's SA	Substance abuse detox	n/a	n/a	n/a	n/a	n/a	n/a	–
Adult SA	Substance abuse detox	$ 399.13	598	–	598	$ 862,411	238,680	–
Adult MH	Short-term residential treatment	n/a	n/a	n/a	n/a	n/a	n/a	–
						Total amount owed to department		$ –

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Bed-Day Availability Payments
(Unaudited)

June 30, 2023

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families.

SUPPLEMENTARY INFORMATION

LifeView Group, Inc. and Subsidiaries

DUI School

Balance Sheet

September 30, 2023

Assets		
Property and equipment, less accumulated depreciation of $17,184	$	291,857
Total assets	$	291,857
Liabilities and net deficit		
Current liabilities:		
Accounts payable and accrued liabilities	$	4,922
Due to Lakeview Center, Inc.		718,845
Compensated absences		14,098
Total current liabilities		737,865
Net deficit without donor restrictions:		
Without donor restrictions		(446,008)
Total liabilities and net deficit	$	291,857

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

DUI School

Statement of Operations and Changes in Net Deficit
With Special Supervision Services (SSS)

Year Ended September 30, 2023

Changes in net deficit without donor restrictions		
Revenue:		
Net client fees	$	392,768
Net client fees – SSS		100,981
		493,749
Fees remitted to State of Florida		(13,304)
Fees remitted to State of Florida – SSS		(3,421)
		(16,725)
Total client fees		477,024
Total revenue		477,024
Expenses:		
DUI – other:		
Salaries		179,245
Fringe benefits		41,680
Building maintenance and operations		52,464
Conference and conventions		15,461
Other program costs		63,564
Testing and assessment		12,937
Printing and production		–
Promotion and publicity		–
Professional fees		2,739
Data processing		9,752
Administrative		38,747
		416,589

LifeView Group, Inc. and Subsidiaries

DUI School

Statements of Operations and Changes in Net Deficit
With Special Supervision Services (SSS)

Year Ended September 30, 2023

(Continued)

Expenses (continued):		
DUI – SSS:		
Salaries	$	46,084
Fringe benefits		10,716
Building maintenance and operations		6,733
Conference and conventions		1,984
Other program costs		8,045
Testing and assessment		1,660
Printing and production		–
Promotion and publicity		–
Professional fees		350
Data processing		1,252
Administrative		4,973
		81,797
Total expenses		498,386
Change in net deficit without donor restrictions		(21,362)
Net deficit without donor restrictions at beginning of year		(424,646)
Net deficit without donor restrictions at end of year	$	(446,008)

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

DUI School

Notes to Financial Statements

September 30, 2023

1. Summary of Significant Accounting Policies

The DUI School financial statements are prepared on the accrual basis of accounting. Significant accounting policies for the DUI School are the same as those described in Note 1 to the accompanying consolidated financial statements of LifeView Group, Inc. and Subsidiaries.

2. State Assessment Fee

As required by Section 322.293, *Florida Statutes*, each DUI program collects a $15 assessment fee on every client enrolling in its DUI program and remits the fee to the State of Florida. These and other fees collected and distributed to the State are summarized as follows:

	September 30, 2023
Fees due from prior year	$ –
Fees collected during current year	16,725
Fees remitted during current year	16,725
Fees due to the State of Florida	$ -

Procedures have been established and maintained that adequately account for all fees received for the DUI program and for all receipts created and/or issued by the DUI program.

3. Other Program Costs for DUI (Non-Special Supervision Services (SSS) Expenses)

Other program costs for the DUI program, not including SSS, consist of the following:

	September 30, 2023
Copier costs	$ 1,570
Office supplies	2,586
Telephone	2,246
Other	9,015
Program admin allocations	48,147
Total other program costs	$ 63,564

4. Indirect Cost Allocations

LifeView Group, Inc. allocates administrative costs to its programs using a step-down allocation methodology. The allocation basis varies depending upon the nature of the indirect cost pool being allocated. The following are examples of the allocation processes employed (this list is not intended to be all-inclusive): the human resources allocation is based on adjusted active staff and maintenance service costs are allocated based on the square footage maintained. The methodologies used allow for the allocation of indirect costs across all appropriate components of operations and are in accordance with Florida Administrative Code 15A-10.014.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Balance Sheet (Regulatory Basis)

(In Thousands)

September 30, 2023

Assets		
Cash and invested assets:		
Cash and cash equivalents	$	31,901
Real estate		22,080
Other invested assets		280
Total cash and invested assets		54,261
Electronic data processing equipment and software		162
Health care and other amounts receivable		8,734
Accounts receivable on service industry contracts (non-health)		13,645
Accounts receivable – other (non-health)		2,735
Inventories		809
Total assets	$	80,346
Liabilities and net assets		
Liabilities:		
Claims unpaid	$	681
General expenses due or accrued		50,018
Amounts withheld or retained for the account of others		3,927
Deferred revenue		9,344
Accrued wages		4,082
Accrued compensated absences		3,502
Total liabilities		71,554
Net assets:		
Net assets without donor restrictions		25,715
Less non-admitted assets		(16,923)
Total net assets		8,792
Total liabilities and net assets	$	80,346

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Statement of Operations (Regulatory Basis)

(In Thousands)

Year Ended September 30, 2023

Revenue:		
Capitation revenue	$	37,863
Total revenue		37,863
Expenses:		
Sub-capitation expense		33,130
Taxes and insurance		43
Personnel		1,756
Printing/production and shipping		1
Other		141
Total expenses		35,071
Excess of revenue over expenses	$	2,792

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Note to Financial Statements (Regulatory Basis)

September 30, 2023

1. Summary of Significant Accounting Policies

The Access Behavioral Health (ABH) financial statements are prepared on a regulatory basis of accounting in accordance with guidelines established by the State of Florida Office of Insurance Regulation. Significant accounting policies for ABH are the same as those described in Note 1 to the accompanying consolidated financial statements of LifeView Group, Inc. and Subsidiaries. Capitation revenue is based on a per-member per-month rate to provide services as a managed behavioral health organization. ABH provides these services for the Company and three comprehensive community mental health centers to provide mental health services to the MMA Plan beneficiaries residing in Regions 1 and 2 in Florida. Subcontracts with the Company are on a full-risk capitated basis and is reported as sub-capitation expense within the statement of operations for ABH.

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES						
Direct from -						
Substance Abuse and Mental Health Services Administration						
P.H.A.S.E. II:						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	9/30/22–9/29/23	93.243	1H79T1085487	$ 499,045	$ 499,045	$ –
T.R.A.C.E.:						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	9/30/22–9/29/23	93.243	5H79T1081267-05	537,557	497,818	–
O.P.U.S.						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	5/30/22-5/29/23	93.243	6H79SP083053-01M002	350,259	297,161	–
Total Federal Assistance Listing No. 93.243					1,294,024	–
Direct from -						
Substance Abuse and Mental Health Services Administration						
Walton County Prevention Coalition - DFC Support Program						
Drug-Free Communities Support Program Grants	10/31/19-09/29/24	93.276	5H79SP081894-09	125,000	122,359	–
Direct from -						
Substance Abuse and Mental Health Services Administration						
CCBHC						
Certified Community Behavioral Health Clinic Expansion Grants	9/30/22-9/29/23	93.696	1H79SM086504-01	1,000,000	424,515	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Mary Lee Allen Promoting Safe and Stable Families Program	7/1/22-10/31/22	93.556	DCF – AJ495		$ 60,779	$ –
Family Support Team (FST) Wrap						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	A0921	$ 18,320	30,159	–
Big Bend CBC/Child Welfare						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-9/30/23	93.556	A0922		33,684	–
Arcadia						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	Arcadia - 2023		178,076	–
Cabot						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	Cabot - 2023		9,191	–
New Dawn						
Mary Lee Allen Promoting Safe and Stable Families Program	11/1/22-6/30/23	93.556	New Dawn - 2023		139,342	–
Total Federal Assistance Listing No. 93.556					451,231	–
Community Based Care – Child Welfare:						
Guardianship Assistance	7/1/22-10/31/22	93.090	DCF – AJ495		9,398	–
Adoption and Legal Guardianship Incentive Payments	7/1/22-10/31/22	93.603	DCF – AJ495		2,324	–
Community Based Care – Child Welfare:						
Stephanie Tubbs Jones Child Welfare Services Program	7/1/22-10/31/22	93.645	DCF – AJ495		40,334	–
Big Bend CBC/Child Welfare						
Stephanie Tubbs Jones Child Welfare Services Program	11/1/22-9/30/23	93.645	A0922		390,622	–
Total Federal Assistance Listing No. 93.645					430,956	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Foster Care – Title IV-E	7/1/22-10/31/22	93.658	DCF – AJ495	$ 26,568,167	$ 592,862	$ 91,756
Big Bend CBC/Child Welfare						
Foster Care – Title IV-E	11/1/22-9/30/23	93.658	A0922		3,445,162	–
Arcadia						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	Arcadia - 2023		61,731	–
Cabot						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	Cabot - 2023		3,986	–
Matrix						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	Matrix - 2023		44,088	–
New Dawn						
Foster Care – Title IV-E	11/1/22-6/30/23	93.658	New Dawn - 2023		73,358	–
Total Federal Assistance Listing No. 93.658					4,221,187	91,756
Community Based Care – Child Welfare:						
Adoption Assistance	7/1/22-10/31/22	93.659	DCF – AJ495		1,036,025	–
Big Bend CBC/Child Welfare						
Adoption Assistance	11/1/22-9/30/23	93.659	A0922		1,606,220	–
Matrix						
Adoption Assistance	11/1/22-6/30/23	93.659	Matrix - 2023		6,607	–
Total Federal Assistance Listing No. 93.659					2,648,852	–
Community Based Care – Child Welfare:						
John H. Chafee Foster Care Program for Successful Transition to Adulth	7/1/22-10/31/22	93.674	DCF – AJ495		169,034	–
Big Bend CBC/Child Welfare						
John H. Chafee Foster Care Program for Successful Transition to Adulth	11/1/22-9/30/23	93.674	A0922		229,361	–
Total Federal Assistance Listing No. 93.674					398,395	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Social Services Block Grant	7/1/22-10/31/22	93.667	DCF – AJ495		$ 288,823	$ 108,978
Family Care Unit						
Social Services Block Grant	11/1/22-6/30/23	93.667	A0919	$ 8,980	672	–
Family Support Team (FST) In Home Secure Services (IHSS)						
Social Services Block Grant	11/1/22-6/30/23	93.667	A0920	49,661	36,636	–
Family Support Team (FST) Wrap						
Social Services Block Grant	11/1/22-6/30/23	93.667	A0921	45,380	37,634	–
Big Bend CBC/Child Welfare						
Social Services Block Grant	11/1/22-9/30/23	93.667	A0922		5,104	–
Family Support Team Flex						
Social Services Block Grant	11/1/22-6/30/23	93.667	FST FLEX	3,592	4,684	–
Total Federal Assistance Listing No. 93.667					373,553	108,978
Community Based Care – Child Welfare:						
Child Abuse and Neglect State Grants	7/1/22-10/31/22	93.669	DCF – AJ495		9,054	12,293
Family Care Unit						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0919	1,213	76	–
Family Support Team (FST) In Home Secure Services (IHSS)						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0920	6,708	4,132	–
Family Support Team (FST) Wrap						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0921	6,130	4,245	–
Big Bend CBC/Child Welfare						
Child Abuse and Neglect State Grants	11/1/22-9/30/23	93.669	A0922		576	–
CBC - CAPTA Plans of Safe Care						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	A0924	353,823	260,351	–
Family Support Team Flex						
Child Abuse and Neglect State Grants	11/1/22-6/30/23	93.669	FST FLEX	485	529	–
Community Based Care – Child Welfare (CAPE):						
Child Abuse & Neglect State Grants	7/1/21-12/31/22	93.669	LJ004	370,129	142,882	–
Total Federal Assistance Listing No. 93.669					421,845	12,293

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Temporary Assistance for Needy Families	7/1/22-6/30/23	93.558	A0110	$ 13,879,649	$ 346,626	$ –
Passed through from The State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Temporary Assistance for Needy Families	7/1/22-10/31/22	93.558	DCF – AJ495		346,620	69,840
Big Bend CBC/Child Welfare						
Temporary Assistance for Needy Families	11/1/22-9/30/23	93.558	A0922		2,792,079	–
Total Federal Assistance Listing No. 93.558					3,485,325	69,840
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0110		1,231,706	–
C.A.T.						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0240	2,546,250	119,803	–
M.R.T.						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0250	1,892,655	378,661	–
PATH						
Block Grants for Community Health Mental Services	7/1/21-6/30/24	93.958	A0260		16,223	–
Managing Entity Big Bend CBC - SRT						
Block Grants for Community Health Mental Services	7/1/23-6/30/24	93.958	A0805	2,429,018	100,635	–
Managing Entity Big Bend CBC - Co-Responder						
Block Grants for Community Health Mental Services	2/1/23-6/30/23	93.958	A0806	464,167	26,814	–
S.P.I.R.E.						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0801	60,349	12,084	–
Florida Assertive Community Treatment (FACT):						
Block Grants for Community Health Mental Services	7/1/22-6/30/23	93.958	A0170	905,801	109,134	–
Total Federal Assistance Listing No. 93.958					1,995,060	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Projects for Assistance in Transition from Homelessness (PATH)	7/1/21-6/30/24	93.150	A0260	$ 130,752	$ 34,515	$ –
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/22-6/30/23	93.959	A0110		3,880,886	–
Community Drug and Alcohol Council, Inc. (CDAC):						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/22-6/30/23	93.959	LCI VET 22-23	35,000	171	–
Total Federal Assistance Listing No. 93.959					3,881,057	–
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Opioid STR	7/1/22-6/30/23	93.788	A0110		2,073,806	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Medicaid Cluster						
Passed through from The State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Medical Assistance Program	7/1/22-10/31/22	93.778	DCF – AJ495		$ 24,099	$ –
Passed through from Healthy Start Community Coalition of Okaloosa and Walton Counties						
Maternal and Child Health Services Block Grant to the States:						
Medical Assistance Program	7/1/22-6/30/23	93.778	OKA-#01-2022	$ 564,391	567,513	–
Total Federal Assistance Listing No. 93.778					591,612	–
Passed through from Big Bend Community Based Care (BB)						
Children's Mental Health Behavioral Services (BNET):						
Children's Health Insurance Program						
Children's Health Insurance Program	7/1/22-6/30/23	93.767	A0160	270,095	69,765	–
Total U.S. Department of Health and Human Services					22,929,779	282,867

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF EDUCATION						
Passed through the State of Florida Department of Labor and Employment Security						
Vocational Rehab and Supported Employment:						
Rehabilitation Services Vocational Rehabilitation Grants to States	10/1/22-9/30/23	84.126	VR5231	R/A	$ 373,207	$ –
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT						
Housing First:						
Continuum of Care Program	7/1/21–6/30/22	14.267	FL0634L4H112105	$ 134,810	134,810	–
U.S. DEPARTMENT OF TREASURY						
Passed through the City of Pensacola						
Homeless Evaluation Assessment Response Team (HEART)						
Coronavirus Relief Fund	2/4/22-12/31/24	21.019	128.510.1280.128007.9882.128206	300,000	211,095	–
Passed through Okaloosa County						
American Rescue Plan Act - ARPA						
Coronavirus State and Local Fiscal Recovery Funds	5/1/22-12/31/24	21.027	NP11111	50,000	49,959	–
Passed through Medicaid - Humana						
The Florida Agency for Health Care Admin - FL One Time Retention Pmnt for Non-HCBS Waiver Pmnts						
Coronavirus State and Local Fiscal Recovery Funds	7/1/22-6/30/23	21.027	Medicaid Retention-Humana		257,008	–
Passed through Medicaid - Centene						
The Florida Agency for Health Care Admin - FL One Time Retention Pmnt for Non-HCBS Waiver Pmnts						
Coronavirus State and Local Fiscal Recovery Funds	7/1/22-6/30/23	21.027	Medicaid Retention-Centene		246,556	–
Passed through Medicaid - Simply Health						
The Florida Agency for Health Care Admin - FL One Time Retention Pmnt for Non-HCBS Waiver Pmnts						
Coronavirus State and Local Fiscal Recovery Funds	7/1/22-6/30/23	21.027	Medicaid Retention-Simply Health		53,613	–
Total U.S. Department of Treasury					818,231	–
Total Expenditures of Federal Awards					$ 24,256,027	$ 282,867

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Project/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance						
State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
The Independent Living and Road-To-Independence Program	7/1/22-10/31/22	60.112	DCF – AJ495		$ 7,672	$ –
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
The Independent Living and Road-To-Independence Program	11/1/22-9/30/23	60.112	A0922		16,845	–
Total State Assistance Listing No. 60.112					24,517	–
Community Based Care – Child Welfare:						
Extended Foster Care Program	7/1/22-10/31/22	60.141	DCF – AJ495		3,116	–
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
Extended Foster Care Program	11/1/22-9/30/23	60.141	A0922		60,723	–
Total State Assistance Listing No. 60.141					63,839	–
Community Based Care – Child Welfare:						
CBC - Adoption Services	7/1/22-10/31/22	60.076	DCF – AJ495		22,832	–
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
CBC - Adoption Services	11/1/22-9/30/23	60.076	A0922		1,233	–
Total State Assistance Listing No. 60.076					24,065	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Project/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance (continued)						
State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Out-of-Home Supports	7/1/22-10/31/22	60.074	DCF – AJ495		$ 842,428	$ –
Passed through from Big Bend Community Based Care (BB)						
Big Bend CBC/Child Welfare						
Out-of-Home Supports	11/1/22-9/30/23	60.074	A0922		114,369	–
Big Bend CBC - Arcadia						
Out-of-Home Supports	11/1/22-6/30/23	60.074	Arcadia - 2023		270,704	–
Big Bend CBC - Cabot						
Out-of-Home Supports	11/1/22-6/30/23	60.074	Cabot - 2023		364,116	–
Big Bend CBC - New Dawn						
Out-of-Home Supports	11/1/22-6/30/23	60.074	New Dawn - 2023		518,399	–
					2,110,016	–
Early Childhood Court Case Management & Prevention Services	11/1/22-9/30/23	60.225	A0922		211,703	–
Community Based Care – Child Welfare:						
CBC - Purchase of Therapeutic Services for Children	7/1/22-10/31/22	60.183	DCF – AJ495		11,715	–
State Funded Child Care Subsidy	7/1/22-10/31/22	60.244	DCF – AJ495		209,800	–
Kinship Navigator Program	7/1/22-10/31/22	60.207	DCF – AJ495		26,484	–
Family Finders Program	7/1/22-10/31/22	60.206	DCF – AJ495		10,676	–
Total State of Florida Department of Children and Families					2,692,815	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2023

(Continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Project/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance (continued)						
State of Florida Department of Health						
State and Community Interventions	7/1/21-6/30/26	64.093	COTJZ	$ 139,524	$ 121,027	$ –
Office of the State Court Administration						
Post-Adjudicatory Drug Court Program	7/1/22–6/30/23	22.021	01008K4	666,419	609,037	–
Naltrexone	7/1/22–6/30/23	22.022	SC00679	743,893	445,697	–
Total Office of the State Court Administration					1,054,734	–
Total Expenditures of State Financial Assistance					$ 3,868,576	$ –

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Notes to Schedule of Expenditures of Federal Awards and State Financial Assistance

September 30, 2023

1. Presentation and Basis of Accounting

The schedule of expenditures of federal awards and state financial assistance is prepared on the accrual basis in accordance with accounting principles generally accepted in the United States. It includes all the state and federal expenditures of LifeView Group, Inc. (the Company).

The Company allocates administrative costs to its federal and state programs using a step-down allocation methodology. The methodologies used allow for the allocation of administrative costs across all appropriate components of operations and are in accordance with Florida Administrative Code 15A-10.014. The Company has elected not to use the 10-percent de minimis indirect cost rate allowed under the Uniform Guidance and instead adheres to an approved federal indirect rate or approved contract indirect rate.

2. Contingencies

The Company has received numerous federal and state grants. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Company. In the opinion of management, any such claim will not have a material adverse effect on the financial position of the Company.

3. Subrecipients

In order to fulfill contractual requirements for child protective services, behavioral health services, and vocational services, the Company subcontracts with various community agencies. The Company is responsible for compliance with the funds expended, but all regulatory and contractual obligations are passed to the subrecipients in their contracts.

OTHER REPORTS AND SCHEDULES

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

President/Chief Executive Officer
Chief Financial Officer
Board of Directors
LifeView Group, Inc. and Subsidiaries

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Lifeview Group, Inc. and Subsidiaries (the Company), which comprise the consolidated balance sheet as of September 30, 2023, and the related consolidated statements of operations and changes in net assets and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated February 26, 2024.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Company's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during the audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that have not been identified.

Board of Directors
Lifeview Group, Inc. and Subsidiaries

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Company's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of consolidated financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Company's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
February 26, 2024

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND STATE FINANCIAL ASSISTANCE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE, SECTION 215.97, FLORIDA STATUTES, AND CHAPTER 10.650, RULES OF THE AUDITOR GENERAL

President/Chief Executive Officer
Chief Financial Officer
Board of Directors
LifeView Group, Inc. and Subsidiaries

Report on Compliance for Each Major Federal Program and State Financial Assistance Project

Opinion on Each Major Federal Program and State Project

We have audited Lifeview Group, Inc. and Subsidiaries (the Company) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* and the requirements described in the *Florida Department of Financial Services State Projects Compliance Supplement* that could have a direct and material effect on the Company's major federal programs and state projects for the year ended September 30, 2023. The Company's major federal programs and state projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Company complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state projects for the year ended September 30, 2023.

Basis for Opinion on Each Major Federal Program and State Project

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*); and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance); Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*. Our responsibilities under those standards, the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General* are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program and state project. Our audit does not provide a legal determination of the Company's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of federal and state statutes, regulations, rules, and provisions of contracts or grant agreements applicable to its federal programs and state projects.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Company's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, the Uniform Guidance, Section 215.97, *Florida Statues*; and Chapter 10.650, *Rules of the Auditor General* will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material, if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Company's compliance with the requirements of each major federal program or state project as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards,* the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Company's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.

- Obtain an understanding of the Company's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, Section 215.97, *Florida Statutes* and Chapter 10.650, *Rules of the Auditor General*, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state financial assistance project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state financial assistance project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state financial assistance project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations during our audit, we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified. Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*. Accordingly, this report is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
February 26, 2024

LIFEVIEW GROUP, INC. AND SUBSIDIARIES

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED SEPTEMBER 30, 2023

A. SUMMARY OF AUDITOR'S RESULTS

1. The auditor's report expresses an unmodified opinion on the consolidated financial statements of Lifeview Group, Inc. and Subsidiaries.

2. No significant deficiencies in internal control relating to the audit of the consolidated financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.

3. No instances of noncompliance material to the consolidated financial statements of Lifeview Group, Inc. and Subsidiaries, which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.

4. No significant deficiencies or material weaknesses relating to the audit of the major federal program or state project are reported in the Independent Auditor's Report on Compliance for Each Major Federal Program and State Financial Assistance Project and on Internal Control over Compliance Required by the Uniform Guidance, Section 215.97, *Florida Statutes,* and Chapter 10.650, *Rules of the Auditor General*.

5. The auditor's report on compliance for the major federal award programs and state projects for Lifeview Group, Inc. and Subsidiaries expresses an unmodified opinion.

6. There are no audit findings relative to the major federal award programs and state projects for Lifeview Group, Inc. and Subsidiaries that are required to be reported in accordance with 2 CFR Section 200.516(a) of the Uniform Guidance, Section 215.97, *Florida Statutes* or Chapter 10.650, *Rules of the Auditor General*.

7. The federal programs and state projects tested as major were:

Federal Programs	**Assistance Listing No.**
SAMHS Projects of Reg. and Natl. Significance	93.243
Big Bend CBC: Opioid STR (SAMHS)	93.788
Community Based Care – Child Welfare:	
Stephanie Tubbs Jones Child Welfare Services Program	93.645
Child Welfare Services:	
John H. Chafee Foster Care Program for Successful Transition to Adulthood	93.674
Block Grants for Community Mental Health Services	93.958

A. SUMMARY OF AUDITOR'S RESULTS (Continued)

State Projects	Assistance Listing No.
Big Bend CBC: Out-of-Home Supports	60.074
Naltrexone	22.022

8. The threshold for distinguishing between Type A and B programs and projects for major federal programs and state projects was $750,000.

9. Lifeview Group, Inc. and Subsidiaries was determined to be a low-risk auditee pursuant to the Uniform Guidance.

B. FINDINGS - FINANCIAL STATEMENT AUDIT

There were no findings related to the consolidated financial statements which are required to be reported in accordance with *Government Auditing Standards*.

C. FINDINGS AND QUESTIONED COSTS - MAJOR FEDERAL AWARD PROGRAMS

There were no findings and questioned costs relating to the major federal award programs which are required to be reported in accordance with the Uniform Guidance.

D. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECTS

There were no findings and questioned costs relating to the major state projects which are required to be reported in accordance with Chapter 10.650, *Rules of the Auditor General*.

In accordance with Rules of the Auditor General, Section 10.656(3)(e), no management letter is required because there were no findings required to be reported in the management letter.

CONSOLIDATED FINANCIAL STATEMENTS, OTHER INFORMATION, SUPPLEMENTARY INFORMATION, OTHER REPORTS AND SCHEDULE

LifeView Group, Inc. and Subsidiaries
Year Ended September 30, 2022
With Report of Independent Auditors

Ernst & Young LLP



LifeView Group, Inc. and Subsidiaries

Consolidated Financial Statements, Other Information,
Supplementary Information, Other Reports and Schedule

Year Ended September 30, 2022

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LifeView Group, Inc. and Subsidiaries

Consolidated Financial Statements, Other Information,
Supplementary Information, Other Reports and Schedule

Year Ended September 30, 2022

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Report of Independent Auditors

Management and the Board of Directors
LifeView Group, Inc.

Report on the Audit of the Financial Statements

Opinion

We have audited the consolidated financial statements of LifeView Group, Inc. and Subsidiaries (the Company), which comprise the consolidated balance sheet as of September 30, 2022, and the related consolidated statements of operations and changes in net assets, and cash flows for the year then ended and the related notes (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of LifeView Group, Inc. and Subsidiaries at September 30, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audit contained in *Government Auditing Standards* issued by the Comptroller General of the United States *(Government Auditing Standards)*. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

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In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

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

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Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The DUI School and Access Behavioral Health (Regulatory Basis) supplementary information are presented on pages 48 through 55 for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

The accompanying schedule of expenditures of federal awards and state financial assistance as required by Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, and by Chapter 10.650, *Rules of the Auditor General*, presented on pages 56 through 65 is presented for purposes of additional analysis as required for Uniform Guidance and Chapter 10.650, *Rules of the Auditor General* and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the schedule of expenditures of federal awards and state financial assistance is fairly stated, in all material respects, in relation to the financial statements as a whole.

The accompanying Schedule of Functional Revenues and Expenses (Regulatory Basis), the Schedule of State Earnings (Regular Basis), Schedule of Related-Party Transaction Adjustments (Regulatory Basis) and Schedule of Bed-Day Availability Payments are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management. The information has not been subjected to the auditing procedures applied in the audit of the financial statements, and, accordingly, we express no opinion on them.

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Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we also have issued our report dated January 25, 2023 on our consideration of the Company's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Company's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Company's internal control over financial reporting and compliance.

Ernst & Young LLP

January 25, 2023

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LifeView Group, Inc. and Subsidiaries

Consolidated Balance Sheet
(In Thousands)

September 30, 2022

Assets		
Current assets:		
Cash and cash equivalents	$	34,822
Investments		277
Accounts receivable:		
Client accounts receivable, net		728
Governmental funding sources receivable		3,927
Vocational service contracts receivable		12,216
Other accounts receivable		2,304
Inventories		926
Prepaid expenses		1,148
Total current assets		56,348
Property and equipment, net		30,885
Leases right-of-use asset		7,347
Other assets		114
Total assets	$	94,694

Liabilities and net assets		
Current liabilities:		
Accounts payable	$	5,194
Accrued liabilities		21,127
Current portion of long-term debt		38
Current portion of lease obligation		1,552
Compensated absences		3,430
Total current liabilities		31,341
Long-term debt, less current portion		36,264
Lease obligation, less current portion		6,279
Total liabilities		73,884
Net assets:		
Without donor restrictions		20,001
With donor restrictions		809
Total net assets		20,810
Total liabilities and net assets	$	94,694

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Operations and Changes in Net Assets

(In Thousands)

Year Ended September 30, 2022

Revenue and other support without donor restrictions:		
Federal, state, and local financial awards	$	97,590
Net client service fees		21,908
Vocational service contracts		116,264
Contract revenue		34,025
Other fees and support		557
In-kind services		346
Contributions		500
Other		204
Total revenues and other support without donor restrictions		271,394
Expenses:		
Salaries and wages		107,650
Fringe benefits		34,049
Building occupancy		6,564
Professional fees		10,341
Contract medical services		17,027
Travel		2,126
Equipment costs		4,551
Food services		2,130
Medical/pharmacy services		13,503
Subcontracted services		24,748
Subsidy payments		30,953
Personal welfare		3,824
Insurance		1,432
Donated items		228
Depreciation		2,274
Other operating expenses		4,656
Total expenses		266,056
Income from operations		5,338
Nonoperating gains/(losses):		
Investment income		7
Bond interest expense		(2,038)
Total nonoperating losses, net		(2,031)
Excess of revenues, other support, and gains over expenses and losses		3,307

Continued on next page

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Operations and Changes in Net Assets (continued)
(In Thousands)

Net assets without donor restrictions		
Excess of revenues, support, and gains over expenses and losses	$	3,307
Other changes in unrestricted net assets		(191)
Change in net assets without donor restrictions		3,116
Net assets with donor restrictions		
Change in restricted foundation fund		(149)
Change in net assets with donor restrictions		(149)
Change in net assets		2,967
Net assets at beginning of year		17,843
Net assets at end of year	$	20,810

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Cash Flows
(In Thousands)

Year Ended September 30, 2022

Operating activities		
Change in net assets	$	2,967
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation		1,999
Loss on sale and retirement of property and equipment		275
Amortization of debt issuance costs		100
Changes in operating assets and liabilities:		
Client accounts receivable		540
Governmental funding sources receivable		2,428
Vocational service contracts receivable		3,713
Other accounts receivable		86
Inventories		(52)
Prepaid expenses		319
Other assets and liabilities		86
Accounts payable		(2,317)
Accrued liabilities		766
Compensated absences		(1,481)
Net cash provided by operating activities		9,429
Investing activities		
Purchases of property and equipment		(2,054)
Proceeds from sale of property and equipment		2,804
Net cash provided by investing activities		750

Continued on next page

LifeView Group, Inc. and Subsidiaries

Consolidated Statement of Cash Flows (continued)
(In Thousands)

Financing activities		
Repayments of long-term debt	$	(35)
Net cash used in financing activities		(35)
Net change in cash, restricted cash and cash equivalents		10,144
Cash, restricted cash and cash equivalents at beginning of year		24,678
Cash, restricted cash and cash equivalents at end of year	$	34,822
Supplemental disclosure of cash flow information		
Costs for purchases of property and equipment included in other liabilities		3,180
Interest paid	$	2,038

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Notes to Consolidated Financial Statements
(Dollars in Thousands)

September 30, 2022

1. Organization and Summary of Significant Accounting Policies

Organization

LifeView Group, Inc. (LGI or the Company), a nonprofit organization, was incorporated in 2021 to purchase Lakeview Center, Inc. (the Center). The Center was an affiliate of Baptist Health Care Corporation (BHCC) under an affiliation agreement in which BHCC was the sole member of the Center. This arrangement terminated on September 30, 2021 when the Center was purchased by LCI II, Inc., renamed LifeView Group, Inc., now the sole member of the Center. The Company acquired the Center pursuant to the Member Substitution Agreement with a purchase price of $28,327.

Lakeview Center, Inc., a nonprofit organization, was incorporated in 1954, as Community Mental Health Center of Escambia County, Inc. The mission of the Center, including all of its subsidiaries, is to help people through life's journey by providing behavioral health services, vocational services, and child protective services. Lakeview Place, Inc. and CMHC Hernandez House, Inc. are U.S. Department of Housing and Urban Development (HUD) multi-unit dwellings owned by the Center that provide housing facilities and services to people diagnosed with mental illness. The contract for CMHC Hernandez House, Inc. ended September 30, 2021. Subsequent to September 30, 2021, the operations of CMHC Hernandez House, Inc. have been included in the Center operations. Lakeview Villa, Inc. is a HUD apartment complex owned by the Company that provides low-cost housing facilities and services to persons with chronic mental illness. Global Connections to Employment, Inc. is a nonprofit organization owned by the Center. The mission of this company is to employ people with disabilities and provide vocational services.

To acquire the Center, LGI paid cash to BHCC for the purchase price using the funds from the issuance of two series of bonds for $21.9 million and $15 million.

1. Organization and Summary of Significant Accounting Policies (continued)

As of the acquisition date, LGI recognized all of the Center's acquired assets and assumed liabilities. The fair value of the assets acquired and assumed liabilities is summarized below (in thousands):

Cash	$	17,351
Investments		277
Accounts receivable		25,942
Property and equipment		30,729
Operating leases right of use asset		9,170
Other assets		2,542
Total assets acquired		86,011
Accounts payable		7,511
Accrued liabilities		22,092
Long-term debt		583
Operating lease obligation		9,655
Total liabilities acquired		39,841
Less:		
Cash contributed by BHCC		10,000
Property and equipment contributed by BHCC		3,439
Inherent contribution		4,404
Total purchase price	$	28,327

As the total consideration was below the fair value of the net assets acquired, LGI recognized an inherent contribution for the difference between the purchase price and the fair value of the net assets acquired. This was recorded through the statement of operations and changes in net assets of LGI in fiscal year 2021.

LGI incurred $1.3 million of costs to obtain debt financing to fund the acquisition. The $1.3 million was capitalized as deferred debt issuance costs (contra liability and netted against the carrying amount of the related debt). The deferred debt issuance costs are amortized over the term of the debt using a straight-line method.

1. Organization and Summary of Significant Accounting Policies (continued)

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of LifeView Group, Inc. and its related entities: Lakeview Center, Inc.; Global Connections to Employment, Inc.; Lakeview Villa, Inc.; CMHC Hernandez House, Inc.; and Lakeview Place, Inc.. All inter-entity transactions have been eliminated in consolidation. See Note 13 for summary financial data for these related entities.

Operating and Nonoperating Activities

The Company's primary mission is to provide a broad range of behavioral health services, vocational services, and child protective services to citizens of the region and nationally, across 14 states and the District of Columbia. Activities directly associated with the furtherance of this purpose are considered to be operating activities. Other activities that result in gains or losses unrelated to the Company's primary mission are considered nonoperating.

Use of Estimates

The preparation of these consolidated financial statements in conformity with accounting principles generally accepted in the United States (GAAP) requires management to make estimates and assumptions. These estimates and assumptions affect certain reported amounts of assets and liabilities at the date of the consolidated financial statements and revenues and expenses recognized during the reporting period. Accordingly, actual results may differ from those estimates.

Net Assets

The Company reports information regarding financial position and activities according to two classes of net assets: with and without donor restriction. Net assets are classified based on the existence or absence of donor-imposed restrictions, if any, that may or may not be met by actions of management or by the passage of time.

1. Organization and Summary of Significant Accounting Policies (continued)

The net asset categories reflected in the accompanying consolidated financial statements are as follows:

- *Without donor restriction* – Net assets that are free of donor-imposed restrictions, including all revenues, expenses, gains, and losses that are not changes in net assets with donor restrictions

- *With donor restriction* – Net assets whose use by the Company is limited by donor-imposed stipulations that may or may not expire by passage of time or that can or cannot be fulfilled or removed by action of the Company pursuant to those stipulations.

Contributions

The Company records contributions as being with or without donor restriction depending on the existence and/or nature of any donor restrictions.

Cash Equivalents

The Company considers all highly liquid investment instruments with maturities of three months or less when purchased to be cash equivalents. Cash deposits are federally insured in limited amounts. As of September 30, 2022, LGI holds one Certificate of Deposit.

Net Client Service Revenue and Accounts Receivable

The Company has agreements with third-party payors that provide for payments to the Company at amounts different from its established rates. Payment arrangements include prospectively determined rates per service, reimbursed costs, discounted charges, and per diem payments.

Retroactive adjustments are accrued on an estimated basis in the period the related services are rendered and adjusted in future periods as final settlements are determined.

1. Organization and Summary of Significant Accounting Policies (continued)

Allowance for Uncollectible Accounts

Accounts receivable are written off after collection effort has been followed in accordance with the Company's policies. Accounts written off as uncollectible are deducted from the allowance for uncollectible accounts and subsequent recoveries are added. Periodically, management assesses the adequacy of the allowance for uncollectible accounts based upon historical write-off experience by payor category. The results of this review are then used to make any modifications to the provision for bad debts to establish an appropriate allowance for uncollectible receivables.

Contract and Other Receivables

Receivables for contracted services are typically deemed wholly collectible as they are due from governmental units, grantors, and third-party paying agencies.

Inventories

Inventories (primarily pharmaceutical and food) are stated at the lower of cost (average cost method) or net realizable value using the first-in, first-out method.

Property and Equipment

Property and equipment acquisitions are recorded at historical cost. Property and equipment donated to the Company are recorded at fair value at the date of receipt. Depreciation is provided over the estimated useful life of each class of depreciable asset and is computed on the straight-line method. Estimated useful lives of depreciable assets are as follows:

Buildings	40 years
Furniture and equipment	3–7 years
Building and land improvements	10–20 years

Compensated Absences

Employees are entitled to accumulate a limited amount of earned but unused annual leave. Accordingly, the Company records an accrual for earned, unused, vested annual leave in accordance with the Company's policy. Upon separation from the Company, employees are entitled to this amount of unused vested leave.

1. Organization and Summary of Significant Accounting Policies (continued)

Net Client Service Fees

The Company has agreements with third-party payors that provide for payments to the Company at amounts different from its established rates. Payment arrangements include prospectively determined rates per completion of service, reimbursed costs, and discounted charges. Net client service fees are reported at the estimated net realizable amounts from clients, third-party payors, and others for services rendered, including estimated retroactive adjustments under reimbursement agreements with third-party payors.

The Company accepts clients in immediate need of care, regardless of their ability to pay, and serves certain clients whose care costs are not paid at established rates, including those sponsored under government programs such as Medicare and Medicaid, those sponsored under private contractual agreements, charity clients, and other uninsured clients who have limited ability to pay. The Company recognizes client service fee revenue associated with clients who have third-party payor coverage on the basis of contractual rates for the services rendered. For uninsured clients who do not qualify for charity care, revenue is recognized on the basis of discounted rates in accordance with the Company's policy.

A summary of the payment arrangements with major third-party payors follows:

Medicare – Client services rendered to Medicare program beneficiaries are reimbursed under a fee-for-service methodology.

Medicaid – Client mental health and substance abuse services rendered to Medicaid program beneficiaries are reimbursed under a capitated arrangement.

Other – The Company has also entered into payment agreements with certain insurance carriers, health maintenance organizations, and preferred provider organizations. The basis for payment to the Company under these agreements includes prospectively determined rates and discounts from established charges.

1. Organization and Summary of Significant Accounting Policies (continued)

Charity Care

Quality care is provided to all persons requiring immediate treatment regardless of their ability to pay. An individual is classified as a charity client by reference to certain established policies of the Company. Essentially, these policies define charity services as those services for which no payment is anticipated. In assessing a client's ability to pay, the Company utilizes the most recently published federal poverty income guidelines, but also includes certain cases where incurred charges are significant when compared to income. These charges are subtracted in the net client service fees calculation.

The Company estimates the direct and indirect costs of providing charity care by applying a cost to gross charges ratio to the gross uncompensated charges associated with providing charity care to clients. The cost of providing charity care was $5,428 for the year ended September 30, 2022.

Medicaid Managed Medical Assistance Contract Revenue

The Company is licensed as a prepaid limited health services organization pursuant to Chapter 636, *Florida Statutes*. Effective August 1, 2014, the Company, doing business as Access Behavioral Health, was awarded contracts with the Medicaid Managed Medical Assistance Plan (the MMA Plan). The Company receives a per-member per-month rate to provide mental health and substance abuse services to an annual average of 135,000 Medicaid beneficiaries in Florida's Regions 1 and 2. Amounts received are recognized as contract revenue during the period in which the Company is obligated to provide services to beneficiaries. Approximately $34,025 was recognized as revenue under the MMA Plan during the year ended September 30, 2022.

Medicaid Managed Medical Assistance Plan Costs

The Company is directly responsible for providing mental health and substance abuse services to beneficiaries residing in Escambia, Santa Rosa, and Walton counties, representing approximately 63% of the covered lives under the MMA Plan. The Company has entered into subcontracts with three comprehensive community mental health centers to provide mental health services to the MMA Plan beneficiaries residing in the other counties in these Regions. These subcontracts are typically on a full-risk capitated basis. The mental health services covered under the MMA Plan are generally the same as those covered under the Medicaid fee-for-service program. Covered services include inpatient psychiatric care, outpatient care, substance abuse, and physician

1. Organization and Summary of Significant Accounting Policies (continued)

services. The majority of services for which the Company is directly responsible is provided within its own service delivery system; however, some services are contracted for on a fee-for-service basis with local area hospitals and providers. A provision has been made for these services rendered but not reported as of September 30, 2022.

Income Taxes

The Company and its related entities are exempt from federal income taxes under Section 501(a) as organizations described in Section 501(c)(3) of the Internal Revenue Code of 1986, as amended, and are also exempt from state income taxes.

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 740, *Income Taxes*, prescribes the accounting for uncertainty in income tax positions recognized in financial statements. ASC Topic 740 provides guidance for recognition threshold and measurement attributes for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. There were no material uncertain tax positions as of September 30, 2022.

Cost Allocation

The Company uses several methods to allocate organization and overhead costs among program and support areas. Workers' compensation is allocated based on industry standard rates and salary expense. Unemployment and health plan expenses are allocated based on personnel cost and plan participation, respectively.

Administrative costs are allocated based on personnel expense. Property and auto insurances are allocated proportionately among those who benefit from the asset covered. General liability uses a staff-based allocation.

Recent Accounting Pronouncements

In September 2020, the FASB issued Accounting Standards Update (ASU) No. 2020-07, *Not-for-Profit Entities (Topic 958) Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets* (ASU 2020-07). The amendments in ASU 2020-07 require contributed nonfinancial assets to be presented as a separate line item in the statement of activities, apart from

1. Organization and Summary of Significant Accounting Policies (continued)

contributions of cash and other financial assets, as well as disclosures to provide greater transparency on the contributed nonfinancial assets. ASU 2020-07 should be applied on a retrospective basis and is effective for annual periods beginning after June 15, 2021, and interim periods within annual periods beginning after June 15, 2022. The adoption of ASU 2020-07 did not have a material impact to the Company's consolidated financial statements.

In March 2020, the FASB issued ASU No. 2020-04, *Reference Rate Report (Topic 848) Facilitation of the Effects of Reference Rate Reform on Financial Reporting* (ASU 2020-04). The amendments in ASU 2020-04 provide optional expedients and exceptions for applying GAAP to contracts, hedging relationships, and other transactions that reference LIBOR or another reference rate expected to be discontinued because of reference rate reform. ASU 2020-04 is effective as of March 12,2020 through December 31, 2022. Management is currently evaluating the impact of ASU 2020-04 on the Company's consolidated financial statements.

In December 2019, the FASB issued ASU No. 2019-12, *Income Taxes (Topic 740) Simplifying the Accounting for Income Taxes* (ASU 2019-12). The amendments in ASU 2019-12 simplify the accounting for income taxes by removing certain exceptions to the general principles in Topic 740, and also improve consistent application of and simplify GAAP for other areas of Topic 740 by clarifying and amending existing guidance. ASU No. 2019-12 is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2020. The adoption of ASU No. 2019-12 did not have a material impact to the Company's consolidated financial statements.

In August 2018, the FASB issued ASU No. 2018-14, *Compensation – Retirement Benefits – Defined Benefit Plans* (ASU 2018-14). The amendments in ASU 2018-14 modify the disclosure requirements for employers that sponsor defined benefit pension or other postretirement plans. ASU 2018-14 is effective for fiscal years ending after December 15, 2020. The adoption of ASU No. 2018-14 did not have a material impact to the Company's consolidated financial statements.

In June 2016, the FASB issued ASU No. 2016-13, *Financial Instruments – Credit Losses (Topic 326), Measurement of Credit Losses on Financial Instruments*, which changes how entities will account for credit losses for most financial assets and certain other instruments that are not measured at fair value through net income. The new standard replaces today's 'incurred loss' model with an 'expected credit loss' model that requires consideration of a broader range of information to estimate expected credit losses over the lifetime of the asset. The standard is

1. Organization and Summary of Significant Accounting Policies (continued)

effective for fiscal years beginning after December 15, 2022, including interim periods within those fiscal years. In April 2019, the FASB issued ASU 2019-04, *Codification Improvements to Topic 326, Financial Instruments-Credit Losses, Topic 815, Derivatives and Hedging, and Topic 825, Financial Instruments* (ASU 2019-04), which updates, clarifies, and improves various aspects of ASU 2016-13. In November 2019, the FASB issued ASU 2019-11, *Codification Improvements to Topic 326, Financial Instruments-Credit Losses*, which clarifies and addresses specific issues about certain aspects of the amendments in ASU 2016-13. Management is currently evaluating the impact that adoption may have on the Center's consolidated financial statements.

2. Cash and Investments

The composition of cash and investments is as follows:

	September 30, 2022
Cash and cash equivalents	$ 34,822
Certificate of deposit	277
	$ 35,099

3. Concentrations of Credit Risk

The Company receives client service fees revenue from three primary sources: Medicaid and Medicare, other third-party payors, and client payments. The following indicates the applicable percentages of accounts receivable from those sources:

	September 30, 2022
Medicaid and Medicare	28%
Other third-party payors	62
Client payments	10
	100%

4. Property and Equipment

Major classifications of property and equipment are summarized as follows:

	September 30, 2022
Buildings and improvements	$ 20,348
Furniture and equipment	4,597
Land	3,000
Construction-in-progress	4,939
	32,884
Less accumulated depreciation	(1,999)
	$ 30,885

Depreciation expense on the statement of operations and changes in net assets includes $275 of loss on sale and retirement of property and equipment.

5. Long-Term Debt

Long-term debt consists of the following:

	September 30, 2022
Note payable to HUD, interest at 9.0%, monthly payments of $5,000 including interest, secured by real property, maturing May 2032	$ 397
Note payable to HUD, interest at 8.375%, monthly payments of $2,000 including interest, secured by real property, maturing March 2032	151
Series 2021A Bonds payable, issued by Florida Development Finance Corp and purchased by Bank of America, interest at 6.0% on $7,790 and 6.25% on $14,120, maturity date August 2041 and 2051, respectively; unamortized issuance costs of $410; interest payment of $1,350 due in 2023 to be paid semi-annually.	21,500
Series 2021B Bonds payable, issued by Florida Development Finance Corp. under the Master Indenture and purchased by BHCC, interest at 4.45% through September 30, 2026 and increasing thereafter, maturity date August 2031; unamortized issuance costs of $746; interest payment of $668 due in 2023 to be paid semi-annually.	14,254
	36,302
Less current portion	(38)
	$ 36,264

Following are maturities of long-term debt for each of the next five years and thereafter:

	Amount
Year ending September 30:	
2023	$ 38
2024	41
2025	45
2026	49
2027	54
Thereafter	36,075
	$ 36,302

5. Long-Term Debt (continued)

2021 Revenue Bonds

The Series A Tax Exempt Revenue Bonds, in the amount of $21,910, were issued by the Florida Development Finance Corporation (the Issuer). The Series 2021A Bonds were issued under a Bond Trust Indenture dated as of September 1, 2021 by and between the Issuer and Regions Bank, as bond trustee. The Issuer will loan the proceeds of the Series 2021A Bonds to LifeView Group, Inc. pursuant to a Loan Agreement dated as of September 1, 2021. The Series B Taxable Revenue Bonds, in the amount of $15,000, were issued by the Florida Development Finance Corporation. The Series 2021B Bonds were issued under a Bond Trust Indenture dated as of September 1, 2021 by and between the Issuer and Regions Bank, as bond trustee. The Issuer will loan the proceeds of the Series 2021B Bonds to LifeView Group, Inc. pursuant to a Loan Agreement dated as of September 1, 2021. The Bond Trust Indenture requires certain covenants and reporting requirements to be met.

6. Leases

On October 1, 2019, the Company adopted FASB's ASU 2016-02, *Leases*, electing to apply the optional transition method, which allows entities to forgo comparative reporting requirements. For leases that commenced before the effective date of ASU 2016-02, the Company elected the package of transition provisions available that allowed carryforward of the historical assessment of (1) whether contracts are or contain leases, (2) lease classification for any expired leases and (3) initial direct costs. In addition, the Company does not separate lease and non-lease components.

The Company's leases are primarily for real estate. The Company determines if an arrangement is a lease at contract inception. Lease assets and lease liabilities are recognized based on the present value of the lease payments over the lease term at the commencement date. Because most of the leases do not provide an implicit rate of return, the Company used a risk-free rate based on the daily treasury yield curve at lease commencement in determining the present value of lease payments.

Most leases include one or more options to renew, with renewal terms that can extend the lease term from months to years. The exercise of such lease renewal options is generally at the Company's sole discretion. For purposes of calculating lease liabilities, lease terms include options to extend or terminate the lease when it is reasonably certain that option will be utilized.

6. Leases (continued)

Leases with a lease term of 12 months or less at commencement are not recorded on the consolidated balance sheets. Lease expense for these arrangements is recognized on a straight-line basis over the lease term.

Leases consist of the following:

Operating Leases

	September 30, 2022
Operating lease assets	$ 6,632
Current portion of operating lease obligation	$ 1,552
Operating lease obligation, less current portion	5,564
Total operating lease liabilities	$ 7,116

Lease expense for lease payments is recognized on a straight-line basis over the lease term. The components of lease expense are as follows:

	Year Ended September 30, 2022
Operating lease expense	$ 2,158
Short-term lease expense	135
Total lease expense	$ 2,293

Lease term and discount rate are as follows:

	September 30, 2022
Weighted-average remaining lease terms:	4.92 years
Weighted-average remaining discount rate:	1.75%

6. Leases (continued)

The following table summarizes the maturity of lease liabilities under operating leases for the next five years and the years thereafter, as of September 30, 2022:

	Operating Leases
2023	$ 1,552
2024	1,557
2025	1,424
2026	1,058
2027	784
Thereafter	1,074
Total lease payments	7,449
Less: imputed interest	333
Total lease liabilities	$ 7,116

Supplemental cash flow information related to leases are as follows:

	Year Ended September 30, 2022
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from operating leases	$ 2,158

Rent expense for the year ended September 30, 2022, amounted to $2,293.

Financing Leases

	September 30, 2022
Financing lease assets	$ 715
Financing lease liabilities	$ 715

6. Leases (continued)

	Year Ended September 30, 2022
Weighted-average remaining lease terms:	4.26 years
Weighted-average remaining discount rate:	1.37%

The following table summarizes the maturity of lease liabilities under financing leases for the next five years and the years thereafter, as of September 30, 2022:

	Financing Leases
2023	$ 194
2024	193
2025	193
2026	193
2027	48
Total lease payments	821
Less: imputed interest	106
Total lease liabilities	$ 715

Supplemental cash flow information related to leases are as follows:

	September 30, 2022
Cash paid for amounts included in the measurement of lease liabilities:	
Operating cash flows from financing leases	$ 48
Lease assets obtained in exchange for new financing lease liabilities	841

Both operating and financing leases are included in the financial statement caption lease obligation.

7. Sources of Revenue

Federal, state, and local financial awards

The Company receives funding from several Government and other agencies to provide behavioral health and child protective services to clients in a four-county region. This revenue is predominantly deemed to be unconditional contribution revenue and not governed under the ASC 606 guidance. The contractual obligations with these payors are met as services are provided. These contracts are billed monthly. The Company expects to be paid for all services provided. Adjustments are made as they arise for any services that will not be reimbursed.

Net Client Service Revenue

The Company's client service revenues generally relate to contracts with clients in which the performance obligation is to provide behavioral health care services. Revenues are recorded during the period the obligations are satisfied. The obligations are generally satisfied over a day or more for residential or inpatient programs or less for outpatient services. The contractual relationships with clients often involve a third-party payor and the transaction prices for the services provided are dependent upon the terms provided by or negotiated with the third-party payors. The payment arrangements with third party payers for services provided to clients are typically for rates lower than the customary and standard fees. The differences in these rates are considered to be explicit price concessions.

Client service revenue is based upon the estimated amounts expected to be received from the clients and any third-party payors. Explicit price concessions are estimated at the time revenue is recorded and may be adjusted in future periods. The Company elected to use the portfolio approach to assess collectability due to the large volume of similar contracts with similar classes of customers. The effect of applying the portfolio approach to a group of contracts would not differ materially from considering each contract separately. Management's judgment to group the contracts by portfolio is based on the payment behavior expected in each portfolio category. As a result, aggregating all contracts (which are at the patient level) by the particular payor or group of payors will result in the recognition of the same amount of patient service revenue as applying the analysis at the individual patient level.

7. Sources of Revenue (continued)

Net client service fee revenue is not recognized for those clients that qualify for charity under the Company's charity care policies. For all others, service fee revenue, net of explicit price concessions and other deductions recognized from major payor sources is as follows:

	Year Ended September 30, 2022
Third-party payors, net of deductions	$ 16,414
Self-pay clients, net of deductions	5,494
	$ 21,908

Revenues from the Medicare and Medicaid programs accounted for approximately 49% of the Company's net client service fees for the year ended September 30, 2022. Laws and regulations governing the Medicare and Medicaid programs are extremely complex and subject to interpretation. As a result, there is at least a reasonable possibility that recorded estimates will change by a material amount. Changes in the Medicare and Medicaid programs and the reduction of funding levels could have an adverse impact on the Center.

Vocational Service Contracts

The Company's vocational service revenues generally relate to contracts with federal, state or local customers in which the performance obligation is to provide various "bundled" type services to our customers. The Company has contractual obligations to provide services as outlined in the statement of work within each formal contract. Although the services within each business line are distinct, they are bundled services transferred consecutively on a monthly basis as a line of business. The lines of business consist of business services, custodial services, food services, facilities maintenance, health care environmental services, information technology, as well as employment support services. The performance obligations for vocational contracts are spelled out in the contract either in the performance work statement or other applicable section of the contract. These bundled services are invoiced each month at the contract price over the life of the contract period. Revenues for these services are recognized on a monthly basis as the services are performed.

7. Sources of Revenue (continued)

A summary for the year ended September 30, 2022:

	2022
Federal	$ 112,127
State	1,336
Local	2,746
Other	55
	$ 116,264

Each distinct service is satisfied over time and the measurement of progress toward satisfaction of the performance obligation is the same for each of the services in the series (monthly services) in accordance with the contracts in place. Each contract for the above series of services (business line) delivers the services over an annual or multi-year period and is measured monthly, consistent with the billing for these services. Each line of business is considered a series of distinct services performed and treated as a single performance obligation that is set each month as services are provided.

The monthly payment and methodology are fixed in each contract. All business lines and other services in each contract are valued at their standalone value of the service in the contract. There are no instances where a service or product is provided at no value or a value below its standalone value (discounted) as stated in a contract. Each business line has a fixed price that is recognized over the period the performance obligation is met. Contracts with time and materials (T&M) provisions have the hourly rate and materials recorded at their standalone value and are not discounted as a part of the overall contract. As nearly all contracts are with government/state organizations, collectability is assured as we have nearly no history of uncollectable amounts for services rendered. As such, no variable consideration is included in the determination of the transaction price for each contract.

7. Sources of Revenue (continued)

Contract Revenue

The Company as a managed care provider receives payments under an agreement with Medicaid Managed Healthcare prepaid health plans (MMA plans), which obligates the Company to stand ready to provide or obtain services for qualified beneficiaries (individuals who enroll with an MMA plan). The qualified beneficiaries sign up with the MMA plans to participate in such a health plan. These payments are referred to as capitation fees. The payment is calculated using a per member per month rate (PMPM rate) for each qualified beneficiary.

The Company has two performance obligations related to Managed Care contract revenue that are both paid through capitation revenues – administrative services and behavioral healthcare services.

The first is the administrative services component of the MMA Plan in the amount of 12.5% of the capitation revenue which is for the administrative, recordkeeping and other services of the plan activities. All these services are not considered distinct individually but are a series of services delivered simultaneously each month as a single performance obligation. Like the capitation revenue described above and below for providing healthcare services, the administrative services are also stand ready obligations recognized over time.

The second performance obligation is for healthcare services as detailed above. These are stand ready performance obligations and although may incorporate several different lines of services are deemed a single performance obligation delivered over time as measured each month.

Transaction price considerations include monthly capitation payment, retroactive adjustments, incentive payments and other risk pool adjustments.

The capitation fees do not vary with of the volume of behavioral health services provided and are exclusive of any client copayments or deductibles under their respective plans. Therefore, the Company bears the risk of providing goods and services or contracting for services that the beneficiary is entitled to receive.

In addition to the capitation fees, the amount of contract revenue may be affected by factors such as reinsurance recoveries, retroactive adjustments for member eligibility, risk pools adjustments such as financial incentives and quality targets, and other adjustments. The Company has concluded that based on the immaterial nature of the adjustments no variable consideration need be included in the transaction price related to the capitation fees.

7. Sources of Revenue (continued)

The contracts specify that 12.5% of the capitation fees are related to administrative services and 87.5% of the fees are related to the remaining healthcare services therefore the Company has allocated the transaction price to the two performance obligations based on the terms of the contract.

Capitation arrangements represent a stand-ready obligation to provide services to qualified beneficiaries. The Company recognizes monthly capitation fees as Managed Care contract revenue over time when the periods for which the qualified beneficiary is entitled to services are completed.

8. In-Kind Contributions

In-kind contributions and expenses represent the value assigned to instructional services provided by Escambia County School Board educators, as well as donated prescription drugs from the State of Florida. In-kind contributions are recognized if the services or goods received (a) create or enhance non-financial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. In-kind contributions for the year ended September 30, 2022 amounted to $346.

9. Retirement Plan

The Company provides a tax deferred annuity 403(b) retirement plan (Plan) to all eligible employees. Employees who work a minimum of 20 hours per week are eligible to participate in the Plan after completing one year of employment. Voluntary employee contributions are allowed to the extent permitted by law. The Company matched each eligible participant's pay period contribution to the Plan up to 3% of each eligible participant's compensation. In compliance with Internal Revenue Service regulations, employer contributions for eligible participants vest under a six-year graduated vesting schedule. Plan expense for the year ended September 30, 2022 amounted to $1,726.

10. Support from the State of Florida Requiring Match

The Company received a substantial portion of its support from the state of Florida under grant contract number AO110 with the Florida Department of Children and Families (DCF) Substance Abuse and Mental Health Program. This contract must be renegotiated annually. The contract requires a 18.8% local match for certain community mental health services. This local match requirement has been met for 2022.

11. Net Assets with donor restriction

Net assets with donor restrictions as of September 30, 2022 were $809, the majority of which relate to children's services.

12. Commitments and Contingencies

The Company carries general and professional liability insurance from an unrelated commercial insurance carrier with coverage up to $2,000 per occurrence and $4,000 in the aggregate, on a claims-made basis, and employee benefits liability insurance with coverage up to $1,000 per occurrence and $1,000 in the aggregate. In addition, the Center has an excess coverage policy. The Company is involved in various lawsuits and claims incidental to the normal course of its operations. The Company may be liable for losses in excess of the amounts recorded at September 30, 2022; however, in the opinion of management, such potential losses would not be material to the consolidated financial statements.

In 2021, Global Connections to Employment (GCE), was served a Civil Investigative Demand (CID) by a U.S. Attorney's Office and a criminal matter grand jury subpoena, both related to GCE's contracts with the Department of Defense Manpower Data Center. GCE has not been fully aware of the details, however, has cooperated in these matters by providing responses and documentation as requested.

In addition to the expense of responding, government investigations can also result in monetary penalties and damages, as well as administrative sanctions such as suspension, exclusion or debarment. While it is not possible to predict the outcomes to GCE, nothing beyond requests for information has resulted from these investigations. Although GCE was part of the sale of the membership interest in Lakeview Center, Inc., BHCC has retained certain liabilities related to the investigation to the extent they arose prior to the sale, or arose from activity prior to the sale.

Lakeview Center, Inc. is self-insured for employees' medical insurance claims. The Company carries stop-loss insurance coverage with annual limits of $300 per participant and $14,020 in the aggregate. Global Connections to Employment, Inc. is fully insured for full time employees and self-insured for part time employees. It is the opinion of management that recorded reserves are adequate for existing and unreported claims.

12. Commitments and Contingencies (continued)

The Company has established multiple irrevocable standby letters of credit: one in the amount of $250 with the Company's previous administrator for workers' compensation claims as the named beneficiaries; one each for $367 and $330 with the insurance providers for the Access Behavioral Health (ABH) managed medical advantage plan; and one for $1,375 with the Company's current administrator for workers' compensation claims as the named beneficiary. The Company, under its workers' compensation policies, is responsible to pay all individual claims up to $273 each, as well as certain administration costs to its claims administrators. Should the Company default on any of these payments, the letter of credit guarantees the claims administrators' payment of any outstanding amounts.

Line of Credit Agreement

At September 30, 2022 the Company has a line of credit arrangement of $10,000, reduced from $15,000 on February 1, 2022. The line of credit is secured by a parity Obligation issued under the Master Indenture related to the bonds issued. This line of credit has no outstanding balance as of September 30, 2022.

Contingencies

Federal and State Financial Awards – The Company has received numerous federal and state grants. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Company. In the opinion of management, such claims, if any, should not have a material adverse effect on the consolidated financial position, results of operations, or cash flows of the Company.

Unemployment Compensation – The Company reports its wages to various states for unemployment compensation purposes, as a reimbursable employer. Reimbursable employers compensate prior employees only when a claim has been made with these states. In the opinion of management, no material claims were outstanding that had not been reserved for at September 30, 2022.

13. Summary Information Relating to Financially Interrelated Entities

Summary financial information of the wholly owned subsidiaries, which are included in these consolidated financial statements, is shown below. Inter-entity transactions have not been eliminated from this summary data.

	Lakeview Villa, Inc.	Lakeview Place, Inc.
Total assets	$ 265	$ 199
Total liabilities	$ 429	$ 309
Net deficit without donor restrictions	(164)	(110)
Total net deficit	(164)	(110)
Total liabilities and net deficit without donor restrictions	$ 265	$ 199
Total revenue and support	$ 154	$ 95
Total expenses	154	94
Change in net deficit without donor restrictions	$ –	$ 1

14. Financial Assets and Liquidity Resources

As of September 30, 2022 financial assets and liquidity resources available within one year for general expenditure, such as operating expenses, scheduled principal payments on debt, and capital expenditures were as follows:

	September 30, 2022
Cash and cash equivalents	$ 34,822
Short-term investments	277
Accounts receivable	19,175
Total Financial Assets	$ 54,274

15. Coronavirus Disease 2019

Due to the global viral outbreak caused by Coronavirus Disease 2019 (COVID-19), in 2020, the Center received CARES funding in both fiscal years 2020 and 2021. In fiscal year 2022, the company received a minimal amount of CARES funding. The Company continues to respond to the impact COVID-19 cases but operations have predominantly returned to normal.

16. Functional Classification of Expenses

The Company provides human services, including inpatient, outpatient, long term and community-based behavioral health services, child protective services, and employment for people with disabilities within its region and nationally. Administrative services include administration, finance and accounting, information technology, human resources, and other functions. Organizational expenses are allocated to program and administrative services based on the benefit received in those areas while administrative services costs are allocated to program areas based on personnel costs.

Expenses by functional classification for the year ended September 30, 2022 consist of the following:

	Year Ended September 30, 2022		
	Program Services	**Administrative Services**	**Total**
Salaries and benefits	$ 133,180	$ 8,519	$ 141,699
Subcontracted services	24,748	–	24,748
Subsidy payments	30,953	–	30,953
Contract medical services	17,027	–	17,027
Professional fees	8,994	1,347	10,341
Medical/pharmacy services	12,809	694	13,503
Building occupancy	6,135	429	6,564
Other general, administrative and other	18,263	2,958	21,221
	$ 252,109	$ 13,947	$ 266,056

17. Subsequent Events

The Company evaluated events and transactions occurring subsequent to September 30, 2022, and through, January 25, 2023 the date the accompanying consolidated financial statements were available to be issued. During this period, there were no subsequent events that required recognition or disclosure in the accompanying consolidated financial statements.

Other Information

LifeView Group, Inc. and Subsidiaries

Schedule of Functional Revenues and Expenses (Regulatory Basis) (Unaudited)

June 30, 2022

FUNDING SOURCES & REVENUES			Case Management	Crisis Stabilization	Crisis Support/ Emergency	Day Treatment	In-home & Onsite	Medical Services	Outpatient (Indiv.)	Outreach	Residential II	Residential III	Incidental Expenses	Information and Referral	Outpatient Group	BNET	CAT Team	FACT Team	Mental Health Total	Case Management	Day Treatment	In-home & Onsite	Intervention (Indiv.)
A			02	03	04	06	08	12	14	15	19	20	28	30	35	A1	B4	B5	B				
IA. STATE SAMH FUNDING																							
Current Year Funding																							
Expenditure Report OCA#	**Provider Subcontract#**	**Funding Source: F-Federal S-State P/S-Federal and State**																					
MH001	A0110	F/S										$ 1 625 804.53							$ 1 625 804.53				
MH009	A0110	F/S	$ 350,032.49			$ 538,796.36	$ 118,813.18	$ 1,667,164.79	$ 937,657.92						$ 25 477.20				$ 3 637 941.94				
MH018	A0110	F/S		$ 264,264.50	$ 479,129.15														$ 743,393.65				
MH076	A0110	S											$ 31,773.00						$ 31,773.00				
MH0BN	A0160	F/S														$ 155,190.76			$ 155,190.76				
MH0FT	A0170	F/S											$ 162,437.39					$ 493,594.61	$ 656,032.00				
MH0PG	A0210	F	$ 115,777.82							$ 14,974.18									$ 130,752.00				
MH0TB	A0110	F									$ 148,503.33								$ 148,503.33				
MH211	A0110	S												$ 268 614.98					$ 268 614.98				
MHCAT	A0240	F/S															$ 2 159 541.67		$ 2 159 541.67				
MHMCT	A0250	F/S			$ 1,632,845.64														$ 1 632 845.64				
MHTRV	A0110	S											$ 1,239.91						$ 1,239.91				
MS003	A0110	F/S																	$ -				
MS011	A0110	F/S																	$ -	$ 5,000.90	$ 139,486.96	$ 27.62	$ 30,180.23
MS021	A0110	F/S																	$ -				
MS03S	A0110	F																	$ -				
MS091	A0190	F/S																	$ -				
MS0TB	A0110	F																	$ -				
MS11S	A0110	F																	$ -				
MS11S	A0190	F																	$ -				
MS21S	A0110	F																	$ -				
MS25S	A0110	F																	$ -				
MSSM3	A0110	F																	$ -		$ 1,729.86		
MSSM4	A0110	F																	$ -	$ 4,182.13			
Total Current Year Funding			$ 465,810.31	$ 264,264.50	$ 2,111,974.79	$ 538,796.36	$ 118,813.18	$ 1,667,164.79	$ 937,657.92	$ 14,974.18	$ 148,503.33	$ 1,625,804.53	$ 195,450.30	$ 268,614.98	$ 25,477.20	$ 155,190.76	$ 2,159,541.67	$ 493,594.61	$ 11,191,633.41	$ 9,183.03	$ 141,216.82	$ 27.62	$ 30,180.23
Carry Forward Funding																							
Expenditure Report OCA#	**Provider Subcontract#**	**Funding Source: F-Federal S-State P/S-Federal and State**																					
MH001	A0110	S										$ 28,075.73							$ 28,075.73				
MH0CN	A0110	S	$ 673.49							$ 7,586.66									$ 8,260.15				
MHCA2	A0240	S															$ 125,000.00		$ 125,000.00				
MHCA8	A0110	S												$ 145,426.20					$ 145,426.20				
MHCAT	A0240	S															$ 208,333.33		$ 208,333.33				
MHTRV	A0110	S											$ 5,859.93						$ 5,859.93				
MSCAF	A0190	S																	$ -				
MSTRV	A0110	S																	$ -				
Total Carry Forward Funding			$ 673.49	$ -	$ -	$ -	$ -	$ -	$ -	$ 7,586.66	$ -	$ 28,075.73	$ 5,859.93	$ 145,426.20	$ -	$ -	$ 333,333.33	$ -	$ 520,955.34	$ -	$ -	$ -	$ -
TOTAL STATE SAMH FUNDING			$ 466,483.80	$ 264,264.50	$ 2,111,974.79	$ 538,796.36	$ 118,813.18	$ 1,667,164.79	$ 937,657.92	$ 22,560.84	$ 148,503.33	$ 1,653,880.26	$ 201,310.23	$ 414,041.18	$ 25,477.20	$ 155,190.76	$ 2,492,875.00	$ 493,594.61	$ 11,712,588.75	$ 9,183.03	$ 141,216.82	$ 27.62	$ 30,180.23
IB. OTHER GOVERNMENT FUNDING																							
(1) Other State Agency Funding			$ 102,076.58	$ -	$ -	$ -	$ -	$ 59,325.76	$ 539,557.65	$ 150,016.08	$ -	$ -	$ -	$ (1,234.77)	$ 20,245.60	$ -	$ (123,450.31)	$ -	$ 746,546.59	$ 7,524.38	$ 534.95	$ -	$ -
(2) Medicaid			$ 1,074,861.34	$ 2,220,423.47	$ 3,051,773.39	$ 662,654.58	$ 7,919.10	$ 859,574.72	$ 2,926,504.11	$ -	$ 334,481.25	$ 118,959.72	$ -	$ -	$ 49,193.34	$ 71.59	$ 2,562.75	$ -	$ 11,308,979.35	$ -	$ 83,784.75	$ 461.83	$ 31,086.92
(3) Local Government			$ 13,478.43	$ 27,085.31	$ 70,635.47	$ 275,791.85	$ 3,964.24	$ 143,389.28	$ 1,171,280.50	$ 77,746.16	$ 22,125.00	$ 30,839.10	$ -	$ 104,956.60	$ 14,443.13	$ -	$ -	$ -	$ 1,955,735.08	$ -	$ 286,313.70	$ 345.49	$ -
(4) Federal Grants and Contracts			$ -	$ -	$ -	$ 132,647.00	$ -	$ -	$ 16,691.93	$ -	$ -	$ 2,299.50	$ -	$ -	$ 3,375.11	$ -	$ -	$ -	$ 154,813.54	$ -	$ -	$ -	$ -
(5) In-kind from local govt. only			$ 18,484.25	$ -	$ -	$ -	$ -	$ 13,007.88	$ 171,446.38	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 202,938.51	$ -	$ -	$ -	$ -
TOTAL OTHER GOVERNMENT FUNDING			$ 1,208,900.59	$ 2,247,508.78	$ 3,122,408.86	$ 1,071,093.43	$ 11,883.34	$ 1,075,297.65	$ 4,825,280.57	$ 227,762.24	$ 356,606.25	$ 152,098.32	$ -	$ 103,731.83	$ 87,257.18	$ 71.59	$ (120,887.56)	$ -	$ 14,369,013.07	$ 7,524.38	$ 370,633.39	$ 707.32	$ 31,086.92
IC. ALL OTHER REVENUES																							
(1) 1st & 2nd Party Payments			$ 190,700.11	$ (149.34)	$ 4,701.34	$ 240,110.73	$ 1,912.05	$ 1,701,545.61	$ 661,495.84	$ (97.00)	$ 1.18	$ 271,813.93	$ -	$ 18.00	$ 30,109.05	$ 53.00	$ 2,269.56	$ 425,628.59	$ 3,530,112.64	$ (12.60)	$ 29,512.58	$ 37.12	$ 20,467.23
(2) 3rd Party Payments (except Medicare)			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(3) Medicare			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(4) Contributions and Donations			$ 22,800.00	$ -	$ -	$ 5,000.00	$ -	$ 48,992.17	$ 62,900.00	$ (17,392.43)	$ -	$ -	$ -	$ -	$ 300.00	$ -	$ -	$ -	$ 122,599.74	$ -	$ -	$ -	$ -
(5) Other			$ 62.50	$ 33.69	$ 67.38	$ 30,563.94	$ -	$ 1,285.86	$ 61,772.51	$ -	$ 29.54	$ 5,351.56	$ -	$ -	$ 14,926.86	$ (3,150.51)	$ -	$ -	$ 110,943.32	$ -	$ -	$ -	$ -
(6) In-kind			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
TOTAL ALL OTHER REVENUES			$ 213,562.61	$ (115.65)	$ 4,768.72	$ 275,674.67	$ 1,912.05	$ 1,751,823.64	$ 786,168.35	$ (17,489.43)	$ 30.72	$ 277,165.49	$ -	$ 18.00	$ 45,335.91	$ (3,097.51)	$ 2,269.56	$ 425,628.59	$ 3,763,655.70	$ (12.60)	$ 29,512.58	$ 37.12	$ 20,467.23
TOTAL FUNDING			$ 1 888 947.00	$ 2 511 657.63	$ 5 239 152.37	$ 1 885 564.46	$ 132 608.57	$ 4 494 286.07	$ 6 549 106.84	$ 232 833.65	$ 505 140.30	$ 2 083 144.08	$ 201 310.23	$ 517 791.01	$ 158 070.28	$ 152 164.84	$ 2 374 257.00	$ 919 223.20	$ 29 845 257.53	$ 16 694.81	$ 541 362.79	$ 772.06	$ 81 734.38

LifeView Group, Inc. and Subsidiaries

Schedule of Functional Revenues and Expenses (Regulatory Basis) (Unaudited) (continued)

June 30, 2022

Medical Services 12	Medication-Assisted Tx 13	Outpatient (Indiv.) 14	Residential II 19	Residential III 20	Inpatient Detoxification 24	TASC 27	Incidental Expenses 28	Outpatient Group 35	Prevention - Universal Direct 50	FIT Team A2	Network Eval. & Dvlpmt. B1	Substance Abuse Total C	Total for State SAMH-Funded Covered Services or Projects (B+C) D	Total for Non-State-Funded Covered Services or Projects E	Total for All Covered Services or Projects (D+E) F	Non-SAMH Covered Services or Projects G	Total Funding (F+G) H
												$ -	$ 1 625 804.53		$ 1 625 804.53		$ 1 625 804.53
												$ -	$ 3 637 941.94		$ 3 637 941.94		$ 3 637 941.94
												$ -	$ 743,393.65		$ 743,393.65		$ 743,393.65
												$ -	$ 31,773.00		$ 31,773.00		$ 31,773.00
												$ -	$ 155,190.76		$ 155,190.76		$ 155,190.76
												$ -	$ 656,032.00		$ 656,032.00		$ 656,032.00
												$ -	$ 130,752.00		$ 130,752.00		$ 130,752.00
												$ -	$ 148,503.33		$ 148,503.33		$ 148,503.33
												$ -	$ 268 614.98		$ 268 614.98		$ 268 614.98
												$ -	$ 2 159 541.67		$ 2 159 541.67		$ 2 159 541.67
												$ -	$ 1 632 845.64		$ 1 632 845.64		$ 1 632 845.64
												$ -	$ 1,239.91		$ 1,239.91		$ 1,239.91
			$ 230,354.29	$ 933,244.23								$ 1,163,598.52	$ 1,163,598.52		$ 1,163,598.52		$ 1,163,598.52
$ 303,933.12		$ 703,300.62				$ 104,408.44		$ 19,855.49				$ 1,306,193.38	$ 1,306,193.38		$ 1,306,193.38		$ 1,306,193.38
					$ 24,206.55							$ 24,206.55	$ 24,206.55		$ 24,206.55		$ 24,206.55
			$ 1,013,184.98									$ 1,013,184.98	$ 1,013,184.98		$ 1,013,184.98		$ 1,013,184.98
										$ 684,999.87		$ 684,999.87	$ 684,999.87		$ 684,999.87		$ 684,999.87
			$ 225 150.21									$ 225 150.21	$ 225 150.21		$ 225 150.21		$ 225 150.21
											$ 4 090.98	$ 4 090.98	$ 4 090.98		$ 4 090.98		$ 4 090.98
										$ 44,674.02		$ 44,674.02	$ 44,674.02		$ 44,674.02		$ 44,674.02
					$ 511,283.88							$ 511,283.88	$ 511,283.88		$ 511,283.88		$ 511,283.88
									$ 295,046.00			$ 295,046.00	$ 295,046.00		$ 295,046.00		$ 295,046.00
$ 71,179.90	$ 2,625.00	$ 31,547.97					$ 128,555.00	$ 3,043.58				$ 238,681.31	$ 238,681.31		$ 238,681.31		$ 238,681.31
$ 276,381.75	$ 115.16	$ 138,445.25					$ 468,842.00	$ 8,051.86				$ 896,018.15	$ 896,018.15		$ 896,018.15		$ 896,018.15
$ 651,494.77	$ 2,740.16	$ 873,293.84	$ 1,468,689.48	$ 933,244.23	$ 535,490.43	$ 104,408.44	$ 597,397.00	$ 30,950.93	$ 295,046.00	$ 729,673.89	$ 4,090.98	$ 6,407,127.85	$ 17,598,761.26		$ 17,598,761.26		$ 17,598,761.26
												$ -	$ 28,075.73		$ 28,075.73		$ 28,075.73
												$ -	$ 8,260.15		$ 8,260.15		$ 8,260.15
												$ -	$ 125,000.00		$ 125,000.00		$ 125,000.00
												$ -	$ 145,426.20		$ 145,426.20		$ 145,426.20
												$ -	$ 208,333.33		$ 208,333.33		$ 208,333.33
												$ -	$ 5,859.93		$ 5,859.93		$ 5,859.93
										$ 44,674.00		$ 44,674.00	$ 44,674.00		$ 44,674.00		$ 44,674.00
							$ 6,043.32					$ 6,043.32	$ 6,043.32		$ 6,043.32		$ 6,043.32
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 6,043.32	$ -	$ -	$ 44,674.00	$ -	$ 50,717.32	$ 571,672.66		$ 571,672.66		$ 571,672.66
$ 651,494.77	$ 2,740.16	$ 873,293.84	$ 1,468,689.48	$ 933,244.23	$ 535,490.43	$ 104,408.44	$ 603,440.32	$ 30,950.93	$ 295,046.00	$ 774,347.89	$ 4,090.98	$ 6,457,845.17	$ 18,170,433.92		$ 18,170,433.92		$ 18,170,433.92
$ 298,795.40	$ 5,482.45	$ 271,741.94	$ -	$ -	$ -	$ -	$ -	$ 2,365.06	$ -	$ (3,148.24)	$ -	$ 583,295.93	$ 1,329,842.52	$ 6,816,796.66	$ 8,146,639.18	$ 63,990,564.70	$ 72,137,203.88
$ 603,833.09	$ 6,325.28	$ 866,393.23	$ 493,053.55	$ 19,417.86	$ 282,614.68	$ 13,807.06	$ -	$ 50,955.79	$ 58.20	$ 46,947.80	$ -	$ 2,498,740.04	$ 13,807,719.39	$ 4,453,184.26	$ 18,260,903.65	$ 14,564,530.01	$ 32,825,433.66
$ 56,045.63	$ -	$ 257,953.33	$ 15,375.00	$ 21,242.96	$ 29,997.49	$ -	$ -	$ 9,954.60	$ 34,653.90	$ -	$ -	$ 701,782.10	$ 2,657,517.18	$ -	$ 2,657,517.18	$ 3,941,523.89	$ 6,599,040.87
$ -	$ -	$ 1,508.90	$ -	$ 850.50	$ -	$ -	$ -	$ 1,046.36	$ -	$ -	$ -	$ 3,405.76	$ 158,219.30	$ 1,595,209.95	$ 1,753,429.25	$ 119,639,958.71	$ 121,393,387.96
$ 5,844.12	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 5,844.12	$ 208,782.63	$ 104,538.32	$ 313,320.95	$ 274,679.79	$ 588,000.74
$ 964,518.24	$ 11,807.73	$ 1,397,597.41	$ 508,428.55	$ 41,511.32	$ 312,612.17	$ 13,807.06	$ -	$ 64,321.81	$ 24,712.10	$ 43,799.56	$ -	$ 3,793,067.95	$ 18,162,081.02	$ 12,969,729.19	$ 31,131,810.21	$ 202,411,256.90	$ 233,543,067.11
$ 1,041,697.65	$ 9,512.02	$ 1,797,031.56	$ 0.82	$ 117,029.22	$ (298.68)	$ 3,726.30	$ -	$ 85,665.80	$ -	$ 11,562.33	$ -	$ 3,115,931.34	$ 6,646,043.98	$ 15,124,272.98	$ 21,770,316.96	$ -	$ 21,770,316.96
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ 15,471.21	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 15,471.21	$ 138,070.95	$ 9,355.00	$ 147,425.95	$ 421,323.60	$ 568,749.55
$ 406.06	$ -	$ 7,715.14	$ 181.44	$ 122.50	$ 67.38	$ -	$ -	$ 5,624.12	$ -	$ -	$ -	$ 14,116.64	$ 125,059.39	$ 12,400.90	$ 137,460.86	$ 1,348,425.79	$ 1,485,886.65
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
$ 1,057,574.92	$ 9,512.02	$ 1,804,746.70	$ 182.26	$ 117,151.72	$ (231.30)	$ 3,726.30	$ -	$ 91,289.92	$ -	$ 11,562.33	$ -	$ 3,145,519.19	$ 6,909,174.89	$ 15,146,028.88	$ 22,055,203.77	$ 1,769,749.39	$ 23,824,953.16
$ 2 673 587.92	$ 24 059.90	$ 4 075 637.95	$ 1 977 300.29	$ 1 091 907.27	$ 847 871.30	$ 131 941.81	$ 603 440.32	$ 186 562.66	$ 319 758.10	$ 829 709.78	$ 4 090.98	$ 13 396 432.31	$ 43 241 689.83	$ 28 115 758.07	$ 71 357 447.90	$ 204 181 006.29	$ 275 538 454.19

LifeView Group, Inc. and Subsidiaries

Schedule of Functional Revenues and Expenses (Regulatory Basis) (Unaudited) (continued)

June 30, 2022

EXPENSE CATEGORIES	Case Management	Crisis Stabilization	Crisis Support/ Emergency	Day Treatment	In-home & Onsite	Medical Services	Outpatient (Indiv.)	Outreach	Residential II	Residential III	Incidental Expenses	Information and Referral	Outpatient Group	BNET	CAT Team	FACT Team	Mental Health Total	Case Management	Day Treatment	In-home & Onsite	Intervention (Indiv.)
A	02	03	04	06	08	12	14	15	19	20	28	30	35	A1	B4	B5	B	02	06	08	11
IIA. PERSONNEL EXPENSES																					
(1) Salaries	$ 1,247,508.60	$ 160,100.12	$ 1,395,508.17	$ 366,077.04	$ 62,879.62	$ 3,700,639.70	$ 3,736,685.04	$ 68,847.59	$ 300,509.20	$ 682,236.50	$ -	$ 176,555.08	$ 144,372.73	$ 58,051.62	$ 1,240,507.45	$ 611,879.57	$ 13,952,358.03	$ 5,634.35	$ 173,065.88	$ 1,825.60	$ 63,584.39
(2) Fringe Benefits	$ 436,121.12	$ 33,690.92	$ 431,942.18	$ 104,449.02	$ 33,623.23	$ 570,456.68	$ 1,192,641.88	$ 23,509.78	$ 109,850.56	$ 246,727.16	$ -	$ 65,126.14	$ 43,088.23	$ 8,549.51	$ 384,177.50	$ 155,866.35	$ 3,839,820.26	$ 762.38	$ 47,318.39	$ 388.37	$ 17,632.50
TOTAL PERSONNEL EXPENSES	$ 1,683,629.72	$ 193,791.05	$ 1,827,450.36	$ 470,526.06	$ 96,502.85	$ 4,271,096.38	$ 4,929,326.92	$ 92,357.37	$ 410,359.76	$ 928,963.66	$ -	$ 241,681.22	$ 187,460.96	$ 66,601.13	$ 1,624,684.95	$ 767,745.92	$ 17,792,178.29	$ 6,396.73	$ 220,384.27	$ 2,213.97	$ 81,216.89
IIB. OTHER EXPENSES																					
(1) Building Occupancy	$ 177,824.72	$ 30,046.81	$ 102,306.94	$ 270,009.38	$ 10,431.66	$ 71,002.88	$ 567,622.19	$ 842.08	$ 59,600.63	$ 163,428.97	$ -	$ 2,374.42	$ 13,054.14	$ 1,834.95	$ 61,184.66	$ 27,795.39	$ 1,559,359.83	$ 186.81	$ 62,661.43	$ 164.84	$ 4,346.62
(2) Professional Services	$ 888.43	$ 231,445.60	$ 310,475.81	$ 2,103.20	$ -	$ 1,604.35	$ 1,389.33	$ 80.67	$ 2,006.99	$ 3,822.28	$ -	$ 34,584.89	$ 306.06	$ -	$ 5,338.63	$ -	$ 594,056.24	$ 42.54	$ 525.80	$ -	$ -
(3) Travel	$ 14,999.50	$ 1,377.01	$ 22,512.37	$ 34,840.67	$ 1,843.98	$ 6,078.84	$ 32,915.57	$ 5,427.55	$ 2,529.44	$ 9,564.16	$ -	$ 102.52	$ 427.03	$ 51.67	$ 71,256.74	$ 11,821.80	$ 215,748.84	$ -	$ 86.23	$ 4.94	$ 104.09
(4) Equipment	$ 3,301.45	$ 2,161.69	$ 7,680.90	$ 1,313.39	$ 105.85	$ 13,993.11	$ 34,938.64	$ 272.50	$ 1,929.83	$ 970.34	$ -	$ 3,247.99	$ 645.22	$ 56.50	$ 7,353.52	$ 2,958.61	$ 80,929.53	$ -	$ 1,193.98	$ 16.13	$ 510.62
(5) Food Services	$ 53 527.52	$ 10 379.90	$ 20 931.18	$ 21 548.49	$ 26.44	$ 193.71	$ 125 786.60	$ 409.62	$ 36 583.68	$ 132 894.91	$ -	$ -	$ 35.91	$ 1.19	$ 672.70	$ 628.00	$ 403 619.84	$ -	$ 37.13	$ -	$ 3.92
(6) Medical and Pharmacy	$ 13,176.21	$ 4,935.34	$ 10,025.17	$ 2,311.43	$ 137.18	$ 27,783.19	$ 51,726.10	$ 491.28	$ 3,471.87	$ 7,518.68	$ 31,773.00	$ -	$ 6,209.62	$ 3,356.73	$ 3,163.08	$ 1,692.49	$ 167,861.36	$ -	$ 43,540.38	$ -	$ -
(7) Subcontracted Services	$ 1,508.31	$ 2,186,577.47	$ 2,933,766.85	$ -	$ -	$ 1,532.08	$ 4,670.04	$ -	$ -	$ 449.68	$ -	$ 481.50	$ 101.93	$ 12,081.70	$ -	$ -	$ 5,141,169.55	$ 18.69	$ -	$ -	$ -
(8) Insurance	$ 34,396.50	$ 2,351.39	$ 28,341.59	$ 34,353.76	$ 2,217.31	$ 26,193.51	$ 112,845.60	$ 2,206.72	$ 12,327.19	$ 28,734.06	$ -	$ 6,287.61	$ 4,090.35	$ 1,393.47	$ 36,131.12	$ 14,016.80	$ 335,786.98	$ 4.86	$ 8,485.22	$ 29.21	$ 1,684.64
(9) Interest Paid	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
(10) Operating Supplies & Expenses	$ 97 039.64	$ 13 484.99	$ 60 541.07	$ 98 408.82	$ 3 795.38	$ 88 968.12	$ 253 715.40	$ 82 613.53	$ 13 300.97	$ 46 884.76	$ 171 363.89	$ 82 934.42	$ 12 879.42	$ 5 076.27	$ 201 483.94	$ 188 579.52	$ 1 421 070.14	$ 175.18	$ 23 585.09	$ 156.73	$ 3 820.19
(11) Other-Bad Debt	$ (572.88)	$ 2,151.20	$ 4,155.30	$ 533.80	$ (227.40)	$ 63,728.10	$ 7,106.54	$ -	$ -	$ 941.02	$ -	$ -	$ 633.36	$ -	$ 18.00	$ -	$ 78,467.05	$ -	$ (425.23)	$ (1.18)	$ 597.78
(12) Donated Items	$ 18,484.25	$ -	$ -	$ -	$ -	$ -	$ -	$ 171,446.38	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 189,930.63	$ -	$ -	$ -	$ -
TOTAL OTHER EXPENSES	$ 414,573.66	$ 2,484,911.40	$ 3,500,637.18	$ 455,422.93	$ 18,330.39	$ 301,077.89	$ 1,364,163.38	$ 92,343.95	$ 131,750.60	$ 395,208.87	$ 203,136.89	$ 130,023.35	$ 38,473.03	$ 23,852.48	$ 386,602.39	$ 247,492.61	$ 10,188,000.00	$ 428.08	$ 139,690.02	$ 370.67	$ 11,067.86
TOT. PERSONNEL & OTH. EXP.	$ 2,098,203.38	$ 2,678,702.45	$ 5,328,087.53	$ 925,948.99	$ 114,833.24	$ 4,572,174.27	$ 6,293,489.31	$ 184,701.32	$ 542,110.36	$ 1,324,172.53	$ 203,136.89	$ 371,704.57	$ 225,933.99	$ 90,453.61	$ 2,011,287.34	$ 1,015,238.53	$ 27,980,178.29	$ 6,824.81	$ 360,074.30	$ 2,584.64	$ 92,284.75
IIC. DISTRIBUTED INDIRECT COSTS																					
(a) Other Support Costs (Optional)																	$ -				
(b) Administration	$ 477,541.52	$ 59,072.35	$ 471,822.50	$ 150,662.57	$ 26,090.40	$ 1,080,072.17	$ 1,285,286.01	$ 42,218.08	$ 168,404.81	$ 337,767.18	$ -	$ 109,445.32	$ 66,756.61	$ 15,014.23	$ 500,636.07	$ 188,313.03	$ 4,979,102.86	$ 2,999.98	$ 60,591.65	$ 567.51	$ 20,296.39
TOT. DISTR'D INDIRECT COSTS	$ 477,541.52	$ 59,072.35	$ 471,822.50	$ 150,662.57	$ 26,090.40	$ 1,080,072.17	$ 1,285,286.01	$ 42,218.08	$ 168,404.81	$ 337,767.18	$ -	$ 109,445.32	$ 66,756.61	$ 15,014.23	$ 500,636.07	$ 188,313.03	$ 4,979,102.86	$ 2,999.98	$ 60,591.65	$ 567.51	$ 20,296.39
TOTAL ACTUAL OPER. EXPENSES	$ 2,575,744.90	$ 2,737,774.80	$ 5,799,910.04	$ 1,076,611.56	$ 140,923.64	$ 5,652,246.43	$ 7,578,775.32	$ 226,919.40	$ 710,515.17	$ 1,661,939.70	$ 203,136.89	$ 481,149.89	$ 292,690.60	$ 105,467.84	$ 2,511,923.41	$ 1,203,551.56	$ 32,959,281.15	$ 9,824.79	$ 420,665.95	$ 3,152.16	$ 112,581.13
IID. UNALLOWABLE COSTS	$ (1,570.76)	$ (422.50)	$ (2,150.70)	$ (1,494.41)	$ (90.94)	$ (3,480.01)	$ (4,913.91)	$ (62.65)	$ (274.38)	$ (851.51)	$ -	$ (741.30)	$ (256.59)	$ (65.55)	$ (2,561.38)	$ (1,187.23)	$ (20,123.81)	$ (4.20)	$ (160.87)	$ (2.38)	$ (66.51)
TOT. ALLOWABLE OPER. EXP.	$ 2,577,315.66	$ 2,738,197.30	$ 5,802,060.73	$ 1,078,105.98	$ 141,014.57	$ 5,655,726.44	$ 7,583,689.22	$ 226,982.05	$ 710,789.55	$ 1,662,791.22	$ 203,136.89	$ 481,891.19	$ 292,947.19	$ 105,533.39	$ 2,514,484.79	$ 1,204,738.79	$ 32,979,404.97	$ 9,828.98	$ 420,826.81	$ 3,154.54	$ 112,647.64
IIE. CAPITAL EXPENDITURES																	$ -				
III. UNEARNED FUNDS, FUNDING ALLOCATIONS, AND EXCESS FUNDS																					
IIIA. Unearned Funds:	$ (2,110,831.86)	$ (2,473,932.80)	$ (3,690,085.94)	$ (539,309.62)	$ (22,201.39)	$ (3,988,561.65)	$ (6,646,031.30)	$ (204,421.21)	$ (562,286.22)	$ (8,910.96)	$ (1,826.66)	$ (67,850.01)	$ (267,469.99)	$ 49,657.37	$ (21,609.79)	$ (711,144.18)	$ (21,266,816.22)	$ (645.95)	$ (279,609.99)	$ (3,126.93)	$ (82,467.41)

LifeView Group, Inc. and Subsidiaries

Schedule of Functional Revenues and Expenses (Regulatory Basis) (Unaudited) (continued)

June 30, 2022

Medical Services 12	Medication-Assisted Tx 13	Outpatient (Indiv.) 14	Residential II 19	Residential III 20	Inpatient Detoxification 24	TASC 27	Incidental Expenses 28	Outpatient Group 35	Prevention - Universal Direct 50	FIT Team A2	Network Eval. & Dvlpmt. B1	Substance Abuse Total C	Total for State SAMH-Funded Covered Services (B+C) D	Total for Non-State-Funded Covered Services E	Total for All Covered Services (D+E) F	Non-SAMH Covered Services G	Other Support Costs (optional) H	Administration I	Total Expenses (F+G+H+-I*) J
$ 1,553,843.88	$ 7,188.00	$ 1,083,561.80	$ 746,422.83	$ 395,373.52	$ 320,200.24	$ 166,386.98	$ -	$ 78,719.86	$ 170,027.77	$ 387,613.20	$ -	$ 5,153,448.30	$ 19,105,806.34	$ 10,113,953.01	$ 29,219,759.35	$ 72,868,463.61	$ -	$ 8,122,921.35	$ 110,211,144.31
$ 298,846.60	$ 2,221.76	$ 360,895.43	$ 253,559.03	$ 137,639.96	$ 67,381.85	$ 49,121.17	$ -	$ 25,529.56	$ 55,707.13	$ 104,440.75	$ -	$ 1,421,444.87	$ 5,261,265.13	$ 2,607,888.97	$ 7,869,154.09	$ 26,091,094.27	$ -	$ 2,531,769.53	$ 36,492,017.89
$ 1,852,690.48	$ 9,409.76	$ 1,444,457.22	$ 999,981.86	$ 533,013.47	$ 387,582.09	$ 215,508.15	$ -	$ 104,249.42	$ 225,734.90	$ 492,053.95	$ -	$ 6,574,893.17	$ 24,367,071.46	$ 12,721,841.98	$ 37,088,913.44	$ 98,959,557.88	$ -	$ 10,654,690.88	$ 146,703,162.20
$ 110,643.63	$ 1,729.40	$ 248,040.95	$ 176,796.99	$ 90,829.89	$ 60,093.62	$ 14,793.12	$ -	$ 9,469.70	$ 45.09	$ 26,085.55	$ -	$ 805,887.66	$ 2,365,247.49	$ 1,397,928.65	$ 3,763,176.14	$ 4,952,753.78	$ -	$ 932,836.13	$ 9,648,766.05
$ 1,014.27	$ 5.60	$ 3,838.82	$ 1,304.68	$ 1,413.72	$ 22,580.06	$ -	$ -	$ 214.89	$ -	$ 262.05	$ -	$ 31,292.43	$ 625,348.67	$ 204,321.48	$ 829,670.15	$ 4,215,623.57	$ -	$ 1,384,481.82	$ 6,429,775.54
$ 5,234.12	$ 65.74	$ 4,786.58	$ 9,319.66	$ 5,646.89	$ 2,754.02	$ -	$ -	$ 69.47	$ 1,126.26	$ 23,563.11	$ -	$ 52,761.11	$ 268,509.95	$ 199,476.33	$ 467,986.28	$ 1,542,564.93	$ -	$ 33,808.13	$ 2,044,359.34
$ 10,897.49	$ 128.70	$ 8,453.56	$ 5,231.91	$ 664.05	$ 4,323.38	$ 5,020.29	$ -	$ 347.20	$ 226.00	$ 5,414.30	$ -	$ 42,427.60	$ 123,357.13	$ 904,135.85	$ 1,027,492.98	$ 727,177.83	$ -	$ 2,534,219.38	$ 4,288,890.19
$ 1 833.32	$ 35.00	$ 3 756.45	$ 178 602.10	$ 94 831.00	$ 20 759.80	$ 15.18	$ -	$ 81.15	$ -	$ 6.58	$ -	$ 399 061.62	$ 703 581.47	$ 227 794.01	$ 931 375.48	$ 1 363 574.47	$ -	$ 8 046.14	$ 3 301 996.09
$ 292,340.76	$ 5,578.24	$ 394,922.65	$ 10,519.47	$ 4,181.29	$ 9,870.69	$ -	$ 611,322.00	$ 7,825.49	$ -	$ -	$ -	$ 1,380,000.96	$ 1,547,862.32	$ 11,296,453.81	$ 12,844,316.13	$ 80,280.08	$ -	$ 92,548.20	$ 13,017,144.41
$ 8,036.82	$ 145.30	$ 33,603.86	$ -	$ 166.32	$ 214,922.68	$ -	$ -	$ 893.38	$ -	$ -	$ -	$ 257,787.05	$ 5,398,956.60	$ 964,725.90	$ 6,363,682.50	$ 76,421,485.35	$ -	$ -	$ 82,785,167.85
$ 17,942.77	$ 182.45	$ 28,727.06	$ 28,729.15	$ 15,524.88	$ 4,702.78	$ 5,443.90	$ -	$ 3,166.53	$ 5,928.03	$ 8,423.20	$ -	$ 127,974.69	$ 463,761.67	$ 305,167.85	$ 768,929.52	$ 767,067.06	$ -	$ 16,888.65	$ 1,552,885.23
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 1,535,541.02	$ -	$ 761.39	$ 1,536,302.41
$ 44 947.98	$ 324.36	$ 53 510.78	$ 35 696.42	$ 15 793.45	$ 26 969.98	$ 1 015.60	$ 6 043.32	$ 4 608.88	$ 9 834.99	$ 21 792.70	$ 4 090.98	$ 252 366.63	$ 1 673 436.77	$ 502 313.19	$ 2 175 749.96	$ 3 436 052.04	$ -	$ 1 155 195.18	$ 6 766 997.18
$ 30,615.46	$ 193.98	$ 37,171.75	$ -	$ 526.42	$ 4,302.40	$ -	$ -	$ 1,462.63	$ -	$ (82.44)	$ -	$ 74,361.56	$ 152,828.61	$ 42,389.83	$ 195,218.44	$ 220,796.23	$ -	$ -	$ 416,014.67
$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 189,930.63	$ 4,542.32	$ 194,472.95	$ 274,679.79	$ -	$ -	$ 469,152.74
$ 523,406.63	$ 8,388.77	$ 816,812.47	$ 446,290.38	$ 239,577.90	$ 371,279.40	$ 26,288.09	$ 617,365.32	$ 27,139.32	$ 17,160.37	$ 85,465.05	$ 4,090.98	$ 3,324,821.31	$ 13,512,821.31	$ 16,049,349.22	$ 29,562,070.53	$ 95,536,596.15	$ -	$ 6,158,785.02	$ 131,257,451.70
$ 2,376,097.10	$ 17,798.53	$ 2,261,269.69	$ 1,446,272.24	$ 762,591.37	$ 758,861.49	$ 241,796.24	$ 617,365.32	$ 131,388.74	$ 242,895.27	$ 577,519.00	$ 4,090.98	$ 9,899,714.48	$ 37,879,892.77	$ 28,771,091.20	$ 66,650,983.97	$ 194,498,154.03	$ -	$ 16,813,475.90	$ 277,960,613.90
												$ -	$ -		$ -		$ -		$ -
$ 470,570.58	$ 2,304.08	$ 370,166.32	$ 345,550.58	$ 179,313.96	$ 118,144.71	$ 54,265.96	$ -	$ 37,697.44	$ 101,209.89	$ 124,539.13	$ -	$ 1,888,218.18	$ 6,867,321.04	$ (376,728.93)	$ 6,490,592.11	$ 10,322,883.79		$ (16,813,475.90)	$ -
$ 470,570.58	$ 2,304.08	$ 370,166.32	$ 345,550.58	$ 179,313.96	$ 118,144.71	$ 54,265.96	$ -	$ 37,697.44	$ 101,209.89	$ 124,539.13	$ -	$ 1,888,218.18	$ 6,867,321.04	$ (376,728.93)	$ 6,490,592.11	$ 10,322,883.79	XXXXXXXXXX	XXXXXXXXXX	
$ 2,846,667.69	$ 20,102.61	$ 2,631,436.02	$ 1,791,822.82	$ 941,905.33	$ 877,006.20	$ 296,062.20	$ 617,365.32	$ 169,086.17	$ 344,105.16	$ 702,058.13	$ 4,090.98	$ 11,787,932.66	$ 44,747,213.81	$ 28,394,362.27	$ 73,141,576.08	$ 204,819,037.82	$ 0.00	$ 0.00	$ 277,960,613.90
$ (3,359.13)	$ (44.20)	$ (5,521.14)	$ (728.35)	$ (516.17)	$ (844.99)	$ (187.16)	$ -	$ (212.80)	$ (146.08)	$ (383.86)	$ -	$ (12,177.83)	$ (32,301.64)	$ (50,447.00)	$ (82,748.64)	$ (199,305.83)	XXXXXXXXXX	XXXXXXXXXX	$ (282,054.47)
$ 2,850,026.82	$ 20,146.81	$ 2,636,957.15	$ 1,792,551.17	$ 942,421.50	$ 877,851.19	$ 296,249.36	$ 617,365.32	$ 169,298.97	$ 344,251.24	$ 702,441.99	$ 4,090.98	$ 11,800,110.49	$ 44,779,515.45	$ 28,444,809.27	$ 73,224,324.72	$ 205,018,343.65	XXXXXXXXXX	XXXXXXXXXX	$ 278,242,668.37
												$ -	$ -		$ -				$ -
$ (2,198,532.05)	$ (17,406.65)	$ (1,763,663.31)	$ (333,861.69)	$ (9,177.27)	$ (342,360.76)	$ (191,840.92)	$ (13,925.00)	$ (138,348.04)	$ (49,205.24)	$ 71,905.90	$ -	$ (5,342,265.32)	$ (26,609,081.53)						

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Functional Revenues and Expenses
(Regulatory Basis) (Unaudited)

June 30, 2022

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period in accordance with guidelines established by the State of Florida Department of Children and Families.

LifeView Group, Inc. and Subsidiaries

Schedule of State Earnings
(Regulatory Basis) (Unaudited)
(Dollars in Thousands)

Year Ended June 30, 2022

1. Total expenditures	$	277,961
2. Less other state and federal funds		(226,356)
3. Less non-match SAMH funds		(686)
4. Less unallowable costs per 65E-14, F.A.C.		(282)
5. Total allowable expenditures (sum lines 1, 2, 3 and 4)		50,637
6. Maximum available earnings (line 5 times 75%)		37,978
7. Amount of state funds requiring match		1,900
8. Amount due to department (subtract line 7 from line 6)	$	–

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of State Earnings
(Regulatory Basis) (Unaudited)

June 30, 2022

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families. Per guidance Rule 65E-14.003(1)(b), F.A.C., if the amount calculated as due to department is positive, then no amounts are due to department.

LifeView Group, Inc. and Subsidiaries

Schedule of Related-Party Transaction Adjustments (Regulatory Basis)
(Unaudited)

Year Ended June 30, 2022

	Related Passed Through to Subrecipient
Revenues from grantee:	
Services	$ 533,510
Rent	–
Interest	–
Other	–
Total revenue from grantee	533,510
Expenses associated with grantee transactions:	
Personnel services	–
Depreciation	–
Interest	–
Other	–
Total associated expenses	–
Related-party transaction adjustment	$ 533,510
Allocation of related-party transaction adjustment:	
SAMH covered services:	
3	$ 181,791
24	351,719
Total	$ 533,510

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Related-Party Transaction Adjustments (Regulatory Basis) (Unaudited)

June 30, 2022

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families.

LifeView Group, Inc. and Subsidiaries

Schedule of Bed-Day Availability Payments (Unaudited)

Year Ended June 30, 2022

Program	Covered Service	Contracted Rate	Total Units of Service Provided	Total Units of Service Paid for by 3rd Party Contracts, Local Govt. or Other State Agencies	Passed	Amount Paid for Services by the Department	Maximum $ Value of Units in Column	Amount Owed to Department
A	B	C	D	E	F	G	H=FxC	> of G-H or $0
Children's MH	Crisis stabilization unit	$ 395.26	–	–	–	$ 25,306	$ –	$ –
Adult MH	Crisis stabilization unit	$ 395.26	745	297	448	$ 238,959	177,076	–
Children's SA	Substance abuse detox	n/a	n/a	n/a	n/a	n/a	n/a	–
Adult SA	Substance abuse detox	$ 399.13	358	90	268	$ 511,284	106,967	–
Adult MH	Short-term residential treatment	n/a	n/a	n/a	n/a	n/a	n/a	–
						Total amount owed to department		$ –

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Note to Schedule of Bed-Day Availability Payments (Unaudited)

June 30, 2022

1. Summary of Significant Accounting Policies

The accompanying schedule was prepared on the accrual basis of accounting for the contract period. Calculations in the schedule were prepared in accordance with guidelines established by the State of Florida Department of Children and Families.

Supplementary Information

LifeView Group, Inc. and Subsidiaries

DUI School

Balance Sheet

September 30, 2022

Assets	
Property and equipment, less accumulated depreciation of $7,165	$ 298,425
Total assets	$ 298,425
Liabilities and net deficit	
Current liabilities:	
Accounts payable and accrued liabilities	$ 8,553
Due to Lakeview Center, Inc.	697,918
Compensated absences	16,599
Total current liabilities	723,070
Net deficit without donor restrictions:	
Without donor restrictions	(424,645)
Total liabilities and net deficit	$ 298,425

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

DUI School

Statement of Operations and Changes in Net Deficit
With Special Supervision Services (SSS) (Unaudited)

Year Ended September 30, 2022

Changes in net deficit without donor restrictions		
Revenue:		
Net client fees	$	429,244
Net client fees – SSS		75,996
		505,240
Fees remitted to State of Florida		(14,426)
Fees remitted to State of Florida – SSS		(2,554)
		(16,980)
Total client fees		488,260
Total revenue		488,260
Expenses:		
DUI – other:		
Salaries		240,800
Fringe benefits		76,523
Building maintenance and operations		30,407
Conference and conventions		13,298
Other program costs		126,680
Testing and assessment		4,715
Printing and production		23
Promotion and publicity		–
Professional fees		225
Data processing		9,052
Administrative		74,318
		576,041

LifeView Group, Inc. and Subsidiaries

DUI School

Statement of Operations and Changes in Net Deficit
With Special Supervision Services (SSS) (Unaudited) (continued)

Expenses (continued):		
DUI – SSS:		
Salaries	$	42,633
Fringe benefits		13,548
Building maintenance and operations		7,517
Conference and conventions		3,287
Other program costs		31,315
Testing and assessment		1,165
Printing and production		6
Promotion and publicity		–
Professional fees		55
Data processing		2,238
Administrative		18,370
		120,134
Total expenses		696,175
Change in net deficit without donor restrictions		(207,915)
Net deficit without donor restrictions at beginning of year		(216,730)
Net deficit without donor restrictions at end of year	$	(424,645)

See accompanying notes.

LifeView Group, Inc. and Subsidiaries
DUI School

Notes to Financial Statements

September 30, 2022

1. Summary of Significant Accounting Policies

The DUI School financial statements are prepared on the accrual basis of accounting. Significant accounting policies for the DUI School are the same as those described in Note 1 to the accompanying consolidated financial statements of LifeView Group, Inc. and Subsidiaries.

2. State Assessment Fee

As required by Section 322.293, *Florida Statutes*, each DUI program collects a $15 assessment fee on every client enrolling in its DUI program and remits the fee to the State of Florida. These and other fees collected and distributed to the State are summarized as follows:

	September 30, 2022
Fees due from prior year	$ –
Fees collected during current year	16,980
Fees remitted during current year	16,980
Fees due to the state of Florida	$ –

3. Other Program Costs for DUI (Non-Special Supervision Services (SSS) Expenses)

Other program costs for the DUI program, not including SSS, consist of the following:

	September 30, 2022
Copier costs	$ 1,832
Florida association of DUI program membership dues	16,007
Office supplies	3,358
Telephone	4,308
Other	17,806
Program admin allocations	83,369
Total other program costs	$ 126,680

4. Indirect Cost Allocations

LifeView Group, Inc. allocates administrative costs to its programs using a step-down allocation methodology. The allocation basis varies depending upon the nature of the indirect cost pool being allocated. The following are examples of the allocation processes employed (this list is not intended to be all-inclusive): the human resources allocation is based on adjusted active staff and maintenance service costs are allocated based on the square footage maintained. The methodologies used allow for the allocation of indirect costs across all appropriate components of operations, and are in accordance with Florida Administrative Code 15A-10.014.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Balance Sheet (Regulatory Basis)

(In Thousands)

September 30, 2022

Assets		
Cash and invested assets:		
Cash and cash equivalents	$	34,812
Real estate		26,736
Other invested assets		279
Total cash and invested assets		61,827
Electronic data processing equipment and software		33
Health care and other amounts receivable		3,927
Accounts receivable on service industry contracts (non-health)		12,216
Accounts receivable – other (non-health)		2,304
Amounts due from parent, subsidiaries, and affiliates		–
Inventories		718
Total assets	$	81,025
Liabilities and net assets		
Liabilities:		
Claims unpaid	$	539
General expenses due or accrued		54,346
Amounts withheld or retained for the account of others		3,452
Deferred revenue		7,368
Accrued wages		4,202
Accrued compensated absences		3,430
Total liabilities		73,337
Net deficits:		
Net assets without donor restrictions		20,810
Less non-admitted assets		(13,122)
Total net assets		7,688
Total liabilities and net assets	$	81,025

See accompanying note.

LifeView Group, Inc. and Subsidiaries

Access Behavioral Health

Statement of Operations (Regulatory Basis)
(In Thousands)

Year Ended September 30, 2022

Revenue:	
Capitation revenue	$ 35,567
Total revenue	35,567
Expenses:	
Sub-capitation expense	31,196
Taxes and insurance	36
Personnel	1,829
Printing/production and shipping	2
Other	144
Total expenses	33,207
Excess of revenue over expenses	$ 2,360

See accompanying note.

LifeView Group, Inc. and Subsidiaries
Access Behavioral Health

Note to Financial Statements (Regulatory Basis)

September 30, 2022

1. Summary of Significant Accounting Policies

The Access Behavioral Health (ABH) financial statements are prepared on a regulatory basis of accounting in accordance with guidelines established by the State of Florida Office of Insurance Regulation. Significant accounting policies for ABH are the same as those described in Note 1 to the accompanying consolidated financial statements of LifeView Group, Inc. and Subsidiaries. Capitation revenue is based on a per-member per-month rate to provide services as a managed behavioral health organization. ABH provides these services for the Company and three comprehensive community mental health centers to provide mental health services to the MMA Plan beneficiaries residing in Regions 1 and 2 in Florida. Subcontracts with the Company are on a full-risk capitated basis and is reported as sub-capitation expense within the statements of operations for ABH.

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance

Year Ended September 30, 2022

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES						
Direct from Substance Abuse and Mental Health Services Administration						
P.H.A.S.E. II:						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	9/30/17–9/29/22	93.243	3H79TI080665-02S1	$ 521,965	$ 521,965	$ –
T.R.A.C.E.:						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	9/30/18–9/29/22	93.243	6H79TI081267-04M001	541,350	668,614	–
O.P.U.S.						
Substance Abuse and Mental Health Services Projects of Regional and National Significance	5/30/22-5/29/23	93.243	6H79SP083053-01M002	350,259	27,778	–
Total Federal Assistance Listing No. 93.243					1,218,357	–
Direct from Substance Abuse and Mental Health Services Administration						
Drug Free Communities:						
Drug-Free Communities Support Program Grants	10/31/19-10/30/24	93.276	5H79SP020364	136,939	168,384	–
Total Federal Assistance Listing No. 93.276					168,384	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from the State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Mary Lee Allen Promoting Safe and Stable Families Program	7/1/21-6/30/22	93.556	DCF – AJ495	$ 66,376,048	$ 1,586,297	$ 1,277,943
Guardianship Assistance	7/1/21-6/30/22	93.090	DCF – AJ495		30,901	–
Grants to States for Access and Visitation Programs	7/1/21-6/30/22	93.597	DCF – AJ495		18,330	33,327
Chafee Education and Training Vouchers Program (ETV)	7/1/21-6/30/22	93.599	DCF – AJ495		135,169	
Adoption and Legal Guardianship Incentive Payments	7/1/21-6/30/22	93.603	DCF – AJ495		337,651	
Stephanie Tubbs Jones Child Welfare Services Grants	7/1/21-6/30/22	93.645	DCF – AJ495		1,060,376	
Foster Care Title IV-E	7/1/21-6/30/22	93.658	DCF – AJ495		8,763,680	
Adoption Assistance	7/1/21-6/30/22	93.659	DCF – AJ495		12,030,289	
John H. Chafee Foster Care Program for Successful Transition to Adulthood	7/1/21-6/30/22	93.674	DCF – AJ495		852,956	
Social Services Block Grant	7/1/21-6/30/22	93.667	DCF – AJ495		3,788,951	
Child Abuse and Neglect State Grants	7/1/21-6/30/22	93.669	DCF – AJ495		122,921	117,366
Community Based Care – Child Welfare (CAPE):						
Child Abuse and Neglect State Grants	7/1/21-6/30/22	93.669	LJ004	740,259	740,259	
Total Fedearl Assistance Listing No. 93.669					863,180	117,366

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Temporary Assistance for Needy Families	7/1/21-6/30/22	93.558	A0110	$ 12,981,088	$ 390,177	$ –
Passed through from The State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Temporary Assistance for Needy Families	7/1/21-6/30/22	93.558	DCF – AJ495		3,222,309	1,474,022
Total Federal Assistance Listing No. 93.558					3,612,486	1,474,022
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	A0110		854,853	–
C.A.T.						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	A0240	2,500,000	271,270	
M.R.T.						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	A0250	1,632,846	195,036	
S.P.I.R.E.						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	A0801	430,737	12,607	
Community Based Behavioral Health Treatment Svcs - CRC 1 (LEAP)						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	LH814	524,882	–	
Community Based Behavioral Health Treatment Svcs - CRC 1 (SRT)						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	LH814	1,683,218	–	
Florida Assertive Community Treatment (FACT):						
Block Grants for Community Health Mental Services	7/1/21-6/30/22	93.958	A0170	678,432	381,693	–
Total Federal Assistance Listing No. 93.958					1,715,459	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES (CONTINUED)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Projects for Assistance in Transition from Homelessness (PATH)	7/1/21-6/30/22	93.150	A0210	$ 130,752	$ 149,603	$ –
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/21-6/30/22	93.959	A0110		2,716,851	–
Family Intensive Treatment (FIT):						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/21-6/30/22	93.959	A0190	774,348	410,879	–
Community Drug and Alcohol Council, Inc. (CDAC):						
Block Grants for Prevention and Treatment of Substance Abuse	7/1/21-6/30/22	93.959	LCI VET 21-22	35,000	1,232	–
Total Federal Assistance Listing No. 93.959					3,128,962	–
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Opioid STR	7/1/21-6/30/22	93.788	A0110		1,020,136	
Total U.S. Department of Health and Human Services					40,481,167	2,902,658

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
STATE DEPARTMENT OF AGENCY FOR HEALTH CARE ADMINISTRATION						
Medicaid Cluster						
Passed through from The State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Medical Assistance Program	7/1/21-6/30/22	93.778	DCF – AJ495		$ 287,712	$ –
Passed through from Healthy Start Community Coalition of Okaloosa and Walton Counties						
Maternal and Child Health Services Block Grant to the States:						
Medical Assistance Program	7/1/21-6/30/22	93.778	OKA-#01-2022	$ 511,083	511,083	–
Total Federal Assistance Listing No. 93.778					798,795	–
Passed through from Big Bend Community Based Care (BB)						
Children's Mental Health Behavioral Services (BNET):						
Children's Health Insurance Program						
Children's Health Insurance Program	7/1/21-6/30/22	93.767	A0160	270,095	144,266	–
Total State Department of Agency for Health Care Administration					943,061	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF EDUCATION						
Passed through the State of Florida Department of Labor and Employment Security						
Vocational Rehab and Supported Employment:						
Rehabilitation Services Vocational Rehabilitation Grants to States	10/1/21-9/30/22	84.126	VR5231	R/A	$ 414,958	$ –
Total U.S. Department of Education					414,958	–
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT						
Housing First:						
Continuum of Care Program	7/1/21–6/30/22	14.267	FL0634L4H112004	132,647	133,188	–
Passed Through Homelessness & Housing Alliance						
211 Helpline						
Emergency Solutions Grant Program	6/1/21-6/30/22	14.231	APZ11	154,860	87,415	–
PATH						
Emergency Solutions Grant Program	6/1/21-6/30/22	14.231	APZ11		40,485	–
Passed Through Opening Doors Northwest Florida						
Opening Doors						
Emergency Solutions Grant Program	2/2/22-6/30/22	14.231	APZ10	200,000	29,280	–
Total Federal Assistance Listing No. 14.231					157,179	–
Total U.S. Department of Housing and Urban Development					290,367	–
U.S. DEPARTMENT OF TREASURY						
Passed through the City of Pensacola						
Homeless Evaluation Assessment Response Team (HEART)						
Coronavirus Relief Fund	2/4/22-12/31/24	21.019	128.510.1280.128007.9882. 128206	300,000	36,623	–
Total U.S. Department of Treasury					36,623	

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

Federal Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	Federal Assistance Listing Number	Grantor's Number	Program/ Award Amount	Federal Expenditures	Passed Through to Subrecipients
Federal awards (continued)						
U.S. DEPARTMENT OF JUSTICE						
Passed through the State of Florida Office of the Attorney General						
Victims of Crime Act Program Services (VOCA):						
Crime Victim Assistance	10/1/21–9/30/22	16.575	Lakeview Center, Inc.-00425	$ 680,727	$ 455,637	$ –
Total U.S. Department of Justice					455,637	–
Total expenditures of federal awards					$ 42,621,814	$ 2,902,658

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Program/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance						
State of Florida Department of Children and Families (DCF)						
Community Based Care – Child Welfare:						
Out-of-Home Supports	7/1/21-6/30/22	60.074	DCF – AJ495		$ 4,638,577	$ 847,167
The Independent Living and Road-To-Independence Program	7/1/21-6/30/22	60.112	DCF – AJ495		24,876	–
Extended Foster Care Program	7/1/21-6/30/22	60.141	DCF – AJ495		733,132	–
CBC - Purchase of Therapeutic Services for Children	7/1/21-6/30/22	60.183	DCF – AJ495		67,054	–
CBC - Adoption Services	7/1/21-6/30/22	60.076	DCF – AJ495		6,206	–
CBC - Sexually Expolited Children	7/1/21-6/30/22	60.138	DCF – AJ495		237,125	–
Guardianship Assistance Program	7/1/21-6/30/22	60.210	DCF – AJ495		69,812	–
Kinship Navigator Program	7/1/21-6/30/22	60.207	DCF – AJ495		998,853	–
Family Finders Program	7/1/21-6/30/22	60.206	DCF – AJ495		131,892	–
Total State of Florida Department of Children and Families					6,907,527	847,167
State of Florida Department of Health						
State and Community Interventions	7/1/21-6/30/22	64.093	COTJZ	$ 139,524	139,524	–

LifeView Group, Inc. and Subsidiaries

Schedule of Expenditures of Federal Awards and State Financial Assistance (continued)

State Grantor/Pass-Through Grantor/Project Title /Program Title	Grant Period	State Assistance Listing Number	Grantor's Number	Program/ Award Amount	State Expenditures	Passed Through to Subrecipients
State financial assistance (continued)						
Passed through from Big Bend Community Based Care (BB)						
Substance Abuse and Mental Health Managing Entity:						
Substance Abuse and Mental Health - Community Services	7/1/21–6/30/22	60.153	A0110		$ 241,495	$ –
Florida Counsel Against Sexual Violence						
Rape Crisis Program Trust Fund – Sexual Battery Victims' Access to Services Act	7/1/21–6/30/22	64.061	16TFGR03	$ 37,522	37,483	–
Rape Crisis Center	7/1/21–6/30/22	64.069	16TFGR03	62,978	62,849	–
Rape Crisis Program:						
Florida Council Against Sexual Violence	7/1/21–6/30/22	41.010	20OAG03	12,596	11,684	–
Total Florida Council Against Sexual Violence					112,016	–
Office of the State Court Administration						
Post-Adjudicatory Drug Court Program	7/1/21–6/30/22	22.021	01008K4	670,606	601,173	–
Naltrexone	7/1/21–6/30/22	22.022	SC00679	672,160	564,415	–
Total Office of the State Court Administration					1,165,588	–
Total expenditures of state financial assistance					$ 8,566,150	$ 847,167

See accompanying notes.

LifeView Group, Inc. and Subsidiaries

Notes to Schedule of Expenditures of Federal Awards and State Financial Assistance

September 30, 2022

1. Presentation and Basis of Accounting

The schedule of expenditures of federal awards and state financial assistance is prepared on the accrual basis in accordance with accounting principles generally accepted in the United States. It includes all the state and federal expenditures of LifeView Group, Inc. (the Company).

The Company allocates administrative costs to its federal and state programs using a step-down allocation methodology. The methodologies used allow for the allocation of administrative costs across all appropriate components of operations, and are in accordance with Florida Administrative Code 15A-10.014. The Company has elected not to use the 10-percent de minimis indirect cost rate allowed under the Uniform Guidance and instead adheres to an approved federal indirect rate or approved contract indirect rate.

2. Contingencies

The Company has received numerous federal and state grants. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Company. In the opinion of management, any such claims will not have a material adverse effect of the financial position of the Company.

3. Subrecipients

In order to fulfill contractual requirements for child protective services, behavioral health services, and vocational services, the Company subcontracts with various community agencies. The Company is responsible for compliance for the funds expended, but all regulatory and contractual obligations are passed to the subrecipients in their contracts.

Other Reports and Schedules

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Report of Independent Auditors on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

President/Chief Executive Officer
Chief Financial Officer
The Board of Directors
LifeView Group, Inc. and Subsidiaries

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*), the financial statements of LifeView Group, Inc. and Subsidiaries (the Company), which comprise the consolidated balance sheet as of September 30, 2022, and the related consolidated statements of operations and changes in net assets and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 25, 2023.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Company's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements, on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Company's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Ernst & Young LLP

January 25, 2023

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Report of Independent Auditors on Compliance for Each Major Federal Program and State Financial Assistance Project; Report on Internal Control Over Compliance Required by the Uniform Guidance, Section 215.97 *Florida Statutes*, and Chapter 10.650, *Rules of the Auditor General*

President/Chief Executive Officer
Chief Financial Officer
The Board of Directors
LifeView Group, Inc. and Subsidiaries

Report of Independent Auditors on Compliance for Each Major Federal Program and State Financial Assistance Project

Opinion on Each Major Federal Program and State Financial Assistance Project

We have audited LifeView Group, Inc. and Subsidiaries' (the Company)'s compliance with the types of compliance requirements identified as subject to audit in the U.S. Office of Management and Budget (OMB) *Compliance Supplement* and the requirements described in the Florida Department of Financial Services State Projects Compliance Supplement that could have a direct and material effect on each of the Company's major federal programs and state financial assistance projects for the year ended September 30, 2022. The Company's major federal programs and state financial assistance projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Company complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state financial assistance projects for the year ended September 30, 2022.

Basis for Opinion on Each Major Federal Program and State Financial Assistance Project

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States (*Government Auditing Standards*); the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance); Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*. Our responsibilities under those standards, the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General* are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

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We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on compliance for each major federal program and state financial assistance project. Our audit does not provide a legal determination of the Company's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to the Company's federal programs and state financial assistance projects.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Company's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General* will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material, if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Company's compliance with the requirements of each major federal program and state financial assistance project as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards* the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Company's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.

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- Obtain an understanding of the Company's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, Section 215.97, *Florida Statutes* and Chapter 10.650, *Rules of the Auditor General*, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state financial assistance project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state financial assistance project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state financial assistance project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations during our audit, we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

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The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance, Section 215.97, *Florida Statutes*; and Chapter 10.650, *Rules of the Auditor General*. Accordingly, this report is not suitable for any other purpose.

Ernst & Young LLP

January 25, 2023

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LifeView Group, Inc. and Subsidiaries

Schedule of Findings and Questioned Costs

Year Ended September 30, 2022

Section I — Summary of Auditor's Results

Financial Statements

Type of report the auditor issued on whether the financial statements audited were prepared in accordance with GAAP:	**Unmodified**	
Internal control over financial reporting:		
Material weakness(es) identified?	____ **Yes**	X **No**
Significant deficiency(ies) identified?	____ **Yes**	X **None reported**
Noncompliance material to financial statements noted?	____ **Yes**	X **No**

Federal Awards and State Projects

Internal control over major federal programs and state financial assistance projects:		
Material weakness(es) identified?	____ **Yes**	X **No**
Significant deficiency(ies) identified?	____ **Yes**	X **None reported**
Type of auditor's report issued on compliance for major federal programs and state financial assistance projects:	**Unmodified**	
Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a), Section 215.97, *Florida Statutes* or Chapter 10.650, *Rules of the Auditor General*?	____ **Yes**	X **No**

Identification of major federal programs:

Assistance Listing number(s)	**Name of federal program or cluster**
93.558	Temporary Assistance for Needy Families
93.658	Foster Care Title IV-E
93.958	Block Grants for Community Mental Health Services

Identification of major state financial assistance projects:

Assistance Listing numbers	**Name of state program**
60.074	Out-of-Home Supports
60.207	Kinship Navigator Program

Dollar threshold used to distinguish between Type A and Type B programs:	Federal awards:	$1,278,654
	State awards:	$750,000
Auditee qualified as low-risk auditee for federal purposes?	X **Yes**	**No**

Section II — Financial Statement Findings

No matters were identified

Section III — Federal Award and State Project Findings and Questioned Costs

No matters were identified

Section IV—Management Letter and Summary Schedule of Prior Audit Findings

No matters were identified.

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General Fund 001

Pensacola Caring Hearts

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February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Pensacola Caring Hearts

Agency Address: 2105 W. Gregory Street, Pensacola, FL 32505

Program Name for which funding is being requested: Pensacola Caring Hearts Working for the Community

Amount Requested: $42,000

Program Contact: Fannie Finkley

Contact Email: fanniefinkley@pensacolacaringhearts.org Contact Phone: (850)375-1838

25-Word Description of Program: We operate mobile food pantry in Escambia County. We provide free food for anyone in need. Our food pantry is available on call 24/7. The $42,000 will be used to cover the direct cost of food form mobile food trucks and pantry.

How many years has your organization been providing services in the County? 9 years

How many years has your organization received funding from the County? 8 years

Explain how receiving funds from the County would have a significant impact on your organization: The number of families we feed will help offset the need for the SNAP program and will help families in need who do not qualify for the SNAP program funded by the Government. We help over 1000 people per MONTH - and 95% of these people did not qualify for the SNAP program.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $12,550.00

Briefly discuss how last year's funds were used? We provided and distributed free food to anyone in need. We conducted 24 hour mobile food pantries throughout Escambia County. We purchased 10-20 THOUSAND POUNDS of food for EACH month mobile pantry. We also used our Escambia County funding to cover operational costs such as rent and utilities.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?

We fed every Escambia County resident that needed and requested food. The number of Escambia County Residents with food insecurity has continued to increase ever year.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? _____

We fed everyone in need of food.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain:

Pensacola Caring Hearts feeds anybody in need of food. We facilitate the distribution of 20,000 – 40,000 pounds of food each month in various locations throughout Escambia County. The organization also maintains a food pantry that is accessible to those in need 24 hours a day/7 days a week. Pensacola Caring Hears facilitate the pack-up and delivery of food and individuals who are in need of transportation to food distribution sites. The organization's volunteers also provide transportation for the elderly and homeless who are in need of food. Our organization has grown and our food giveaway has doubled, so we are inn eed of more food each moth to meet the higher demand.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: N/A

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. We operate mobile food pantires thoughout Escambia County. We do not charge for the food, and the food pantry is open 24/7.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 10 %
- Percentage for direct programming costs: 90 %

If Escambia County funding can only fund a portion of your request, how will you offset the difference? Pensacola Caring Hearts partners with local churches and community organizations to help co-sponsor the mobile pantry. Members of the organization also pool together to pay for a truck when needed. The Organization has fundraisers to help pay for the truck and the food for the food pantry.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A – there is no match.

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what

those requested funds would be used for. No

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1 Number of families receiving food from pantry or truck	50	70	75	25%
2 Number of pounds of food distributed				%
3.Number of individuals receiving nutritional education				%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1.Increase number of families receiving food from pantry/food trucks	
2.Increase the amount of food (by pounds) available to families in need	
3.Provide access to nutritional education to more families experiencing food instability	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal

year."

Baseline for Goals	FY26
1.Provide food for 6,000 families	
2.Distribute 130,000 pounds of food	
3.Educate individuals on nutrition	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	**20,000**	**40000**	**50000**
Programmatic Income	**0**	**0**	
County Funding/Direct Contribution	**12350.**	**12350**	**42000**
County Funding by Other Source (a)	**0**	**0**	**0**
City Funding	**0**	**0**	**0**
Local Non-Profit Funding	**0**	**0**	**0**
State Funding	**0**	**0**	**0**
Federal Funding	**0**	**0**	**0**
Memberships	**4500**	**4500**	**9000**
Investment Income	**0**	**0**	**0**
Other Income (b)	**0**	**0**	**0**
Total Income	**36,850.**	**69,350**	**101000**

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) None

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. Donations

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	15	15	20
Salaries and Wages	0	0	0
Employee Benefits	0	0	0
Professional Services	0	0	0
Contractual Services	0	0	0
Travel Expenses	0	0	0
Rentals and Leases	6000	6000	6000
Communication	300	600	900
Postage and Freight	100	150	200
Repair and Maintenance	300	500	500
Printing and Binding	2300	2600	2800
Marketing and Promotion	2000	2500	3000
Fuel	1200	2400	3600
Supplies	1500	3000	4500
Event Expenses	2000	2500	2800
Capitalizable Assets for County Funding (a)	0	0	0
Other Expenses (b)	16650	36000	72000
Total Expenses	32350	56250	96300
Net Income - (Revenue minus Expense)	$4500	$13,100	$4,700

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. NONE

(b) Please explain any request listed in the "Other Expenses" line item.

Direct cost of food for distribution

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? _____
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements._____
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? _____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
N/A		$
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. $0.00 – We have no funds on hand – we are constantly and consistently raising funds and then spending those funds.

6. Does your organization charge fees for services? If so, provide a list of fees charged.

No

7. Does your organization require background checks from volunteers and staff? No

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A

   _____

   _____

   _____

   _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   _____

   _____

   _____

   _____

3. Was there any increase in membership for the local chambers? _____

   _____

   _____

   _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

   _____

5. Can we reduce the taxpayer subsidy? _____

   _____

   _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

_ FANNIE FINKLEY Fannie Finkley

Name

PRESIDENT 4/1/2025

Title Date

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

PENSACOLA CARING HEARTS INC.

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) 5

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

1501 W AVERY ST

6 City, state, and ZIP code

PENSACOLA, FLORIDA 32501

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

4	6	–	3	6	0	9	6	6	0

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** Jannie Finkley **Date** 06/16/2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date:
MAY 13 2015

PENSACOLA CARING HEARTS INC
1501 W AVERY ST
PENSACOLA, FL 32501-1807

Employer Identification Number:
46-3609660
DLN:
17053346342004
Contact Person:
MS. D. JAMES ID# 52423
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
March 10, 2014
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Sincerely,

Tamara Ripperda

Director, Exempt Organizations

Letter 947

Form **990-EZ**

Department of the Treasury
Internal Revenue Service

Short Form
Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form, as it may be made public.
Go to *www.irs.gov/Form990EZ* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning 01/01/2023 **and ending** 12/31/2023

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
PENSACOLA CARING HEARTS

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
1501 W AVERY ST

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32501

D Employer identification number
46-3609660

E Telephone number
850-375-1838

F Group Exemption Number

G Accounting Method: ☑ Cash ☐ Accrual Other (specify):

H Check ☐ if the organization is **not** required to attach Schedule B (Form 990).

I Website: WWW.PENSACOLACARINGHEARTS.ORG

J Tax-exempt status (check only one) – ☑ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

K Form of organization: ☑ Corporation ☐ Trust ☐ Association ☐ Other:

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B)) are $500,000 or more, file Form 990 instead of Form 990-EZ . . . . . $ 36,500

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I . . . . . ☑

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	32,000
	2	Program service revenue including government fees and contracts		2	0
	3	Membership dues and assessments		3	4,500
	4	Investment income		4	0
	5a	Gross amount from sale of assets other than inventory	5a 0		
	b	Less: cost or other basis and sales expenses	5b 0		
	c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)		5c	0
	6	Gaming and fundraising events:			
	a	Gross income from gaming (attach Schedule G if greater than $15,000)	6a 0		
	b	Gross income from fundraising events (not including $ 0 of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000)	6b 0		
	c	Less: direct expenses from gaming and fundraising events	6c 0		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)		6d	0
	7a	Gross sales of inventory, less returns and allowances	7a 0		
	b	Less: cost of goods sold	7b 0		
	c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)		7c	0
	8	Other revenue (describe in Schedule O)		8	0
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8		9	36,500
Expenses	10	Grants and similar amounts paid (list in Schedule O)		10	0
	11	Benefits paid to or for members		11	0
	12	Salaries, other compensation, and employee benefits		12	0
	13	Professional fees and other payments to independent contractors		13	0
	14	Occupancy, rent, utilities, and maintenance		14	8,400
	15	Printing, publications, postage, and shipping		15	1,500
	16	Other expenses (describe in Schedule O)		16	15,000
	17	**Total expenses.** Add lines 10 through 16		17	24,900
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)		18	11,600
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	1,206
	20	Other changes in net assets or fund balances (explain in Schedule O)		20	0
	21	Net assets or fund balances at end of year. Combine lines 18 through 20		21	12,806

Part II **Balance Sheets** (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II . . . . . ☐

		(A) Beginning of year		(B) End of year
22	Cash, savings, and investments	1,206	22	12,806
23	Land and buildings	0	23	0
24	Other assets (describe in Schedule O)	0	24	0
25	**Total assets**	1,206	25	12,806
26	**Total liabilities** (describe in Schedule O)	0	26	0
27	**Net assets or fund balances** (line 27 of column (B) **must** agree with line 21)	1,206	27	12,806

Part III **Statement of Program Service Accomplishments** (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III . . ☐

What is the organization's primary exempt purpose? See Schedule O, Statement 1

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

28	PURCHASE AND DISTRIBUTE FREE FOOD TO FAMILIES IN NEED. WE HAVE A FOOD PANTRY AVAILABLE ON CALL 24 HOURS A DAY 7 DAYS A WEEK. WE DO 2 TO 4 MOBILE FOOD PANTRIES A (Continued on Schedule O, Statement 2) (Grants $ 12,000) If this amount includes foreign grants, check here . . . . . ☐	28a	15,000
29	(Grants $) If this amount includes foreign grants, check here . . . . . ☐	29a	
30	(Grants $) If this amount includes foreign grants, check here . . . . . ☐	30a	
31	Other program services (describe in Schedule O) (Grants $ 0) If this amount includes foreign grants, check here . . . . . ☐	31a	0
32	**Total program service expenses** (add lines 28a through 31a)	32	15,000

Part IV **List of Officers, Directors, Trustees, and Key Employees** (list each one even if not compensated—see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV . . . . . ☐

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
FANNIE FINKLEY PRESIDENT	30.00	0	0	0
LEE AVANT MEMBER	5.00	0	0	0
FERLISSA FINKLEY SECRETARY	30.00	0	0	0
QUENTIN FINKLEY MEMBER	35.00	0	0	0
BERTHA LAMPKINS MEMBER	20.00	0	0	0
RENE FINKLEY MEMBER	10.00	0	0	0
JOANN EVANS MEMBER	5.00	0	0	0
JANICE AVANT MEMBER	10.00	0	0	0
Carol Brundridge VICE-PRESIDENT	10.00	0	0	0
CHRISTOPHER FINKLEY MEMBER	25.00	0	0	0
PATRICA AVANT TREASURER	20.00	0	0	0

Part V **Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V . ☐

			Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O	33		✓
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions	34		✓
35a	Did the organization have unrelated business gross income of $1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a		✓
b	If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b		
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c		✓
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36		✓
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions 37a 0			
b	Did the organization file **Form 1120-POL** for this year?	37b		✓
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; **or** were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a		✓
b	If "Yes," complete Schedule L, Part II, and enter the total amount involved 38b			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a			
b	Gross receipts, included on line 9, for public use of club facilities 39b			
40a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911: 0 ; section 4912: 0 ; section 4955: 0			
b	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b		✓
c	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 0			
d	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization 0			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e		✓
41	List the states with which a copy of this return is filed: FL			
42a	The organization's books are in care of: FERLISSA FINKLEY Telephone no. 470-549-5692 Located at: 1501 W AVERY ST, PENSACOLA, FL 32501 ZIP + 4 32501			
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country: See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	42b		✓
c	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country:	42c		✓
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041**—Check here ☐ and enter the amount of tax-exempt interest received or accrued during the tax year 43			

			Yes	No
44a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a		✓
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b		✓
c	Did the organization receive any payments for indoor tanning services during the year?	44c		✓
d	If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d		
45a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a		✓
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions	45b		✓

			Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	46		✓

Part VI Section 501(c)(3) Organizations Only

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI ☐

			Yes	No
47	Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	47		✓
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	48		✓
49a	Did the organization make any transfers to an exempt non-charitable related organization?	49a		✓
b	If "Yes," was the related organization a section 527 organization?	49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
None				

f Total number of other employees paid over $100,000 _____

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
None		

d Total number of other independent contractors each receiving over $100,000 _____

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A ☑ **Yes** ☐ **No**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer — Date

Ferlissa Finkley, SECRETARY

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN

Firm's name — Firm's EIN

Firm's address — Phone no.

May the IRS discuss this return with the preparer shown above? See instructions ☐ **Yes** ☐ **No**

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
PENSACOLA CARING HEARTS	46-3609660

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
7 ☑ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:
10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations . . . . . .

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	66,500	68,450	70,000	34,500	32,000	271,450
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	66,500	68,450	70,000	34,500	32,000	271,450
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						271,450

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	66,500	68,450	70,000	34,500	32,000	271,450
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						271,450

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f)) . . . . 14 100 %

15 Public support percentage from 2022 Schedule A, Part II, line 14 . . . . . 15 100 %

16a **33 1/3% support test—2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☑

b **33 1/3% support test—2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☐

17a **10%-facts-and-circumstances test—2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

b **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI****.*	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI****.*	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI****.*	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI****.*	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s), or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI****.*	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A—Adjusted Net Income			(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1		
2	Recoveries of prior-year distributions	2		
3	Other gross income (see instructions)	3		
4	Add lines 1 through 3.	4		
5	Depreciation and depletion	5		
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7	Other expenses (see instructions)	7		
8	**Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B—Minimum Asset Amount			(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a	Average monthly value of securities	1a		
b	Average monthly cash balances	1b		
c	Fair market value of other non-exempt-use assets	1c		
d	**Total** (add lines 1a, 1b, and 1c)	1d		
e	**Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI****)*:			
2	Acquisition indebtedness applicable to non-exempt-use assets	2		
3	Subtract line 2 from line 1d.	3		
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6	Multiply line 5 by 0.035.	6		
7	Recoveries of prior-year distributions	7		
8	**Minimum Asset Amount** (add line 7 to line 6)	8		

Section C—Distributable Amount				Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1		
2	Enter 0.85 of line 1.	2		
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4	Enter greater of line 2 or line 3.	4		
5	Income tax imposed in prior year	5		
6	**Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D—Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2023 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E—Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2023**	**(iii) Distributable Amount for 2023**
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	**From 2018**			
b	**From 2019**			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI***. See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	**Excess from 2019** . . .			
b	Excess from 2020 . . .			
c	Excess from 2021 . . .			
d	Excess from 2022 . . .			
e	Excess from 2023 . . .			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
PENSACOLA CARING HEARTS	46-3609660

Form 990-EZ, Part I, Line 16 - to buy food for food pantry

Primary Exempt Purpose

Primary Exempt Purpose

As an independent non-profit 501(c)3 organization, the mission of Pensacola Caring Hearts Inc. is to provide seniors and children the opportunity to participate in programs, services and activities to meet the diverse, social, educational, cultural and recreational needs of the community. We are devoted to empowering the community to ensure access to healthy food, nutrition education and advocacy for anybody who are at risk of hunger. Pensacola Caring Hearts Inc. seeks to build and foster a strong sense of a metropolitan community and improve the quality of life for people of all ages.

First Program Service Accomplishments Description

Description

MONTH. WE GIVE OUT FREE FOOD IN ESCAMBIA AND SANTA ROSA COUNTIES. IT COST US $750.00 PER 5000LBS OF FOOD PER TRUCK. FOOD INCLUDES FRESH PRODUCE, BAKE GOODS, FROZEN MEATS, BEVERAGES, CANNED GOODS AND DAIRY PRODUCTS.

General Fund 001

Wildlife Sanctuary

11

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Wildlife Sanctuary of Northwest Florida, Inc

Agency Address105 N S Street, Pensacola, Fl 32505

Program Name for which funding is being requested: Wildlife Sanctuary of Northwest Florida, Inc

Amount Requested: $43,250

Program Contact: Emily Holden

Contact Email: ekholden12@gmail.com Contact Phone: (850)433-9453

25-Word Description of Program: Gives Wildlife a second chance, provides a safe haven for injured and orphaned wildlife and promotes public awareness, appreciation and preservation of wildlife through education.

How many years has your organization been providing services in the County? 43 years

How many years has your organization received funding from the County? Since 1999

Explain how receiving funds from the County would have a significant impact on your organization: Funding allows us to continue serving Escambia County to our full potential as a wildlife hospital, nursery, and educational resource.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $33,250

Briefly discuss how last year's funds were used? The Wildlife Sanctuary of Northwest Florida accepted and cared for 3,579 injured and orphaned indigenous wildlife and provided care in a hospital setting by professionally trained staff. We provided information, tours, presentations, and literature as a means of fostering public awareness, public safety, public health, and the appreciation of wildlife. Education and a push for increased ecotourism in the community were also part of our daily operations. County funding assisted in staffing, printing of educational materials and maintaining a proper facility which is open 7 days a week, 8am to 5pm year round.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?
Funding allowed the Wildlife Sanctuary to care for 3,579 animals. Our volunteers contributed 6262.50 hours to support our mission. Our educational outreach efforts reached over 121,030 individuals about public safety, appreciation of wildlife, public health, habitat awareness and the fostering of awareness about coexisting with wildlife.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?
The Wildlife Sanctuary will continue to accept and care for injured and orphaned wildlife and provide appropriate care in a hospital setting by professionally trained staff. As we continue our mission, we anticipate our admission numbers to continue in the 3,000 plus range for injured and orphaned wildlife. Keeping consistent with a push for providing the best care possible to our patients and to continue to provide education to the public. Due to standard changes, the increase in patient load, and the age of some of our units, it is necessary to modify the number of outdoor rehabilitation units and to provide repairs to our flight pens. With mandatory cost of living increases for staff, this has taken a major toll on our overall budget for animal food, supplies and utilities.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: No

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:
We are the only wildlife hospital, nursery, and educational facility open in Escambia County. We are open 7 days a week, 8am to 5pm year-round for injured and orphaned wildlife and Wednesday through Saturday from noon until 3:30 for visitors.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

The Wildlife Sanctuary will continue to accept and care for injured and orphaned wildlife and provide appropriate care in a hospital setting by professionally trained staff. As we continue our mission, we anticipate our admission numbers to continue in the 3,000 plus range for injured and orphaned wildlife. Last year we took in nearly 3,600 animals, a 20% increase from the previous 3 years and the most animals that we've seen since 2004. Keeping consistent with a push for providing the best care possible to our patients and to continue to provide education to the public. Due to the increase in intake numbers last year, we anticipate similar numbers this year. With mandatory cost of living increases for staff, this has taken a major toll on our overall budget for animal food, supplies and utilities for such a large increase in

patients.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 80 %
  Accounting $4,335, Animal Care salaries $23,665
- Percentage for direct programming costs: 20%
  Educational Materials $2,000, Outdoor Exhibits $5,000

If Escambia County funding can only fund a portion of your request, how will you offset the difference.
The Wildlife Sanctuary will continue to search for available funding which references wildlife rehabilitation and wildlife education. The services we provide are such an important aspect of public need and safety that we will do everything we can to continue our mission.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: No
Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.
No

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. .Provide a hospital setting for rehab/assist injured and orphaned wildlife -Number of animals helped	3,029	3,579	3,500	+18%
2.Volunteer Hours	4,905	6262.50	6000	+27%
3. Educate in order to foster public awareness, safety, and appreciation of wildlife. Residents reached through educational	160,250	121,030	160,000	-25%

materials and social media				

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Acting as a licensed/permitted wildlife hospital we provide for over 3,000 injured and orphaned indigenous wildlife with proper care using a professional and trained staff of wildlife rehabilitators	3,000+ animals
2. Educating over 90,000 residents and visitors annually, fostering public awareness, safety, and appreciation of wildlife	Reaching 90,000+ residents/ visitors
3.	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. Between the years of 2004 and 2024 the WSNWFL provided services to the community by caring for 62,102 injured and orphaned wildlife patients	Assist community by providing care for 65,000+ animals in need
2. Over the last 10 years, the Wildlife Sanctuary has provided an avenue to the community to provide educational outreach to an average of 40,000 residents and visitors annually	Averaging 40,000+ annually
3.	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$176,275	$ 200,000	$200,000
Programmatic Income	$	$	$
County Funding/Direct Contribution	$ 33,250.00	$ 33,250	$ 43,250
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$ 38,653	$ 35,000	$ 35,000
Other Income (b)	$ 166,393	$ 51,750	$ 50,000
Total Income	$ 414,571.00	$ 320,000	$ 328,250
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) None

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. Wildlife Sanctuary Fundraising

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	9	9	9
Salaries and Wages	$ 23,902	$ 23,902	$25,000
Employee Benefits	$ 0	$ 0	$ 0
Professional Services	$ 5,534	$ 5,534	$ 5,500
Contractual Services	$ 124,719	$ 124,719	$ 133,000
Travel Expenses	$ 1,731	$ 1,731	$ 2,000
Rentals and Leases	$ 0	$ 0	$ 0
Communication	$ 2,435	$ 2,435	$ 2,500
Postage and Freight	$ 2,194	$ 2,194	$ 2,000
Printing and Binding	$ 2,193	$ 2,193	$ 2,000
Marketing and Promotion	$ 3,069	$ 3,069	$ 3,000
Fuel	$ 0	$ 0	$
Supplies	$ 62,100	$ 62,100	$ 65,000
Event Expenses	$ 17,414	$ 17,414	$ 20,000
Capitalizable Assets for County Funding (a)	$ 0	$ 0	$ 0
Other Expenses (b)	$ 56,049	$ 56,049	$ 60,000
Total Expenses	$ 301,340	$ 301,340	$ 320,000
Net Income - (Revenue minus Expense)	$ 113,231	$ 18,660	$ 8,250

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. N/A

(b) Please explain any request listed in the "Other Expenses" line item. Licenses/Taxes, vet services, depreciation, insurance

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Jan 1st to Dec 31st
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements: None
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? Residual funds will be used for cage repairs/expansions and for future capital campaign for relocation.
4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Emily Holden	Director, Full time	$39,982
Maddy Muir	Animal Care, part time	$23,928
Alicia Sinkovich	Animal Care, part time	$21,891
Amberly Gaspard	Animal Care, part time	$20,246
Christine Burk	Admin Assistant, part time	$16,628

5. Please provide the total amount of cash and investments on hand. 1,395,777
6. Does your organization charge fees for services? If so, provide a list of fees charged.

   Fees for scheduled class presentations and programs as well as guided tours.
7. Does your organization require background checks from volunteers and staff? No

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

   _____

   _____

   _____

   _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   _____

   _____

   _____

   _____

3. Was there any increase in membership for the local chambers? _____

   _____

   _____

   _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

   _____

   _____

   _____

5. Can we reduce the taxpayer subsidy? _____

   _____

   _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Name *Emily Holden*

Title Director Date 3/28/25

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)
Wildlife Sanctuary of Northwest Florida, Inc

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.
105 North S Street

Requester's name and address (optional)

6 City, state, and ZIP code
Pensacola, Fl, 32505

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
[ ][ ][ ] – [ ][ ] – [ ][ ][ ][ ]

or

Employer identification number
5 9 - 2 2 2 2 3 0 3

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** [signature] **Date** 4/1/2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

0000091 11/16/23

FLORIDA

Consumer's Certificate of Exemption

Issued Pursuant to Chapter 212, Florida Statutes

DR-14
R. 01/18

85-8012673051C-2	01/31/2024	01/31/2029	501(C)(3) ORGANIZATION
Certificate Number	Effective Date	Expiration Date	Exemption Category

This certifies that

WILDLIFE SANCTUARY OF NORTHWEST
FLORIDA INCORPORATED
105 N S ST
PENSACOLA FL 32505-7928

is exempt from the payment of Florida sales and use tax on real property rented, transient rental property rented, tangible personal property purchased or rented, or services purchased.

FLORIDA

Important Information for Exempt Organizations

DR-14
R. 01/18

1. You must provide all vendors and suppliers with an exemption certificate before making tax-exempt purchases. See Rule 12A-1.038, Florida Administrative Code (F.A.C.).

2. Your *Consumer's Certificate of Exemption* is to be used solely by your organization for your organization's customary nonprofit activities.

3. Purchases made by an individual on behalf of the organization are taxable, even if the individual will be reimbursed by the organization.

4. This exemption applies only to purchases your organization makes. The sale or lease to others of tangible personal property, sleeping accommodations, or other real property is taxable. Your organization must register, and collect and remit sales and use tax on such taxable transactions. Note: Churches are exempt from this requirement except when they are the lessor of real property (Rule 12A-1.070, F.A.C.).

5. It is a criminal offense to fraudulently present this certificate to evade the payment of sales tax. Under no circumstances should this certificate be used for the personal benefit of any individual. Violators will be liable for payment of the sales tax plus a penalty of 200% of the tax, and may be subject to conviction of a third-degree felony. Any violation will require the revocation of this certificate.

6. If you have questions about your exemption certificate, please call Taxpayer Services at 850-488-6800. The mailing address is PO Box 6480, Tallahassee, FL 32314-6480.

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2024
Open to Public Inspection

A For the 2024 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Wildlife Sanctuary of Northwest Florida, Inc.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 105 North S Street

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: Pensacola FL 32505

D Employer identification number: 59-2222303

E Telephone number: 850-433-9453

G Gross receipts $: 577,582

F Name and address of principal officer:
Emily Holden
105 North W Street
Pensacola FL 32505

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.pensacolawildlife.com

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1982

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
To provide a safe haven for injured and orphaned wildlife, provide rehabilitation and release, when possible, and to foster public awareness and appreciation of wildlife.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	9
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	9
5 Total number of individuals employed in calendar year 2024 (Part V, line 2a)	5	8
6 Total number of volunteers (estimate if necessary)	6	75
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

	Prior Year	Current Year
Revenue		
8 Contributions and grants (Part VIII, line 1h)	418,512	460,022
9 Program service revenue (Part VIII, line 2g)		0
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	38,653	98,210
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	457,165	558,232
Expenses		
13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	56,417	43,040
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) 7,704		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	244,923	301,747
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	301,340	344,787
19 Revenue less expenses. Subtract line 18 from line 12	155,825	213,445

	Beginning of Current Year	End of Year
Net Assets or Fund Balances		
20 Total assets (Part X, line 16)	1,395,777	1,613,384
21 Total liabilities (Part X, line 26)	2,483	5,396
22 Net assets or fund balances. Subtract line 21 from line 20	1,393,294	1,607,988

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer COPY Date

Emily Holden Executive Director
Type or print name and title

Paid Preparer Use Only

Preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Scott A. Egstad CPA	Scott A. Egstad CPA	05/13/25		P00038995

Firm's name: Scott Egstad & Company, PA — Firm's EIN: 59-3332999

Firm's address: 4300 Bayou Blvd Ste 26, Pensacola, FL 32503-2671 — Phone no. 850-332-6850

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

To provide a safe haven for injured and orphaned wildlife, provide rehabilitation and release, when possible, and to foster public awareness and appreciation of wildlife.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 313,617 including grants of $) (Revenue $)

To provide care for hurt and abandoned wildlife.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

N/A

4c (Code:) (Expenses $ including grants of $) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 313,617

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29	X	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30	X	
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	1		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c X	

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	8		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17			

Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	9		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	9		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

Diane Wahlquist 5541 Bob O Link Road

Pensacola FL 32507 850-433-9453

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Molly O'Connor	2.00									
President	0.00	X		X				0	0	0
(2) Debbie Barnard	2.00									
Vice President	0.00	X		X				0	0	0
(3) Frances Webb	2.00									
Secretary	0.00	X		X				0	0	0
(4) Diane Wahlquist	16.00									
Treasurer	0.00	X		X				0	0	0
(5) Robert Jordan	2.00									
Director	0.00	X						0	0	0
(6) Mary Jones	2.00									
Director	0.00	X						0	0	0
(7) Susanne Timmons	2.00									
Director	0.00	X						0	0	0
(8) Keith Wilkins	2.00									
Director	0.00	X						0	0	0
(9) Tim White	2.00									
Director	0.00	X						0	0	0
(10) Emily Holden	50.00									
Executive Director	0.00			X				39,982	0	0
(11)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12)										
(13)										
(14)										
(15)										
(16)										
(17)										
(18)										
(19)										
1b Subtotal								39,982		
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								39,982		

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	36,688				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	423,334				
	g Noncash contributions included in lines 1a-1f	1g	$ 39,863				
	h **Total.** Add lines 1a–1f			460,022			
Program Service Revenue		Business Code					
	2a						
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a–2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			60,060			60,060
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
			(i) Real	(ii) Personal			
	6a Gross rents	6a					
	b Less: rental expenses	6b					
	c Rental inc. or (loss)	6c					
	d Net rental income or (loss)						
			(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	7a		57,500			
	b Less: cost or other basis and sales exps.	7b		19,350			
	c Gain or (loss)	7c		38,150			
	d Net gain or (loss)			38,150			38,150
	8a Gross income from fundraising events (not including $ ... of contributions reported on line 1c). See Part IV, line 18	8a					
	b Less: direct expenses	8b					
	c Net income or (loss) from fundraising events						
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
	11a						
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a–11d						
	12 **Total revenue.** See instructions			558,232	0	0	98,210

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	39,982	29,987	5,997	3,998
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	3,058	2,294	459	305
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	4,889		4,889	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	16,629	12,472	4,157	
12 Advertising and promotion				
13 Office expenses	6,622	3,311	1,655	1,656
14 Information technology				
15 Royalties				
16 Occupancy	19,743	17,451	2,292	
17 Travel	556	556		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	1,679	1,679		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	9,299	7,904	1,395	
23 Insurance	9,351	7,948	1,403	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a Employee Leasing	149,770	149,770		
b Wildlife Feed	58,280	58,280		
c Supplies	17,914	17,914		
d Telephone	2,249	1,912	337	
e All other expenses	4,766	2,139	882	1,745
25 Total functional expenses. Add lines 1 through 24e	344,787	313,617	23,466	7,704
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		44,730	1	47,753
	2	Savings and temporary cash investments		1,116,044	2	1,319,735
	3	Pledges and grants receivable, net		6,656	3	8,940
	4	Accounts receivable, net			4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		2,992	9	2,908
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 355,362			
	b	Less: accumulated depreciation	10b 205,993	146,155	10c	149,369
	11	Investments—publicly traded securities		79,200	11	84,679
	12	Investments—other securities. See Part IV, line 11			12	
	13	Investments—program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11			15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		1,395,777	16	1,613,384
Liabilities	17	Accounts payable and accrued expenses		2,483	17	5,396
	18	Grants payable			18	
	19	Deferred revenue			19	
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			25	
	26	**Total liabilities.** Add lines 17 through 25		2,483	26	5,396
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		1,393,294	27	1,607,988
	28	Net assets with donor restrictions			28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		1,393,294	32	1,607,988
	33	Total liabilities and net assets/fund balances		1,395,777	33	1,613,384

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	558,232
2	Total expenses (must equal Part IX, column (A), line 25)	2	344,787
3	Revenue less expenses. Subtract line 2 from line 1	3	213,445
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,393,294
5	Net unrealized gains (losses) on investments	5	1,249
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,607,988

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	X	
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2024

Open to Public Inspection

Name of the organization	Employer identification number
Wildlife Sanctuary of Northwest Florida, Inc.	59-2222303

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) 2024	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	249,286	232,411	755,884	418,512	460,022	2,116,115
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge	34,576	34,577	34,577	34,577	34,577	172,884
4 **Total.** Add lines 1 through 3	283,862	266,988	790,461	453,089	494,599	2,288,999
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						649,118
6 **Public support.** Subtract line 5 from line 4						1,639,881

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) 2024	(f) Total
7 Amounts from line 4	283,862	266,988	790,461	453,089	494,599	2,288,999
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	2,314	3,730	2,184	38,653	60,060	106,941
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						2,395,940

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2024 (line 6, column (f), divided by line 11, column (f))	14	68.44 %
15	Public support percentage from 2023 Schedule A, Part II, line 14	15	73.86 %

16a **33 1/3% support test — 2024.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test — 2023.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test — 2024.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test — 2023.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) 2024	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) 2024	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2024 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2023 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2024** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2023** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests — 2024.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests — 2023.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s), or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

- a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*
- b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*
- c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** how these activities directly furthered their exempt purposes, *how the organization was responsive to each of its supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI****)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by 0.035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1		
2 Enter 0.85 of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D – Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2024 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		(i) **Excess Distributions**	(ii) **Underdistributions Pre-2024**	(iii) **Distributable Amount for 2024**
1	Distributable amount for 2024 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2024 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2024			
a	From 2019			
b	From 2020			
c	From 2021			
d	From 2022			
e	From 2023			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2024 distributable amount			
i	Carryover from 2019 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2024 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2024 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2024, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
6	Remaining underdistributions for 2024. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
7	**Excess distributions carryover to 2025.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2020			
b	Excess from 2021			
c	Excess from 2022			
d	Excess from 2023			
e	Excess from 2024			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B (Form 990)
(Rev. December 2024))
Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

Name of the organization
Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number
59-2222303

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ .....

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
Wildlife Sanctuary of Northwest

Employer identification number
59-2222303

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	Estate of Patricia Miller 760 East Ten Mile Road Pensacola FL 32514	$ 26,635	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	Estate of Seymour White 1706 E Olive Rd Pensacola FL 32514	$ 185,029	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)
(Rev. December 2024)
Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization
Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number
59-2222303

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included on line 2a	2c	
d Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conversation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year $

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items.

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment ____ %
- b Permanent endowment ____ %
- c Term endowment ____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		25,831		25,831
b Buildings				
c Leasehold improvements		329,531	205,993	123,538
d Equipment				
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				149,369

Part VII Investments – Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col. (B))*		

Part VIII Investments – Program Related

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	596,202
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	1,249		
b	Donated services and use of facilities	2b	36,721		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	37,970
3	Subtract line 2e from line 1			3	558,232
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines 4a and 4b			4c	
5	Total revenue. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 12.)*			5	558,232

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	381,508
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	36,721		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	36,721
3	Subtract line 2e from line 1			3	344,787
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines 4a and 4b			4c	
5	Total expenses. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 18.)*			5	344,787

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part XIII Supplemental Information *(continued)*

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2024

Open To Public Inspection

Name of the organization

Florida, Inc.

Employer identification number

59-2222303

Part I Types of Property

		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art — Works of art				
2	Art — Historical treasures				
3	Art — Fractional interests				
4	Books and publications				
5	Clothing and household goods				
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities — Publicly traded				
10	Securities — Closely held stock				
11	Securities — Partnership, LLC, or trust interests				
12	Securities — Miscellaneous				
13	Qualified conservation contribution — Historic structures				
14	Qualified conservation contribution — Other				
15	Real estate — Residential				
16	Real estate — Commercial				
17	Real estate — Other				
18	Collectibles				
19	Food inventory				
20	Drugs and medical supplies				
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other (Food & Supplies)	X	1	39,863	Purchase Price
26	Other ( )				
27	Other ( )				
28	Other ( )				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement 29

			Yes	No
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least 3 years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?	30a		X
b	If "Yes," describe the arrangement in Part II.			
31	Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	31		X
32a	Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	32a		X
b	If "Yes," describe in Part II.			
33	If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

Part II **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

SCHEDULE O (Form 990)
(Rev. December 2024)
Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization: Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number: 59-2222303

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990
Reviewed by Executive Director and Treasurer before filing.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation
The organization makes its documents available to the public upon request.

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2023
Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Wildlife Sanctuary of Northwest Florida, Inc.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 105 North S Street

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: Pensacola FL 32505

D Employer identification number: 59-2222303

E Telephone number: 850-433-9453

G Gross receipts $: 457,165

F Name and address of principal officer:
Emily Holden
105 North W Street
Pensacola FL 32505

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.pensacolawildlife.com

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1982

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
To provide a safe haven for injured and orphaned wildlife, provide rehabilitation and release, when possible, and to foster public awareness and appreciation of wildlife.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	8
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	8
5 Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	1
6 Total number of volunteers (estimate if necessary)	6	0
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	755,884	418,512
9 Program service revenue (Part VIII, line 2g)		0
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	2,184	38,653
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	758,068	457,165

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	38,216	23,902
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) 6,556		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	233,451	277,438
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	271,667	301,340
19 Revenue less expenses. Subtract line 18 from line 12	486,401	155,825

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	1,240,293	1,395,777
21 Total liabilities (Part X, line 26)	980	2,483
22 Net assets or fund balances. Subtract line 21 from line 20	1,239,313	1,393,294

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer

Date

Emily Holden Executive Director
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Scott A. Egstad CPA	Scott A. Egstad CPA	05/07/24		P00038995

Firm's name: Scott Egstad & Company, PA — Firm's EIN: 59-3332999

Firm's address: 4300 Bayou Blvd Ste 26 Pensacola, FL 32503-2671 — Phone no. 850-332-6850

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

To provide a safe haven for injured and orphaned wildlife, provide rehabilitation and release, when possible, and to foster public awareness and appreciation of wildlife.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 276,636 including grants of $) (Revenue $)

To provide care for hurt and abandoned wildlife.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

N/A

4c (Code:) (Expenses $ including grants of $) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 276,636

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29	X	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30	X	
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	1		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		X	

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	1		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17			

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	8		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	8		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

Diane Wahlquist 5541 Bob O Link Road

Pensacola FL 32507 850-433-9453

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Molly O'Connor	5.00									
President	0.00	X		X				0	0	0
(2) Debbie Barnard	5.00									
Vice President	0.00	X		X				0	0	0
(3) Frances Webb	5.00									
Secretary	0.00	X		X				0	0	0
(4) Diane Wahlquist	10.00									
Treasurer	0.00	X		X				0	0	0
(5) Robert Jordan	2.00									
Director	0.00	X						0	0	0
(6) Mary Jones	2.00									
Director	0.00	X						0	0	0
(7) Ellen Odom	2.00									
Director	0.00	X						0	0	0
(8) Keith Wilkins	2.00									
Director	0.00	X						0	0	0
(9) Emily Holden	0.00									
Executive Director	0.00			X				0	0	0
(10)										
(11)										

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12)										
(13)										
(14)										
(15)										
(16)										
(17)										
(18)										
(19)										
1b Subtotal										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)										

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	37,191				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	381,321				
	g Noncash contributions included in lines 1a-1f	1g	$ 32,917				
	h **Total.** Add lines 1a–1f			418,512			
Program Service Revenue		Business Code					
	2a						
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a–2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			38,653			38,653
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
			(i) Real	(ii) Personal			
	6a Gross rents	6a					
	b Less: rental expenses	6b					
	c Rental inc. or (loss)	6c					
	d Net rental income or (loss)						
			(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	7a					
	b Less: cost or other basis and sales exps.	7b					
	c Gain or (loss)	7c					
	d Net gain or (loss)						
	8a Gross income from fundraising events (not including $ ____ of contributions reported on line 1c). See Part IV, line 18	8a					
	b Less: direct expenses	8b					
	c Net income or (loss) from fundraising events						
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
	11a						
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a–11d						
	12 **Total revenue.** See instructions			457,165	0	0	38,653

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	22,596	16,947	3,389	2,260
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	1,306	980	196	130
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	5,534		5,534	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	14,770	14,770		
12 Advertising and promotion				
13 Office expenses	4,387	2,193	1,097	1,097
14 Information technology				
15 Royalties				
16 Occupancy	17,414	15,458	1,956	
17 Travel	1,731	1,731		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	687	687		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	9,416	8,004	1,412	
23 Insurance	9,319	7,921	1,398	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Employee Leasing	142,464	142,464		
b Wildlife Feed	48,566	48,566		
c Supplies	13,534	13,534		
d Fundraising	3,069			3,069
e All other expenses	6,547	3,381	3,166	
25 Total functional expenses. Add lines 1 through 24e	301,340	276,636	18,148	6,556
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	38,823	1	44,730
	2	Savings and temporary cash investments	461,163	2	1,116,044
	3	Pledges and grants receivable, net	4,990	3	6,656
	4	Accounts receivable, net		4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges	2,695	9	2,992
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 342,849			
	b	Less: accumulated depreciation — 10b: 196,694	155,571	10c	146,155
	11	Investments—publicly traded securities	577,051	11	79,200
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	1,240,293	16	1,395,777
Liabilities	17	Accounts payable and accrued expenses	980	17	2,483
	18	Grants payable		18	
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	980	26	2,483
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	1,239,313	27	1,393,294
	28	Net assets with donor restrictions		28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	1,239,313	32	1,393,294
	33	Total liabilities and net assets/fund balances	1,240,293	33	1,395,777

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	457,165
2	Total expenses (must equal Part IX, column (A), line 25)	2	301,340
3	Revenue less expenses. Subtract line 2 from line 1	3	155,825
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,239,313
5	Net unrealized gains (losses) on investments	5	-1,844
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,393,294

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	X	
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
Wildlife Sanctuary of Northwest Florida, Inc.	59-2222303

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	250,932	249,286	232,411	755,884	418,512	1,907,025
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge	34,576	34,576	34,577	34,577	34,577	172,883
4 **Total.** Add lines 1 through 3	285,508	283,862	266,988	790,461	453,089	2,079,908
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						506,641
6 **Public support.** Subtract line 5 from line 4						1,573,267

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	285,508	283,862	266,988	790,461	453,089	2,079,908
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	3,324	2,314	3,730	2,184	38,653	50,205
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						2,130,113

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2023 (line 6, column (f) divided by line 11, column (f))	14	73.86%
15	Public support percentage from 2022 Schedule A, Part II, line 14	15	75.86%

16a **33 1/3% support test — 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test — 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test — 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test — 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests — 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests — 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI***):			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by 0.035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1		
2 Enter 0.85 of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D – Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019			
b	Excess from 2020			
c	Excess from 2021			
d	Excess from 2022			
e	Excess from 2023			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization
Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number
59-2222303

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33$^{1}/_{3}$% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ .....

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization: Wildlife Sanctuary of Northwest

Employer identification number: 59-2222303

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	Estate of Andrew Neal Slattery 8445 Millstream Dr Pensacola FL 32514	$ 122,778	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	Estate of Patricia Miller 760 East Ten Mile Road Pensacola FL 32514	$ 43,615	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2023
Open to Public Inspection

Name of the organization
Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number
59-2222303

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included on line 2a	2c	
d Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items.

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment ____ %
- b Permanent endowment ____ %
- c Term endowment ____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		40,361		40,361
b Buildings				
c Leasehold improvements		302,488	196,694	105,794
d Equipment				
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				146,155

Part VII Investments – Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col. (B))*		

Part VIII Investments – Program Related

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	457,165
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	457,165
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	457,165

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	301,340
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	301,340
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	301,340

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part XIII Supplemental Information *(continued)*

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open To Public Inspection

Name of the organization

Florida, Inc.

Employer identification number

59-2222303

Part I Types of Property

		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art — Works of art				
2	Art — Historical treasures				
3	Art — Fractional interests				
4	Books and publications				
5	Clothing and household goods				
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities — Publicly traded				
10	Securities — Closely held stock				
11	Securities — Partnership, LLC, or trust interests				
12	Securities — Miscellaneous				
13	Qualified conservation contribution — Historic structures				
14	Qualified conservation contribution — Other				
15	Real estate — Residential				
16	Real estate — Commercial				
17	Real estate — Other				
18	Collectibles				
19	Food inventory				
20	Drugs and medical supplies				
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other ( )	X	1	32,917	
26	Other ( )				
27	Other ( )				
28	Other ( )				

29	Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement	29	

			Yes	No
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least 3 years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?	30a		X
b	If "Yes," describe the arrangement in Part II.			
31	Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	31		X
32a	Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	32a		X
b	If "Yes," describe in Part II.			
33	If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

Part II **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
Wildlife Sanctuary of Northwest Florida, Inc.	59-2222303

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990

Reviewed by Executive Director and Treasurer before filing.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation

The organization makes its documents available to the public upon request.

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2022
Open to Public Inspection

A For the 2022 calendar year, or tax year beginning , and ending

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Wildlife Sanctuary of Northwest Florida, Inc.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 105 North S Street

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: Pensacola FL 32505

D Employer identification number: 59-2222303

E Telephone number: 850-433-9453

G Gross receipts $: 758,068

F Name and address of principal officer:
Dorothy W Kaufmann
105 North W Street
Pensacola FL 32505

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.pensacolawildlife.com

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1982

M State of legal domicile: FL

Part I Summary

1 Briefly describe the organization's mission or most significant activities:
To provide a safe haven for injured and orphaned wildlife, provide rehabilitation and release, when possible, and to foster public awareness and appreciation of wildlife.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	8
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	8
5 Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	1
6 Total number of volunteers (estimate if necessary)	6	75
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	232,411	755,884
9 Program service revenue (Part VIII, line 2g)		0
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	3,730	2,184
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	236,141	758,068
13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	37,575	38,216
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) 7,354		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	179,320	233,451
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	216,895	271,667
19 Revenue less expenses. Subtract line 18 from line 12	19,246	486,401

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	756,288	1,240,293
21 Total liabilities (Part X, line 26)	1,226	980
22 Net assets or fund balances. Subtract line 21 from line 20	755,062	1,239,313

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: Dorothy W Kaufmann — Date

Type or print name and title: Executive Director

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Scott A. Egstad CPA	Scott A. Egstad CPA	05/10/23		P00038995

Firm's name: Scott Egstad & Company, PA — Firm's EIN: 59-3332999

Firm's address: 4300 Bayou Blvd Ste 26, Pensacola, FL 32503-2671 — Phone no. 850-332-6850

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May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

To provide a safe haven for injured and orphaned wildlife, provide rehabilitation and release, when possible, and to foster public awareness and appreciation of wildlife.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 246,343 including grants of $) (Revenue $)

To provide care for hurt and abandoned wildlife.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

N/A

4c (Code:) (Expenses $ including grants of $) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 246,343

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Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors?* See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

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Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29	X	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30	X	
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	1		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		X	

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return 2a 1			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year 7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders 11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) 11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year 12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans 13b			
c	Enter the amount of reserves on hand 13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	15		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16		X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17		

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Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	8		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	8		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

Dorothy W Kaufmann 105 North W Street

Pensacola FL 32505 850-433-9453

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Molly O'Connor	5.00									
President	0.00	X		X				0	0	0
(2) Debbie Barnard	5.00									
Vice President	0.00	X		X				0	0	0
(3) Frances Webb	5.00									
Secretary	0.00	X		X				0	0	0
(4) Diane Wahlquist	10.00									
Treasurer	0.00	X		X				0	0	0
(5) Robert Jordan	2.00									
Director	0.00	X						0	0	0
(6) Mary Jones	2.00									
Director	0.00	X						0	0	0
(7) Ellen Odom	2.00									
Director	0.00	X						0	0	0
(8) John Kaufmann	2.00									
Director	0.00	X						0	0	0
(9) Dorothy W Kaufmann	40.00									
Executive Director	0.00			X				35,500	0	0
(10)										
(11)										

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Subtotal								35,500		
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								35,500		

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

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2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	46,135				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	709,749				
	g Noncash contributions included in lines 1a-1f	1g	$ 35,572				
	h **Total.** Add lines 1a–1f			755,884			
Program Service Revenue		Business Code					
	2a						
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a–2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			2,184			2,184
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
		(i) Real	(ii) Personal				
	6a Gross rents 6a						
	b Less: rental expenses 6b						
	c Rental inc. or (loss) 6c						
	d Net rental income or (loss)						
		(i) Securities	(ii) Other				
	7a Gross amount from sales of assets other than inventory 7a						
	b Less: cost or other basis and sales exps. 7b						
	c Gain or (loss) 7c						
	d Net gain or (loss)						
	8a Gross income from fundraising events (not including $ ... of contributions reported on line 1c). See Part IV, line 18	8a					
	b Less: direct expenses	8b					
	c Net income or (loss) from fundraising events						
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
	11a						
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a–11d						
	12 **Total revenue.** See instructions			758,068	0	0	2,184

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	35,500	26,625	5,325	3,550
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	2,716	2,037	407	272
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	5,403		5,403	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	12,262	12,262		
12 Advertising and promotion				
13 Office expenses	2,939	1,469	735	735
14 Information technology				
15 Royalties				
16 Occupancy	21,007	19,248	1,759	
17 Travel	1,552	1,552		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	2,690	2,690		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	9,641	8,195	1,446	
23 Insurance	8,503	7,228	1,275	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Employee Leasing	103,708	103,708		
b Wildlife Feed	48,210	48,210		
c Supplies	10,043	10,043		
d Fundraising	2,797			2,797
e All other expenses	4,696	3,076	1,620	
25 **Total functional expenses.** Add lines 1 through 24e	271,667	246,343	17,970	7,354
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	36,348	1	38,823
	2	Savings and temporary cash investments	472,921	2	461,163
	3	Pledges and grants receivable, net	3,899	3	4,990
	4	Accounts receivable, net		4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges	2,641	9	2,695
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 342,849			
	b	Less: accumulated depreciation — 10b: 187,278	162,583	10c	155,571
	11	Investments—publicly traded securities	77,896	11	577,051
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	756,288	16	1,240,293
Liabilities	17	Accounts payable and accrued expenses	1,226	17	980
	18	Grants payable		18	
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	1,226	26	980
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	755,062	27	1,239,313
	28	Net assets with donor restrictions		28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	755,062	32	1,239,313
	33	Total liabilities and net assets/fund balances	756,288	33	1,240,293

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	758,068
2	Total expenses (must equal Part IX, column (A), line 25)	2	271,667
3	Revenue less expenses. Subtract line 2 from line 1	3	486,401
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	755,062
5	Net unrealized gains (losses) on investments	5	-2,150
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,239,313

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	X	
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization	Employer identification number
Wildlife Sanctuary of Northwest Florida, Inc.	59-2222303

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	191,245	250,932	249,286	232,411	755,884	1,679,758
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge	34,576	34,576	34,576	34,577	34,577	172,882
4 **Total.** Add lines 1 through 3	225,821	285,508	283,862	266,988	790,461	1,852,640
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						435,956
6 **Public support.** Subtract line 5 from line 4						1,416,684

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
7 Amounts from line 4	225,821	285,508	283,862	266,988	790,461	1,852,640
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	3,316	3,324	2,314	3,730	2,184	14,868
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						1,867,508

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2022 (line 6, column (f) divided by line 11, column (f))	14	75.86%
15	Public support percentage from 2021 Schedule A, Part II, line 14	15	98.74%

16a **33 1/3% support test—2022.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test—2021.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2021 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2022** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2021** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

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Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d **Total** (add lines 1a, 1b, and 1c)	1d		
e **Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI****)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6 Multiply line 5 by 0.035.	6		
7 Recoveries of prior-year distributions	7		
8 **Minimum Asset Amount** (add line 7 to line 6)	8		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	1		
2 Enter 0.85 of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations *(continued)*

Section D – Distributions			Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		(i) Excess Distributions	(ii) Underdistributions Pre-2022	(iii) Distributable Amount for 2022
1	Distributable amount for 2022 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2022 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2022			
a	From 2017			
b	From 2018			
c	From 2019			
d	From 2020			
e	From 2021			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2022 distributable amount			
i	Carryover from 2017 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2022 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2022 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
6	Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
7	**Excess distributions carryover to 2023.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2018			
b	Excess from 2019			
c	Excess from 2020			
d	Excess from 2021			
e	Excess from 2022			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Name of the organization
Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number
59-2222303

Organization type (check one):

Filers of:	Section:
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ .....

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

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Name of organization: Wildlife Sanctuary of Northwest

Employer identification number: 59-2222303

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	Wendy Anne Whitehouse Rev Trust 8495 Silverview Ct Lorton VA 22079	$ 453,733	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	Isolde Cain IRA Isolde Caine 164 Cottage View Dr Pensacola FL 32507	$ 56,923	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	Estate of Kim Stevens 1800 E Baars St Pensacola FL 32503	$ 17,763	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization
Wildlife Sanctuary of Northwest Florida, Inc.

Employer identification number
59-2222303

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

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Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment ____ %
- b Permanent endowment ____ %
- c Term endowment ____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		40,361		40,361
b Buildings				
c Leasehold improvements		302,488	187,278	115,210
d Equipment				
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)*				155,571

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Part VII Investments – Other Securities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 12.)*		

Part VIII Investments – Program Related.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 13.)*		

Part IX Other Assets.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)*	

Part X Other Liabilities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)*	

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2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.
Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	758,068
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	
3	Subtract line 2e from line 1			3	758,068
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines 4a and 4b			4c	
5	Total revenue. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 12.)*			5	758,068

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.
Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	271,667
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines 2a through 2d			2e	
3	Subtract line 2e from line 1			3	271,667
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines 4a and 4b			4c	
5	Total expenses. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 18.)*			5	271,667

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

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Part XIII Supplemental Information *(continued)*

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SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open To Public Inspection

Name of the organization

Florida, Inc.

Employer identification number

59-2222303

Part I Types of Property

		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art — Works of art				
2	Art — Historical treasures				
3	Art — Fractional interests				
4	Books and publications				
5	Clothing and household goods				
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities — Publicly traded				
10	Securities — Closely held stock				
11	Securities — Partnership, LLC, or trust interests				
12	Securities — Miscellaneous				
13	Qualified conservation contribution — Historic structures				
14	Qualified conservation contribution — Other				
15	Real estate — Residential				
16	Real estate — Commercial				
17	Real estate — Other				
18	Collectibles				
19	Food inventory				
20	Drugs and medical supplies				
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other ( )	X	1	35,572	Wildlife Food & Supplies
26	Other ( )				
27	Other ( )				
28	Other ( )				

29	Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement	29	

			Yes	No
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least 3 years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?	30a		X
b	If "Yes," describe the arrangement in Part II.			
31	Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	31		X
32a	Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	32a		X
b	If "Yes," describe in Part II.			
33	If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

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Part II **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

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SCHEDULE O (Form 990)	Supplemental Information to Form 990 or 990-EZ	OMB No. 1545-0047
Department of the Treasury Internal Revenue Service	Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information. Attach to Form 990 or Form 990-EZ. Go to *www.irs.gov/Form990* for the latest information.	2022 Open to Public Inspection

Name of the organization	Employer identification number
Wildlife Sanctuary of Northwest Florida, Inc.	59-2222303

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990

Reviewed by Executive Director and Treasurer before filing.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation

The organization makes its documents available to the public upon request.

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Form **990**

Two Year Comparison Report

For calendar year 2022, or tax year beginning , ending

2021 & 2022

Name

Wildlife Sanctuary of Northwest Florida, Inc.

Taxpayer Identification Number

59-2222303

			2021	2022	Differences
Revenue	1. Contributions, gifts, grants	1.	195,576	709,749	514,173
	2. Membership dues and assessments	2.			
	3. Government contributions and grants	3.	36,835	46,135	9,300
	4. Program service revenue	4.			
	5. Investment income	5.	3,730	2,184	-1,546
	6. Proceeds from tax exempt bonds	6.			
	7. Net gain or (loss) from sale of assets other than inventory	7.			
	8. Net income or (loss) from fundraising events	8.			
	9. Net income or (loss) from gaming	9.			
	10. Net gain or (loss) on sales of inventory	10.			
	11. Other revenue	11.			
	12. **Total revenue.** Add lines 1 through 11	12.	236,141	758,068	521,927
Expenses	13. Grants and similar amounts paid	13.			
	14. Benefits paid to or for members	14.			
	15. Compensation of officers, directors, trustees, etc.	15.		35,500	35,500
	16. Salaries, other compensation, and employee benefits	16.	37,575	2,716	-34,859
	17. Professional fundraising fees	17.			
	18. Other professional fees	18.	15,667	17,665	1,998
	19. Occupancy, rent, utilities, and maintenance	19.	10,796	21,007	10,211
	20. Depreciation and Depletion	20.	7,901	9,641	1,740
	21. Other expenses	21.	144,956	185,138	40,182
	22. **Total expenses.** Add lines 13 through 21	22.	216,895	271,667	54,772
	23. **Excess or (Deficit).** Subtract line 22 from line 12	23.	19,246	486,401	467,155
Other Information	24. Total exempt revenue	24.	236,141	758,068	521,927
	25. Total unrelated revenue	25.			
	26. Total excludable revenue	26.	3,730	2,184	-1,546
	27. Total assets	27.	756,288	1,240,293	484,005
	28. Total liabilities	28.	1,226	980	-246
	29. Retained earnings	29.	755,062	1,239,313	484,251
	30. Number of voting members of governing body	30.	8	8	
	31. Number of independent voting members of governing body	31.	8	8	
	32. Number of employees	32.	1	1	
	33. Number of volunteers	33.	75	75	

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Form **990** | **Tax Return History** | **2022**

Name: Wildlife Sanctuary of Northwest Florida, Inc.

Employer Identification Number: 59-2222303

	2018	2019	2020	2021	2022	2023
Contributions, gifts, grants	191,245	250,932	231,874	232,411	755,884	
Membership dues						
Program service revenue						
Capital gain or loss		-398	69,059			
Investment income	3,316	3,324	2,313	3,730	2,184	
Fundraising revenue (income/loss)						
Gaming revenue (income/loss)						
Other revenue						
Total revenue	194,561	253,858	303,246	236,141	758,068	
Grants and similar amounts paid						
Benefits paid to or for members						
Compensation of officers, etc.					35,500	
Other compensation	37,931	32,233	35,781	37,575	2,716	
Professional fees	7,395	16,643	12,325	15,667	17,665	
Occupancy costs	12,242	11,864	12,456	10,796	21,007	
Depreciation and depletion	15,798	15,146	14,018	7,901	9,641	
Other expenses	157,300	192,395	170,428	144,956	185,138	
Total expenses	230,666	268,281	245,008	216,895	271,667	
Excess or (Deficit)	-36,105	-14,423	58,238	19,246	486,401	
Total exempt revenue	194,561	253,858	303,246	236,141	758,068	
Total unrelated revenue						
Total excludable revenue	3,316	2,926	71,372	3,730	2,184	
Total Assets	653,864	641,721	700,133	756,288	1,240,293	
Total Liabilities	840	1,188	1,728	1,226	980	
Net Fund Balances	653,024	640,533	698,405	755,062	1,239,313	

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Federal Statements

Taxable Interest on Investments

Description	Amount	Unrelated Business	Exclusion Code	Postal Code	Acquired after 6/30/75	US Obs ($ or %)
Interest	$ 879		14			
Total	$ 879					

Taxable Dividends from Securities

Description	Amount	Unrelated Business	Exclusion Code	Postal Code	Acquired after 6/30/75	US Obs ($ or %)
Dividend Income	$ 1,305		14			
Total	$ 1,305					

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Federal Statements

Form 990, Part IX, Line 11g - Other Fees for Service (Non-employee)

Description	Total Expenses	Program Service	Management & General	Fund Raising
Contract Labor	$ 12,262	$ 12,262	$	$
Total	$ 12,262	$ 12,262	$ 0	$ 0

Form 990, Part IX, Line 24e - All Other Expenses

Description	Total Expenses	Program Service	Management & General	Fund Raising
Telephone	$ 2,126	$ 1,807	$ 319	$
Licenses and Taxes	1,301		1,301	
Medical Supplies	1,269	1,269		
Total	$ 4,696	$ 3,076	$ 1,620	$ 0

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Federal Statements

Schedule A, Part II, Line 1(e)

Description	Amount
Escambia County	$ 46,135
Contributions	171,330
Wendy Anne Whitehouse Rev Trust	
Cash Contribution	453,733
Isolde Cain IRA	
Cash Contribution	56,923
Robert Ellis Living Trust	
Cash Contribution	10,000
Estate of Kim Stevens	
Cash Contribution	17,763
Total	$ 755,884

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Schedule A, Part II, Line 5 - Excess Gifts

Donor Name	Total	Excess
George Wilkins Estate	$	$
Jean Leib		
Wendy Anne Whitehouse Rev Trust	453,733	416,383
Isolde Cain IRA	56,923	19,573
Robert Ellis Living Trust	10,000	
Estate of Kim Stevens	17,763	
Total	$ 538,419	$ 435,956

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Federal Statements

Schedule A, Part II, Line 8(e)

Description	Amount
Interest	$ 879
Dividend Income	1,305
Total	$ 2,184

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Tourist Development Tax Fund

Fund 108

Tourist Development Tax Fund 108

Pensacon Pensacola 13

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2025-26

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2022 or 2023 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2021 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: _____Pensacola Pensacon

Agency Address: ____226 Palafox Place, Pensacola, Fl 32502_____

_____

Program Name for which funding is being requested:
_____Pensacon_____

Amount Requested: $___180000_____

Program Contact: _Andrea Trahan_____

Contact Email: _____andie@pensacon.com_____ Contact Phone: (518) 229-5405

25-Word Description of Program: Pensacon is the premier comic book and Pop-Culture event serving Pensacola and the Gulf Coast. It brings new people to the Pensacola area every year. These people stay in hotels, eat in local restaurants, and spend money in Pensacola and Pensacola
Beach_____

How many years has your organization been providing services in the County? 12years_____

How many years has your organization received funding from the County? _Under this ownership 1__

Explain how receiving funds from the County would significantly impact your organization:

Receiving funds would help us continue to put on a premiere event that brings tourists and visitors to Escambia County. It would help us expand our marketing reach and bring a higher level of guests that would bring more fans to the area.

_____

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: ____350000_____

Briefly discuss how last year's funds were used? Last year's funds were used to upgrade the guest list, help expand marketing, hotel rooms for guests, guarantees for guest, and to help cover the Bay center expenses

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? Hotel rooms were booked throughout Pensacola, money was spent at eateries and at different businesses throught out Pensacola.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do, and why is it an asset to the County? **Our program creates an event that brings a diverse group of tourists and visitors to Escambia County. They spend money on hotels, restaurants, and shopping. The funding would help us expand our footprint and bring in higher-level guests, which would help bring in more visitors to Escambia County. _We would also use it to expand our marketing**

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. **We are not a government-funded function.**

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:____There is now Anime Town at the Fairgrounds and 2 different competitors have shows in New Orleans trying to pull business from Pensacon_____

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. We are locally owned and operated. We do business with local businesses and keep the revenue in Escambia County.

_____

_____

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____0_____%
- Percentage for direct programming costs: ____100_____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? I will work on finding more sponsors, which we have been doing and has lowered what we need to ask for.

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: _N/A_____

_____

_____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. __N/A_____

_____

_____

_____

_____

_____

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only) __We would like to use the money to bring in higher level guest. We could advertise to places that have direct flights to Pensacola. _____Please see attached

_____

_____

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only) __We will continue to sell tickets through Purple Pass and the 2026 Pensacon tickets are currently on sale. VIP for 184.99 and 3-Day for 99.99. We have reached out to last year's sponsors and have been putting together new packages to try to find new sponsors._____

_____

_____

_____

_____

___

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals

that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Bring more Fans to Pensacola	15840	10276	8765	-14%
2. Bring higher-end guests to bring more Fans to Pensacola from out of town	4	2	1 Had guest cancel last minut e	-50%
3. To expand our footprint to help bring more people into the area from out of town	44634	44634	44634 Due to weath er could not expan d to outsid e	0%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Total ticket sales tracked through Purple Pass	
2. Total out-of-area ticket sales (by zip code) Tracked through Purple Pass	
3.Increase event footprint by increasing the total number of outside vendors- Tracked through Paypal	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY24
1. We will use Ticket sales leading up to the 2025 vs 2026 show	
2. We pick 4 Hotels to compare their Pensacon weekend room sales in 25 vs 26	
3. “Increase the total number of outside vendors at the event	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$2,100	$3,000	$3,200
Programmatic Income Exhibitors	$12,900	$12,900	$15,000
County Funding/Direct Contribution	$	$350,000	$180,000
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships/ tickets	$53,8674	$617,126.	$700,000
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$55,3674	$983,026	$898,200

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.)
_____N/A_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____
_____n/A3_____
____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	2 Full time, 2 Part time	2 Full time, 2 Part time	2 Full time, 2 Part time
Salaries and Wages	$184,709.	$184,709.	$184,709.
Employee Benefits	$0	$0	$0
Professional Services	$11,768.	$11,768.	$15,000
Contractual Services	$10,000	$10,000	$12,000
Travel Expenses	$	$	$
Rentals and Leases	$204,841	$194,841	$254,841
Communication	$	$	$
Postage and Freight	$	$	$
Repair and Maintenance	$	$	$
Printing and Binding	$18,200.	$18,200.	$19,200.
Marketing and Promotion	$20,000	$20,000	$25,000
Fuel	$	$	$
Supplies	$8,301	$8,301	$8,400
Event Expenses	$345,909	$345,909	$360,000
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$	$	$
Total Expenses	$803,728.	$793,728.	879,150
Net Income - (Revenue minus Expense)	$-250,054	$189,298	$19,050

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.

_____n/A_____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item.

_____n/a_____

_____

_____

_____

_____

_____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? ___cal year _____

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. ___We have to pay out Guest who come, most require cash payment for their guarantee. We also have to pay agent and guest per diem and baggage. We are working on a better way to track cash payments and petty cash expenses during the actual show._____Our Event metrics come from UWF surveys, Visit Pensacola Surveys and PurplePass tickets sales and questions._____

_____

_____

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?If there are any we will use to market more

_____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
Kevin "Mike" Ensley	Co owner	$117,058
Andrea "Andie" Trahan	Co owner	$41,600
Julio Diaz	Part time Marketing	$23,120
Hiring		$
		$

5. Please provide the total amount of cash and investments on hand. ___20000 this changes as people purchase tickets and we sell Exhibtor booths_____

_____

6. Does your organization charge fees for services? If so, provide a list of fees charged. We charge for tickets.

_____

_____

_____

7. Does your organization require background checks from volunteers and staff? For Staff

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: __n/a _____

1. What is your agency's Strategic Plan? _____n/a_____

   _____

   _____

   _____

   _____

   _____

2. How many jobs were created this year over last year by zip code? _____n/a_____

   _____

   _____

   _____

3. What is the net cost per job created? _____n/a_____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

   _____

   _____

   _____

   _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

_____

_____

_____

_____

3. Was there any increase in membership for the local chambers? _____

_____

_____

_____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

_____

_____

_____

_____

_____

5. Can we reduce the taxpayer subsidy? _____

_____

_____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

__Andrea Trahan
Name

CFO 4/1/2025

Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors

Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Pensacon Pensacola, LLC

2 Business name/disregarded entity name, if different from above.

Pensacon

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☑ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) C

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

226 PALAFOX PLACE SUITE 1100

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola, Florida 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

8	4	–	4	6	5	3	7	4	9

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** Mike Ensley **Date** 10/24/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Form **8879-CORP**

(December 2022)

Department of the Treasury
Internal Revenue Service

E-file Authorization for Corporations

For calendar year 2022, or tax year beginning _____, 20____, ending _____, 20____

Use for *efile* authorizations for Form 1120, 1120-F or 1120S.
Do not send to the IRS. Keep for your records.
Go to *www.irs.gov/Form8879CORP* for the latest information.

OMB No. 1545-0123

Name of corporation	Employer identification number
PENSACON PENSACOLA LLC	84-4653749

Part I **Information** (Whole dollars only)

1	Total income (Form 1120, line 11)	1	
2	Total income (Form 1120-F, Section II, line 11)	2	
3	Total income (loss) (Form 1120-S, line 6)	3	848,898.

Part II **Declaration and Signature Authorization of Officer. Be sure to get a copy of the corporation's return.**

Under penalties of perjury, I declare that I am an officer of the above corporation and that I have examined a copy of the corporation's electronic income tax return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amounts in Part I above are the amounts shown on the copy of the corporation's electronic income tax return. I consent to allow my electronic return originator (ERO), transmitter, or intermediate service provider to send the corporation's return to the IRS and to receive from the IRS (**a**) an acknowledgment of receipt or reason for rejection of the transmission, (**b**) the reason for any delay in processing the return or refund, and (**c**) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the corporation's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at **1-888-353-4537** no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the corporation's electronic income tax return and, if applicable, the corporation's consent to electronic funds withdrawal.

Officer's PIN: check one box only

☒ I authorize BASS & SANDFORT ACCOUNTANTS, PA. to enter my PIN 1 2 3 4 5 as my signature
ERO firm name **do not enter all zeros**
on the corporation's electronically filed income tax return.

☐ As an officer of the corporation, I will enter my PIN as my signature on the corporation's electronically filed income tax return.

Officer's signature _____ Date _____ Title PRESIDENT

Part III **Certification and Authentication**

ERO's EFIN/PIN. Enter your six-digit EFIN followed by your five-digit self-selected PIN. 5 9 8 5 8 4 1 2 3 4 5
do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the electronically filed income tax return for the corporation indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 3112**, IRS *e-file* Application and Participation, and **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature _____ Date 10/11/2023

ERO Must Retain This Form — See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **1120-S**

Department of the Treasury
Internal Revenue Service

U.S. Income Tax Return for an S Corporation

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.
Go to *www.irs.gov/Form1120S* for instructions and the latest information.

OMB No. 1545-0123

2022

For calendar year 2022 or tax year beginning , 2022, ending , 20

A S election effective date: 01/01/2020	**TYPE OR PRINT** Name: PENSACON PENSACOLA LLC	**D** Employer identification number: 84-4653749
B Business activity code number (see instructions): 713900	Number, street, and room or suite no. If a P.O. box, see instructions.: PO BOX 710	**E** Date incorporated: 10/22/2019
C Check if Sch. M-3 attached ☐	City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32591	**F** Total assets (see instructions): $ 361,891.

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions. ☐ Yes ☒ No

H Check if: **(1)** ☐ Final return **(2)** ☐ Name change **(3)** ☐ Address change **(4)** ☐ Amended return **(5)** ☐ S election termination

I Enter the number of shareholders who were shareholders during any part of the tax year 1

J Check if corporation: **(1)** ☐ Aggregated activities for section 465 at-risk purposes **(2)** ☐ Grouped activities for section 469 passive activity purposes

Caution: Include **only** trade or business income and expenses on lines 1a through 21. See the instructions for more information.

Income	1a	Gross receipts or sales	1a	848,898.	
	b	Returns and allowances	1b		
	c	Balance. Subtract line 1b from line 1a		1c	848,898.
	2	Cost of goods sold (attach Form 1125-A)		2	
	3	Gross profit. Subtract line 2 from line 1c		3	848,898.
	4	Net gain (loss) from Form 4797, line 17 (attach Form 4797)		4	
	5	Other income (loss) (see instructions—attach statement)		5	
	6	**Total income (loss).** Add lines 3 through 5		6	848,898.
Deductions (see instructions for limitations)	7	Compensation of officers (see instructions—attach Form 1125-E)		7	
	8	Salaries and wages (less employment credits)		8	187,819.
	9	Repairs and maintenance		9	
	10	Bad debts		10	
	11	Rents		11	17,777.
	12	Taxes and licenses		12	15,205.
	13	Interest (see instructions)		13	
	14	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)		14	
	15	Depletion **(Do not deduct oil and gas depletion.)**		15	
	16	Advertising		16	52,007.
	17	Pension, profit-sharing, etc., plans		17	
	18	Employee benefit programs		18	
	19	Other deductions (attach statement) See Statement		19	424,919.
	20	**Total deductions.** Add lines 7 through 19		20	697,727.
	21	**Ordinary business income (loss).** Subtract line 20 from line 6		21	151,171.
Tax and Payments	22a	Excess net passive income or LIFO recapture tax (see instructions)	22a		
	b	Tax from Schedule D (Form 1120-S)	22b		
	c	Add lines 22a and 22b (see instructions for additional taxes)		22c	
	23a	2022 estimated tax payments and 2021 overpayment credited to 2022	23a		
	b	Tax deposited with Form 7004	23b	0.	
	c	Credit for federal tax paid on fuels (attach Form 4136)	23c		
	d	Add lines 23a through 23c		23d	0.
	24	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐		24	
	25	**Amount owed.** If line 23d is smaller than the total of lines 22c and 24, enter amount owed		25	0.
	26	**Overpayment.** If line 23d is larger than the total of lines 22c and 24, enter amount overpaid		26	
	27	Enter amount from line 26: **Credited to 2023 estimated tax** **Refunded**		27	

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer | Date | PRESIDENT Title

May the IRS discuss this return with the preparer shown below? See instructions. ☐ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name: SCOTT B SANDFORT CPA EA	Preparer's signature: SCOTT B SANDFORT CPA EA	Date: 10/11/2023	Check ☐ if self-employed	PTIN: P00411431
Firm's name: BASS & SANDFORT ACCOUNTANTS, PA.			Firm's EIN: 59-2981831	
Firm's address: 1301 W. GARDEN ST. PENSACOLA FL 32502			Phone no. (850)434-5899	

Schedule B Other Information (see instructions)

		Yes	No
1	Check accounting method: **a** ☒ Cash **b** ☐ Accrual **c** ☐ Other (specify)		
2	See the instructions and enter the: **a** Business activity EVENT PRODUCTION **b** Product or service SERVICE		
3	At any time during the tax year, was any shareholder of the corporation a disregarded entity, a trust, an estate, or a nominee or similar person? If "Yes," attach Schedule B-1, Information on Certain Shareholders of an S Corporation		✕
4	At the end of the tax year, did the corporation:		
a	Own directly 20% or more, or own, directly or indirectly, 50% or more of the total stock issued and outstanding of any foreign or domestic corporation? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		✕

(i) Name of Corporation	(ii) Employer Identification Number (if any)	(iii) Country of Incorporation	(iv) Percentage of Stock Owned	(v) If Percentage in (iv) Is 100%, Enter the Date (if applicable) a Qualified Subchapter S Subsidiary Election Was Made

b	Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in the profit, loss, or capital in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		✕

(i) Name of Entity	(ii) Employer Identification Number (if any)	(iii) Type of Entity	(iv) Country of Organization	(v) Maximum Percentage Owned in Profit, Loss, or Capital

5a	At the end of the tax year, did the corporation have any outstanding shares of restricted stock?		✕
	If "Yes," complete lines (i) and (ii) below.		
	(i) Total shares of restricted stock		
	(ii) Total shares of non-restricted stock		
b	At the end of the tax year, did the corporation have any outstanding stock options, warrants, or similar instruments?		✕
	If "Yes," complete lines (i) and (ii) below.		
	(i) Total shares of stock outstanding at the end of the tax year		
	(ii) Total shares of stock outstanding if all instruments were executed		
6	Has this corporation filed, or is it required to file, **Form 8918,** Material Advisor Disclosure Statement, to provide information on any reportable transaction?		✕
7	Check this box if the corporation issued publicly offered debt instruments with original issue discount ☐		
	If checked, the corporation may have to file **Form 8281,** Information Return for Publicly Offered Original Issue Discount Instruments.		
8	If the corporation **(a)** was a C corporation before it elected to be an S corporation **or** the corporation acquired an asset with a basis determined by reference to the basis of the asset (or the basis of any other property) in the hands of a C corporation, **and (b)** has net unrealized built-in gain in excess of the net recognized built-in gain from prior years, enter the net unrealized built-in gain reduced by net recognized built-in gain from prior years. See instructions $		
9	Did the corporation have an election under section 163(j) for any real property trade or business or any farming business in effect during the tax year? See instructions		✕
10	Does the corporation satisfy one or more of the following? See instructions		✕
a	The corporation owns a pass-through entity with current, or prior year carryover, excess business interest expense.		
b	The corporation's aggregate average annual gross receipts (determined under section 448(c)) for the 3 tax years preceding the current tax year are more than $27 million and the corporation has business interest expense.		
c	The corporation is a tax shelter and the corporation has business interest expense.		
	If "Yes," complete and attach **Form 8990**, Limitation on Business Interest Expense Under Section 163(j).		
11	Does the corporation satisfy **both** of the following conditions?		✕
a	The corporation's total receipts (see instructions) for the tax year were less than $250,000.		
b	The corporation's total assets at the end of the tax year were less than $250,000.		
	If "Yes," the corporation is not required to complete Schedules L and M-1.		

Schedule B Other Information (see instructions) *(continued)*		Yes	No
12	During the tax year, did the corporation have any non-shareholder debt that was canceled, was forgiven, or had the terms modified so as to reduce the principal amount of the debt?		×
	If "Yes," enter the amount of principal reduction $		
13	During the tax year, was a qualified subchapter S subsidiary election terminated or revoked? If "Yes," see instructions		×
14a	Did the corporation make any payments in 2022 that would require it to file Form(s) 1099?		×
b	If "Yes," did or will the corporation file required Form(s) 1099?		
15	Is the corporation attaching Form 8996 to certify as a Qualified Opportunity Fund?		×
	If "Yes," enter the amount from Form 8996, line 15 $		

Schedule K Shareholders' Pro Rata Share Items				Total amount
Income (Loss)	1	Ordinary business income (loss) (page 1, line 21)	1	151,171.
	2	Net rental real estate income (loss) (attach Form 8825)	2	
	3a	Other gross rental income (loss) 3a		
	b	Expenses from other rental activities (attach statement) 3b		
	c	Other net rental income (loss). Subtract line 3b from line 3a	3c	
	4	Interest income	4	
	5	Dividends: a Ordinary dividends	5a	
		b Qualified dividends 5b		
	6	Royalties	6	
	7	Net short-term capital gain (loss) (attach Schedule D (Form 1120-S))	7	
	8a	Net long-term capital gain (loss) (attach Schedule D (Form 1120-S))	8a	
	b	Collectibles (28%) gain (loss) 8b		
	c	Unrecaptured section 1250 gain (attach statement) 8c		
	9	Net section 1231 gain (loss) (attach Form 4797)	9	
	10	Other income (loss) (see instructions) Type:	10	
Deductions	11	Section 179 deduction (attach Form 4562)	11	
	12a	Charitable contributions	12a	
	b	Investment interest expense	12b	
	c	Section 59(e)(2) expenditures Type:	12c	
	d	Other deductions (see instructions) Type:	12d	
Credits	13a	Low-income housing credit (section 42(j)(5))	13a	
	b	Low-income housing credit (other)	13b	
	c	Qualified rehabilitation expenditures (rental real estate) (attach Form 3468, if applicable)	13c	
	d	Other rental real estate credits (see instructions) Type:	13d	
	e	Other rental credits (see instructions) Type:	13e	
	f	Biofuel producer credit (attach Form 6478)	13f	
	g	Other credits (see instructions) Type:	13g	
International	14	Attach Schedule K-2 (Form 1120-S), Shareholders' Pro Rata Share Items—International, and check this box to indicate you are reporting items of international tax relevance ☐		
Alternative Minimum Tax (AMT) Items	15a	Post-1986 depreciation adjustment	15a	
	b	Adjusted gain or loss	15b	
	c	Depletion (other than oil and gas)	15c	
	d	Oil, gas, and geothermal properties—gross income	15d	
	e	Oil, gas, and geothermal properties—deductions	15e	
	f	Other AMT items (attach statement)	15f	
Items Affecting Shareholder Basis	16a	Tax-exempt interest income	16a	
	b	Other tax-exempt income	16b	
	c	Nondeductible expenses	16c	
	d	Distributions (attach statement if required) (see instructions)	16d	
	e	Repayment of loans from shareholders	16e	
	f	Foreign taxes paid or accrued	16f	

Schedule K	Shareholders' Pro Rata Share Items *(continued)*		Total amount
Other Information	17a Investment income	17a	
	b Investment expenses	17b	
	c Dividend distributions paid from accumulated earnings and profits	17c	
	d Other items and amounts (attach statement) ** SEC 199A INFO: SEE STMT A		
Reconciliation	18 **Income (loss) reconciliation.** Combine the amounts on lines 1 through 10 in the far right column. From the result, subtract the sum of the amounts on lines 11 through 12d and 16f	18	151,171.

Schedule L	Balance Sheets per Books	Beginning of tax year		End of tax year	
	Assets	(a)	(b)	(c)	(d)
1	Cash		2,735.		164,293.
2a	Trade notes and accounts receivable				
b	Less allowance for bad debts	( )		( )	
3	Inventories				
4	U.S. government obligations				
5	Tax-exempt securities (see instructions)				
6	Other current assets (attach statement)				
7	Loans to shareholders		197,598.		197,598.
8	Mortgage and real estate loans				
9	Other investments (attach statement)				
10a	Buildings and other depreciable assets				
b	Less accumulated depreciation	( )		( )	
11a	Depletable assets				
b	Less accumulated depletion	( )		( )	
12	Land (net of any amortization)				
13a	Intangible assets (amortizable only)				
b	Less accumulated amortization	( )		( )	
14	Other assets (attach statement)				
15	Total assets		200,333.		361,891.
	Liabilities and Shareholders' Equity				
16	Accounts payable				
17	Mortgages, notes, bonds payable in less than 1 year				
18	Other current liabilities (attach statement) Ln 18 St		199,833.		210,220.
19	Loans from shareholders				
20	Mortgages, notes, bonds payable in 1 year or more				
21	Other liabilities (attach statement)				
22	Capital stock				
23	Additional paid-in capital				
24	Retained earnings		500.		151,671.
25	Adjustments to shareholders' equity (attach statement)				
26	Less cost of treasury stock		( )		( )
27	Total liabilities and shareholders' equity		200,333.		361,891.

Schedule M-1 Reconciliation of Income (Loss) per Books With Income (Loss) per Return

Note: The corporation may be required to file Schedule M-3. See instructions.

1	Net income (loss) per books	151,171.	5	Income recorded on books this year not included on Schedule K, lines 1 through 10 (itemize):	
2	Income included on Schedule K, lines 1, 2, 3c, 4, 5a, 6, 7, 8a, 9, and 10, not recorded on books this year (itemize)		a	Tax-exempt interest $	
3	Expenses recorded on books this year not included on Schedule K, lines 1 through 12, and 16f (itemize):		6	Deductions included on Schedule K, lines 1 through 12, and 16f, not charged against book income this year (itemize):	
a	Depreciation $		a	Depreciation $	
b	Travel and entertainment $		7	Add lines 5 and 6	
			8	Income (loss) (Schedule K, line 18). Subtract line 7 from line 4	151,171.
4	Add lines 1 through 3	151,171.			

Schedule M-2 Analysis of Accumulated Adjustments Account, Shareholders' Undistributed Taxable Income Previously Taxed, Accumulated Earnings and Profits, and Other Adjustments Account

(see instructions)

		(a) Accumulated adjustments account	(b) Shareholders' undistributed taxable income previously taxed	(c) Accumulated earnings and profits	(d) Other adjustments account
1	Balance at beginning of tax year	499.	0.	0.	0.
2	Ordinary income from page 1, line 21	151,171.			
3	Other additions				
4	Loss from page 1, line 21	( )			
5	Other reductions	( )			( )
6	Combine lines 1 through 5	151,670.	0.	0.	0.
7	Distributions				
8	Balance at end of tax year. Subtract line 7 from line 6	151,670.	0.	0.	0.

671121

☐ Final K-1 ☐ Amended K-1 OMB No. 1545-0123

Schedule K-1 (Form 1120-S)
Department of the Treasury
Internal Revenue Service

2022

For calendar year 2022, or tax year

beginning / / 2022 ending / /

Shareholder's Share of Income, Deductions, Credits, etc.

See separate instructions.

Part I Information About the Corporation

A Corporation's employer identification number
84-4653749

B Corporation's name, address, city, state, and ZIP code
PENSACON PENSACOLA LLC

PO BOX 710
PENSACOLA FL 32591

C IRS Center where corporation filed return
Ogden, UT 84201-0013

D Corporation's total number of shares
Beginning of tax year . . . . . .
End of tax year . . . . . .

Part II Information About the Shareholder

E Shareholder's identifying number
592-34-9948

F Shareholder's name, address, city, state, and ZIP code
KEVIN M ENSLEY

1024 PATRIOT PL
PENSACOLA FL 32534

G Current year allocation percentage . . . 100.00000 %

H Shareholder's number of shares
Beginning of tax year . . . . . .
End of tax year . . . . . .

I Loans from shareholder
Beginning of tax year . . . . . $
End of tax year . . . . . $

For IRS Use Only

Part III Shareholder's Share of Current Year Income, Deductions, Credits, and Other Items

1	Ordinary business income (loss) 151,171.	13	Credits
2	Net rental real estate income (loss)		
3	Other net rental income (loss)		
4	Interest income		
5a	Ordinary dividends		
5b	Qualified dividends	14	Schedule K-3 is attached if checked . . . . . ☐
6	Royalties	15	Alternative minimum tax (AMT) items
7	Net short-term capital gain (loss)		
8a	Net long-term capital gain (loss)		
8b	Collectibles (28%) gain (loss)		
8c	Unrecaptured section 1250 gain		
9	Net section 1231 gain (loss)	16	Items affecting shareholder basis
10	Other income (loss)		
		17	Other information V * STMT
11	Section 179 deduction		
12	Other deductions		

18 ☐ More than one activity for at-risk purposes*
19 ☐ More than one activity for passive activity purposes*

* See attached statement for additional information.

Statement A—QBI Pass-through Entity Reporting

Corporation's name: PENSACON PENSACOLA LLC		**Corporation's EIN:** 84-4653749	
Shareholder's name: KEVIN M ENSLEY	**Shareholder's identifying no:** 592-34-9948		
	1120S, Line 21		
Shareholder's share of:	☐ PTP ☐ Aggregated ☐ SSTB	☐ PTP ☐ Aggregated ☐ SSTB	☐ PTP ☐ Aggregated ☐ SSTB
QBI or qualified PTP items subject to shareholder-specific determinations:			
Ordinary business income (loss)	151,171.		
Rental income (loss)			
Royalty income (loss)			
Section 1231 gain (loss)			
Other income (loss)			
Section 179 deduction			
Other deductions			
W-2 wages	187,819.		
UBIA of qualified property			
Section 199A dividends			

Statement A—QBI Pass-through Entity Reporting

Corporation's name:		**Corporation's EIN:**	
Shareholder's name:	**Shareholder's identifying no:**		
Shareholder's share of:	☐ PTP ☐ Aggregated ☐ SSTB	☐ PTP ☐ Aggregated ☐ SSTB	☐ PTP ☐ Aggregated ☐ SSTB
QBI or qualified PTP items subject to shareholder-specific determinations:			
Ordinary business income (loss)			
Rental income (loss)			
Royalty income (loss)			
Section 1231 gain (loss)			
Other income (loss)			
Section 179 deduction			
Other deductions			
W-2 wages			
UBIA of qualified property			
Section 199A dividends			

Form 1120S **199A Statement A Summary** **2022**

QuickZoom to Other Copy _____

Corporation's Name: PENSACON PENSACOLA LLC Corporation's EIN: 84-4653749

	1120S, Line 21 ☐ PTP ☐ Aggregated ☐ SSTB					
		☐ PTP ☐ Aggregated ☐ SSTB		☐ PTP ☐ Aggregated ☐ SSTB		
Shareholder's share of: QBI or qualified PTP items subject to shareholder-specific determinations:						
Ordinary business inc (loss)		151,171.				
Rental income (loss)						
Royalty income (loss)						
Section 1231 gain (loss)						
Other income (loss)						
Section 179 deduction						
Other deductions						
W-2 wages		187,819.				
UBIA of qualified property						
Qualified REIT dividends						

Corporation's Name: _____ Corporation's EIN: _____

	☐ PTP ☐ Aggregated ☐ SSTB	☐ PTP ☐ Aggregated ☐ SSTB	☐ PTP ☐ Aggregated ☐ SSTB
Shareholder's share of: QBI or qualified PTP items subject to shareholder-specific determinations:			
Ordinary business inc (loss)			
Rental income (loss)			
Royalty income (loss)			
Section 1231 gain (loss)			
Other income (loss)			
Section 179 deduction			
Other deductions			
W-2 wages			
UBIA of qualified property			
Qualified REIT dividends			

Form 1120S
Schedule L

Other Liabilities
and Adjustments to Shareholders' Equity

2022

Name	Employer ID Number
PENSACON PENSACOLA LLC	84-4653749

Other Current Liabilities:	Beginning of tax year	End of tax year
TICKET CO ADVANCE	199,833.	
Total to Form 1120S, Schedule L, line 18 ►	199,833.	

Other Liabilities:	Beginning of tax year	End of tax year
Total to Form 1120S, Schedule L, line 21 ►		

Adjustments to Shareholders' Equity:	Beginning of tax year	End of tax year
Total to Form 1120S, Schedule L, line 25 ►		

Form 1120S

S Corporation Shareholder Stock and Debt Basis Limitations Worksheet

2022

This worksheet is to assist shareholders in preparing Form 7203 that gets filed at the shareholder level.

- ► **Note to shareholder:** Keep for your records.
- ► **To activate calculation of this worksheet,** check the Calculate Shareholder Stock and Debt Basis Limitations Worksheet 'Yes Box' on the S Corporation Information Worksheet. . . . ► _____

Name of shareholder	Identifying number
KEVIN M ENSLEY	592-34-9948
A Name of S corporation	**B** Employer ID number
PENSACON PENSACOLA LLC	84-4653749
C Stock block:	

D Check applicable box(es) to indicate how stock was acquired:

(1) ☐ Original shareholder
(2) ☐ Purchased
(3) ☐ Inherited
(4) ☐ Gift
(5) ☐ Other: _____

E Check if you have a Regulations section 1.1367-1(g) election in effect during the tax year for this S corporation . . . . . ☐

Part I Shareholder Stock Basis

1	Stock basis at the beginning of the corporation's tax year			**1**	21,982
2	Basis from any capital contributions made or additional stock acquired during the tax year			**2**	
3 a	Ordinary business income (enter losses in Part III)	**3a**	151,171.		
b	Net rental real estate income (enter losses in Part III)	**3b**			
c	Other net rental income (enter losses in Part III)	**3c**			
d	Interest income	**3d**			
e	Ordinary dividends	**3e**			
f	Royalties	**3f**			
g	Net capital gains (enter losses in Part III)	**3g**			
h	Net section 1231 gain (enter losses in Part III)	**3h**			
i	Other income (enter losses in Part III)	**3i**			
j	Excess depletion adjustment	**3j**			
k	Tax-exempt income	**3k**			
l	Recapture of business credits	**3l**			
m	Other items that increase stock basis	**3m**			
4	Add lines 3a through 3m			**4**	151,171.
5	Stock basis before distributions. Add lines 1, 2, and 4			**5**	173,153.
6	Distributions (excluding dividend distributions)			**6**	
	Note: If line 6 is larger than line 5, subtract line 5 from line 6 and report the result as a capital gain on Form 8949 and Schedule D.				
7	Stock basis after distributions. Subtract line 6 from line 5. If the result is zero or less, enter -0-, skip lines 8 through 14, and enter -0- on line 15			**7**	173,153.
8 a	Nondeductible expenses	**8a**			
b	Depletion for oil and gas	**8b**			
c	Business credits (sections 50(c)(1) and (5))	**8c**			
9	Add lines 8a through 8c			**9**	
10	Stock basis before loss and deduction items. Subtract line 9 from line 7. If the result is zero or less, enter -0-, skip lines 11 through 14, and enter -0- on line 15			**10**	173,153.
11	Allowable loss and deduction items. Enter the amount from line 47, column (c)			**11**	0.
12	Debt basis restoration (see net increase in instructions for line 23)			**12**	0.
13	Other items that decrease stock basis			**13**	
14	Add lines 11, 12, and 13			**14**	0.
15	**Stock basis at the end of the corporation's tax year.** Subtract line 14 from line 10. If the result is zero or less, enter -0-			**15**	173,153.

Part II **Shareholder Debt Basis**

Section A — Amount of Debt (If more than three debts, see instructions.)

	Description	(a) Debt 1 [X] Formal note [ ] Open account	(b) Debt 2 [ ] Formal note [ ] Open account	(c) Debt 3 [ ] Formal note [ ] Open account	(d) Total
16	Loan balance at the beginning of the corporation's tax year				
17	Additional loans				
18	Loan balance before repayment. Add lines 16 and 17				
19	Principal portion of debt repayment (this line doesn't include interest)				
20	Loan balance at the end of the corporation's tax year. Subtract line 19 from line 18				

Part II **Shareholder Debt Basis** *(continued)*

Section B — Adjustments to Debt Basis

	Description	(a) Debt 1	(b) Debt 2	(c) Debt 3	(d) Total
21	Debt basis at the beginning of the corporation's tax year	0.			0.
22	Enter the amount, if any, from line 17				
23	Debt basis restoration				0.
24	Debt basis before repayment. Add lines 21, 22, and 23	0.			0.
25	Divide line 24 by line 18				
26	Nontaxable debt repayment. Multiply line 25 by line 19				
27	Debt basis before nondeductible expenses and losses. Subtract line 26 from line 24	0.			0.
28	Nondeductible expenses and oil and gas depletion deductions in excess of stock basis				0.
29	Debt basis before losses and deductions. Subtract line 28 from line 27. If the result is zero or less, enter -0-	0.			0.
30	Allowable losses in excess of stock basis. Enter the amount from line 47, column (d)				0.
31	**Debt basis at the end of the corporation's tax year.** Subtract line 30 from line 29. If the result is zero or less, enter -0-	0.			0.

Section C — Gain on Loan Repayment

32	Repayment. Enter the amount from line 19				
33	Nontaxable repayments. Enter the amount from line 26				
34	**Reportable gain.** Subtract line 33 from line 32				

Part III **Shareholder Allowable Loss and Deduction Items**

	Description	(a) Current year losses and deductions	(b) Carryover amounts (column (e)) from the previous year	(c) Allowable loss from stock basis	(d) Allowable loss from debt basis	(e) Carryover amounts
35	Ordinary business loss		0.	0.		0.
36	Net rental real estate loss		0.	0.		0.
37	Other net rental loss		0.	0.		0.
38	Net capital loss		0.	0.		0.
39	Net section 1231 loss		0.	0.		0.
40	Other loss		0.	0.		0.
41	Section 179 deductions		0.	0.		0.
42	Charitable contributions		0.	0.		0.
43	Investment interest expense		0.	0.		0.
44	Section 59(e)(2) expenditures		0.	0.		0.
45	Other deductions		0.	0.		0.
46	Foreign taxes paid or accrued		0.	0.		0.
47	**Total loss.** Add lines 35 through 46 for each column. Enter the total loss in column (c) on line 11 and enter the total loss in column (d) on line 30		0.	0.	0.	0.

Additional Information From 2022 US Form 1120S: Income Tax Return for S Corp

Form 1120S: S-Corporation Tax Return

Other Deductions **Continuation Statement**

Description	Amount
AUTOMOBILE AND TRUCK EXPENSE	2,993.
INSURANCE	2,158.
MEALS (100%)	391.
MISCELLANEOUS	75.
OFFICE EXPENSE	2,085.
OUTSIDE SERVICES	1,287.
SUPPLIES	3,792.
TELEPHONE	448.
TRAVEL	347,384.
UTILITIES	2,504.
CONTRACT LABOR	61,802.
Total	424,919.

Tourist Development Tax Fund 108

Foiling Events US

14

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

___ Submit a fully completed Agency Funding Request Application

___ Submit a copy of your organization's current W-9

___ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

___ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

___ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Foiling Events US Inc

Agency Address: 2 Portofino Drive, Ste 2107, Gulf Breeze FL 32561

Program Name for which funding is being requested: Foiling Week Pensacola 2026

Amount Requested: $500,000

Program Contact: Luca Rizzotti

Contact Email: luca@wearefoiling.com Contact Phone: (+39)377 3214818

25-Word Description of Program:

Foiling Week promotes tourism by staging World Class foiling sailing events in Pensacola, attracting hundreds of international tourists and sailing enthusiasts for up to 10 days to the area, generating significant local economic impact. Foiling Week is planned exclusively in Pensacola and aims to become one of the 2 largest multiclass foiling events globally.

How many years has your organization been providing services in the County? 1 – Under the name Sail Pensacola

How many years has your organization received funding from the County? 1 – Under the name Sail Pensacola

Explain how receiving funds from the County would have a significant impact on your organization:

This funding will be used by Foiling Events US Inc. to stage a sailing event that has proven extremely

successful in the first year (2025) in Pensacola. This event will continue to grow, more than doubling the number of participants for year two (2026), thanks to careful planning and established relations with the sailing global governing body, the sailing classes and the sailors. The event has seen the participation of nearly 20 countries, bringing a wide variety of new visitors to Pensacola. Furthermore the event has connected the global foiling industry with the US foiling industry and the Pensacola based American Magic, UWF and IHMC

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: _____$315,000_____

Briefly discuss how last year's funds were used? These funds were not given directly to Foiling Events US but to Sail Pensacola as the funded party. This year we are looking to grow on the first year that was catalyzed by Sail Pensacola and its mission to continue this project and grow in size and number. The funding was spent on the following key areas - Global Marketing and promotion. Key team members and logistics. Broadcast and distribution. Race Management and stakeholder engagement.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? Please see the attached event report which includes key metrics, numbers and activations.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? **This event will generate direct benefits in the form of tourist visitation for the nine days and nights of the event. The resulting economic impact will be appreciable and will occur at the end of March, guaranteeing mid-week occupancy. Foiling Events Us Inc intends to continue operating annually with growth in scope and attendance associated with steady expansion of economic impact over multiple years.** This event will distinguish Pensacola among North American cities for hosting world-class sailing events attracting a completely new demographic with high spending capacity.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: ___No_____

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:_____None_____

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. _____Foiling Events US Inc will have exclusive rights to execute a “Foiling Week” World Sailing Special Event in Pensacola. We have a global media platform and distribution as well as the links with class and sailors worldwide.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: __0_____%
- Percentage for direct programming costs: _100_____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? Industry sponsorship and participant fees will comprise the majority of revenue to support this event.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: _____n/a_____

_____

_____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. _____

_____No duplication

_____

_____

_____

_____

_____

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only) – Find attached in package.

_____

_____

_____

_____

_____

_____

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only). Ticket sales will be made for on water ferries at $150 pppd, and we will look to run 2 ferries per day for 2 days with up to 100 guests. The race village will not be ticketed and free to enter. Regarding Sponsorship, we will target international companies that are looking to setup in Pensacola / US. We will also look to engage local businesses and industry that can

take advantage of the international exposure and global reach. These packages are yet to be defined and will be sold after from July onwards after the Italian event has concluded.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23-24	FY24-25	FY25-26	% Change
1. Number of event attendees (competitors) for Foiling Week		181	400/450	250%
2.Hotel stays (nights) for Foiling Week		10243	21608	211%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Number of National/Continental Competitive Sailing Events	6 (2 Special Events – GWA and Foiling Week, 1 world title)
2. Competitors (Entries)	300+

3. Total Equivalent Media Value (Tracked by Icarus and Mention tracking)	$3mil+

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1. Number of National/Continental Competitive Sailing Events	2 US Nationals (2 World Sailing Special Event GKA and Foiling Week)
2. Competitors (Entries)	181
3. Total Equivalent Media Value (Icarus Media Assessment and Mention)	2.225M

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026

Contributions/Donations from Private Sources	$	380000	380000
Programmatic Income	$	52,000	90250
County Funding/Direct Contribution	$	315000	500000
County Funding by Other Source (a)	$		
City Funding	$	20000	50000
Local Non-Profit Funding	$		
State Funding	$		
Federal Funding	$		
Memberships	$		
Investment Income	$		
Other Income (b)	$	**30000**	**30000**
Total Income	$0	**797,000**	**1,050,250**

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____n/a_____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. Potential Sponsorship, VIP Hospitality, Grants from International / National Associations, Referral fees and introductions._

_____

_____

_____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2023-24	Current Budget Year FY 2024-25	Proposed Budget Year FY 2025-26
Total Number of Staff	0	0	0
Salaries and Wages	0	0	0
Employee Benefits	0	0	0
Professional Services incl. Insurance	0	0	20,000
Contractual Services	0	0	0
Travel Expenses	0	124,100	122,100
Rentals and Leases	0	70,782	70,782
Communication	0	1000	1000
Postage and Freight	0	0	2,000
Repair and Maintenance	0	0	10,000
Printing and Binding	0	0	0
Marketing and Promotion	0	203,000	300,000

Fuel	0	0	0
Supplies	0	14,510	12,400
Event Expenses	0	443,900	543,900
Capitalizable Assets for County Funding (a)	0	0	0
Other Expenses (b)	0		0
Total Expenses	0	857042	1050182
Net Income - (Revenue minus Expense)	0	-60,042	68

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.

n/a

(b) Please explain any request listed in the "Other Expenses" line item.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? __Calendar

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

   Any net income generated will be used to support non-profit activities that advance the vision and mission of Foiling Events US 501(c)3

4. Please list the salary of the top 5 employees, names and positions of your organization.

If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
no employees		$
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. _____0_____

   _____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   __No_____

   _____

   _____

   _____

7. Does your organization require background checks from volunteers and staff? _____no_____

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan? _____n/a_____

   _____

   _____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____n/a_____

_____

_____

_____

3. What is the net cost per job created? _____n/a

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

_____

_____

_____

_____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

_____

_____

_____

_____

3. Was there any increase in membership for the local chambers? _____

_____

_____

_____

4. What are your agency's statistics on business creation and minority businesses by zip code?

_____

5. Can we reduce the taxpayer subsidy? _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

____Luca Rizzotti
Name

_____President _____
Title
Date Mar 31, 2025

Source of Event Metrics: Metrics sourced from registration data, hotel partner reports, and media monitoring services (e.g., Nielsen, Meltwater).

Clarification on Media Value Goal: Total Equivalent Media Value represents the estimated value of broadcast, online, and social media exposure during the event. This will be tracked via independent media valuation tools and press coverage analytics.

Explanation for Other Income (b): Includes anticipated merchandise sales, ancillary event fees, and training clinics during event week.

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

FOILING EVENTS US INC

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☑ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

2 Portofino Dr Ste 2107

6 City, state, and ZIP code

Gulf Breeze, FL 32561

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

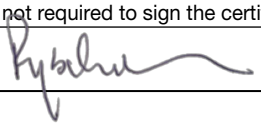
		–							
3	3	–	3	4	3	5	9	9	3

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person**  **Date** 5/16/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Foiling Week Pensacola – Comprehensive Marketing Plan (FY2026)- DRAFT

Submission to Pensacola Tourist Development Council (TDC)

Foiling Week Pensacola is a premier international hydrofoil sailing festival and World Sailing Special Event poised to establish Pensacola as the "Foiling Capital" of the United States. Following a highly successful inaugural edition in 2025, this marketing plan outlines a strategic roadmap for growing the event's tourism impact, global reach, and community integration in 2026 and beyond. It maintains the core goals and strategies of the original plan while incorporating updated elements – including featuring the World Foiling Series in 2026 – to ensure Pensacola continues to shine on the world stage of sailing.

Goals

- **Elevate Pensacola as a Global Foiling Destination:** Position Pensacola Bay as a world-class venue for hydrofoil sailing. In 2026, Foiling Week Pensacola will be a key stop of the World Foiling Series, attracting elite sailors and enthusiasts from around the globe. The event's prestigious status as a World Sailing Special Event underscores Pensacola's prominence on the international sailing calendar.
- **Drive Tourism and Economic Impact:** Leverage the event to generate substantial tourism benefits for Escambia County, particularly in the spring shoulder season. Our goal is to exceed the 10,243 hotel room nights **(2025 actual)** achieved in the first year by at least 75% in 2026, filling hotels and boosting local businesses during a traditionally off-peak period. The nine-day event is strategically scheduled in late March to extend visitor stays over weekdays, increasing mid-week occupancy. We aim for **300+ competitors** (more than doubling 2025's ~180) and thousands of spectators, resulting in appreciable direct spending on lodging, dining, and attractions in the Pensacola area.
- **Expand Participation and Audience Reach:** Grow both the participant base and the spectator/online audience annually. Foiling Week Pensacola 2025 saw 176 foiling boats and boards on the water, representing 18 countries across five continents – the largest gathering of foiling craft ever in North America. Building on this, our 2026 goal is to attract an even broader international field and greater out-of-state attendance. We will amplify global media exposure from the **90.4 million** potential reach achieved in 2025, targeting over 100 million in 2026 with enhanced broadcast distribution. The event's media coverage and content will be leveraged to achieve an **equivalent advertising value** exceeding $3 million (2025 baseline: $630,000), delivering outstanding ROI in global visibility for Pensacola.
- **Community Integration and Legacy:** Ensure the event benefits and engages the local community, leaving a lasting positive legacy. This includes robust educational outreach to local youth and students, partnerships with area institutions and businesses, and volunteer opportunities. A core aim is to inspire the next generation of sailors and innovators in Pensacola by showcasing cutting-edge sailing technology and fostering skills that can lead to marine industry jobs. The event will continue to offer free public

access to the Race Village and integrate with local culture (as seen in 2025's alignment with downtown festivals), solidifying community support and pride in Pensacola's status as a hub of innovation and sport.

Target Audiences

Our marketing efforts will focus on several key target segments to maximize participation and tourism inflow:

- **Competitive Sailing Community (Domestic & International):** Competitive dinghy, skiff, and board sailors worldwide who are active in foiling classes. This includes professional and amateur sailors from North America, Europe, Oceania, South America, and Asia. These athletes are primary participants, and we will reach them through sailing federations, class associations, regatta circuits, and international sailing media. **Goal:** Drive strong registration numbers (300+ competitors) by promoting Pensacola as a must-visit venue on the global foiling circuit (especially as part of the World Foiling Series).
- **Recreational Water Sports Enthusiasts:** Broader sailing and boating enthusiasts, kiteboarders, windsurfers, and fans of high-performance water sports. This group includes individuals and families who may travel to Pensacola to watch the races, enjoy the foiling technology displays, or even participate in amateur clinics. We target these visitors through digital advertising on sailing/outdoor adventure platforms, social media campaigns, and partnerships with clubs and coastal tourism boards. **Goal:** Boost spectator travel and local attendance, aiming to surpass the ~6,600 visitors who attended the 2025 race village, thereby increasing tourist spend in the region.
- **Local and Regional Community:** Residents of Pensacola and the broader Gulf Coast region (Florida Panhandle, Alabama, Mississippi) who can easily attend and contribute to the event atmosphere. Marketing to this audience will emphasize the free downtown **Foiling Village** experience – including food, live music, and hands-on activities – positioning it as a family-friendly festival and a source of community pride. **Goal:** Achieve strong local turnout and volunteer engagement, fostering community ownership of the event and support for it becoming an annual tradition.
- **Youth, Students, and STEM Enthusiasts:** A critical audience for our educational outreach initiatives. This includes school-aged children, high school and college students (especially those in STEM programs), and youth sailors in training. We will coordinate with schools, youth sailing programs, University of West Florida (UWF), and the Institute for Human and Machine Cognition (IHMC) to involve students in event activities, tech talks, and on-water clinics. **Goal:** Engage hundreds of local youths through field trips, demonstrations, and internship/volunteer roles, using the excitement of foiling to spark interest in science, engineering, and sailing.
- **Tourism & Business Stakeholders (Secondary Audience):** While not the direct consumer of event promotions, this group – including local hospitality businesses, potential sponsors, and travel operators – is crucial for amplifying our marketing reach. We will keep hoteliers, restaurants, and tour providers informed and involved so they become event ambassadors (offering package deals, displaying posters, etc.). We'll also communicate the event's successes to sponsors and the Pensacola business community to encourage investment and partnerships. **Goal:** Strengthen stakeholder buy-in and

collaborative marketing (e.g., cross-promotion through Visit Pensacola and partner channels), ensuring the event's growth is supported by the wider community and private sector.

Multi-Channel Marketing Strategy

Foiling Week Pensacola will execute a robust multi-channel marketing campaign to reach these audiences and achieve our growth objectives. Each channel is tailored to engage the target demographics most effectively, while a cohesive message ties all channels together: Pensacola is the premier place in the U.S. to witness and experience the future of sailing. Key components of our strategy include:

Digital Marketing

- **Website & Email Marketing:** Maintain and regularly update the official Foiling Week website (and dedicated Pensacola event pages) with 2026 event details, schedules, and registration information. Utilize email newsletters to past participants, class associations, and mailing lists from sailing organizations to announce the 2026 event and provide ongoing updates (registration opening, travel info, etc.). Clear calls-to-action ("Register Now", "Plan Your Visit") will drive conversions. We will also leverage the Pensacola Beach and Visit Pensacola websites for event promotion and tourism information, ensuring prospective visitors have easy access to accommodation and destination guides.
- **Social Media Campaigns:** Expand our social media presence to build excitement both locally and internationally. A content calendar will deliver engaging posts across **Instagram, Facebook, YouTube, and TikTok** (the latter two to tap into younger and broader audiences). Content will include high-impact visuals from the 2025 event (foiling boats soaring above the water, crowds at the race village), athlete spotlights, behind-the-scenes looks at preparations, and Pensacola destination highlights (beautiful bay scenery, local attractions). We will use event-specific hashtags (e.g. **#FoilingWeekPensacola**) alongside popular sailing tags to amplify reach. In 2025, our social media team produced over 100 posts and stories (115 Instagram stories, 59 IG posts, 40 FB posts), resulting in widespread engagement. For 2026, we plan targeted social media ad buys (Facebook/Instagram) focused on sailing interests and travel intenders in key markets (major U.S. sailing hubs, Europe, Australia/NZ), to convert interest into event registrations and travel bookings. We will also foster online community by interacting with followers, answering questions about Pensacola travel, and sharing user-generated content from participants.
- **Online Video & Streaming:** Capitalize on the spectacular nature of foiling through video. In the lead-up, we will release teaser videos and athlete interviews on YouTube and social channels. During the event, live streaming of races or highlights will be broadcast on platforms like YouTube or Facebook Live, allowing global fans to follow the action in Pensacola. We will collaborate with **Foiling Week's global media team** to ensure high production quality; in 2025 our media crew generated ~8.5 hours of edited video (including daily highlight reels and news releases). For 2026, these videos will be strategically distributed through World Sailing and international sailing websites as part of the World Foiling Series promotion, further increasing Pensacola's exposure.

- **Virtual Engagement:** Continue the successful **Virtual Regatta** online game integration. In 2025, over 8,000 unique players participated in a virtual sailing race mirroring Foiling Week Pensacola, which kept remote audiences engaged and thinking about Pensacola. We plan to expand virtual racing challenges in 2026 and incorporate real-time data from the actual races, if possible, to enhance the interactive fan experience. Additionally, we will explore augmented reality (AR) filters on Instagram/Snapchat (for example, a filter that places a foiling boat in the user's environment with Pensacola branding) to create buzz and encourage shares.

Broadcast & Traditional Media

- **Press Releases & News Media:** Issue a series of press releases to local, national, and international media at key milestones: event announcement (mid-2025), registration opening, major sponsorships or partnerships, and a pre-event media advisory highlighting story angles (e.g. local hero stories, technological innovations, human-interest pieces such as an inspiring youth competitor). In 2025, we secured coverage through at least 7 global press releases and earned media interviews (including TV news features and radio spots). For 2026, our goal is to broaden media pickup by pitching to travel writers and sports journalists, positioning Foiling Week Pensacola as a unique tourism draw (combining world-class racing with a festival atmosphere and Pensacola's charm). We will emphasize that Pensacola is hosting a **World Foiling Series** event – a distinction that adds newsworthiness – and leverage World Sailing's publicity channels for additional reach.
- **Television & Radio:** Work closely with local TV stations and radio to promote the event in the region. We will schedule interviews and segments with event representatives, sailing athletes, and local stakeholders in the weeks leading up to the event to drive community awareness. In 2025, coverage included a TV interview with America's Cup sailor **Riley Gibbs** (training in Pensacola) alongside a former Blue Angels pilot, creatively linking Pensacola's naval aviation heritage with the "flying boats" of foiling. We plan similar media opportunities highlighting Pensacola's unique story: for example, a feature on how the presence of the American Magic sailing team and the foiling event series is transforming Pensacola into a high-tech sailing hub. Live radio broadcasts (such as morning shows on event days) and on-site reporting from the Race Village will be arranged to capture the event's excitement and encourage any last-minute attendees.
- **Event Broadcast & Highlight Shows:** For a broader audience, we intend to produce a post-event televised highlight program (or digital video series) summarizing the week's races and festival activities. This could be offered to sailing-oriented TV networks or content partners (e.g., CBS Sports Network's sailing segments, Olympic Channel, or streamed on YouTube Sailing channels). The aim is to package Pensacola's event as compelling content that showcases both the sport and the destination, thereby reaching viewers who may then plan to attend in future years. Additionally, as part of the World Foiling Series, there may be opportunities to collaborate on a series-wide broadcast package – we will actively pursue inclusion of Pensacola's stop in any global broadcast arrangements.
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Influencer and Ambassador Engagement

- **Sailing Influencers & Athletes:** Engage prominent figures in the sailing and foiling world to act as ambassadors for Foiling Week Pensacola 2026. This includes champion sailors, America's Cup team members training in Pensacola (American Magic athletes), and social media influencers known in the sailing community. We will invite these individuals to share their experiences and excitement about Pensacola – for instance, through short testimonial videos or takeover posts on our channels. By highlighting that world-class competitors are coming (and love the venue), we build credibility and buzz among competitive sailors and fans. We also plan to feature diverse voices (including top female foilers and youth champions) as influencers to broaden the appeal and inspire new audiences.
- **Local and Regional Influencers:** Partner with travel and lifestyle influencers in the Southeast U.S. to promote the event as a must-visit experience. We will host a few influential bloggers/vloggers during the event for first-hand coverage (offering them unique experiences like a ride on a chase boat to film the action, or an insider tour of the event operations). Their content (blogs, Instagram stories, YouTube vlogs) will highlight Pensacola's attractions – from the thrilling foiling races to our beaches, seafood, and downtown scene – reaching audiences that follow general travel and boosting Pensacola's profile.
- **Cross-Promotion with Partners:** Utilize the networks of our partners and sponsors. For example, coordinate with American Magic to share event announcements on their channels (they have a significant following of sailing enthusiasts who are likely interested in foiling events). We will also seek co-marketing with World Sailing and class associations: e.g., have the **foiling classes (moth, kitefoil, wingfoil, etc.)** share Pensacola event content with their memberships. These collaborations significantly extend our reach with authentic endorsements.
- **Community Champions:** Identify local "champions" – respected figures in Pensacola (business leaders, educators, or even the Blue Angels team members) – who can advocate for the event in community meetings, tourism forums, and on personal social media. Their support can galvanize local interest and lend a hometown pride angle to promotions ("Pensacola is hosting a world-class event, come be part of it!"). We will provide these ambassadors with talking points, promotional materials, and perhaps a special role during the event (such as emceeing a ceremony or leading a welcome for international guests).

Travel Packages & Tourism Promotions

- **Collaborations with Visit Pensacola and Hotels:** Work hand-in-hand with Visit Pensacola to develop attractive travel packages for participants and spectators. We are negotiating special **hotel rates** and blocks during the event week to ensure availability and affordability, with a focus on downtown and beach accommodations. These will be promoted on event and tourism websites ("Book your Foiling Week stay – partner hotels offering 20% off for attendees") and through direct outreach to registered sailors. In addition, we will encourage hotels to create **Foiling Week Pensacola** packages (including perks like shuttle service to the venue or breakfast vouchers) to enhance visitor

experience. Our goal is to smoothly convert interest into actual trip bookings, contributing to our target of >20,000 room nights in 2026.

- **Air Travel and Transportation:** Although Pensacola International Airport offers convenient access, we will explore partnerships with airlines (for example, a discount code or group rate for event attendees coming from key hubs like NYC, LA, London). We will also coordinate with rental car agencies or rideshare companies for any event-week promotions. These efforts will be communicated on our website's "Plan Your Trip" section, making it easy for international visitors to find travel information.
- **Experience Packages:** Develop themed experience packages that bundle the event with local attractions to entice visitors to extend their stay. For instance, a "Foiling + Fishing Adventure" package could combine attending the regatta with a charter fishing trip, or a "Foiling Week Family Fun" package could include tickets or discounts to the Pensacola aviation museum, beach activities, or eco-tours in addition to event access. By highlighting the full range of activities Pensacola offers, we not only draw more visitors but also spread economic benefits across different local businesses. These packages will be marketed via tourism outlets and social media (e.g., "Make it a vacation: Enjoy world-class sailing and a beach getaway in one trip!").
- **Regional Outreach:** Promote the event in drive markets (within a few hours' drive of Pensacola). We will run targeted ads and PR in cities like New Orleans, Atlanta, Tampa, and throughout the Florida Panhandle, emphasizing the unique spectacle of Foiling Week and Pensacola's attractions. Weekend getaway pitches will be used (e.g., "Come for the foiling races, stay for the beach sunsets and seafood"). Partnerships with regional travel bloggers or inclusion in regional event calendars will support this outreach. The intent is to draw not only hardcore sailing fans but general tourists looking for an exciting event to attend during spring.

Educational Outreach & Community Engagement

- **Schools and Youth Programs:** Expand our partnership with local schools and youth organizations to make Foiling Week an educational opportunity. In 2025, a **Foiling Symposium** at the Race Village featured discussions on foiling technology and sustainability (#Regeneration theme), which several school groups attended. For 2026, we will formalize a "Schools Day" during the event week: inviting area schools (middle, high school, and college STEM clubs) to attend the Race Village in a guided program. This may include Q&A sessions with engineers and sailors, demonstrations of how hydrofoils work, and interactive exhibits (possibly with IHMC showcasing related tech or UWF engineering students presenting projects). We will provide teachers with pre-event educational materials to tie into science and physics curricula, so the field trip has clear learning outcomes.
- **Try Sailing / Try Foiling Clinics:** Continue and grow the popular **"try out" sessions** for the public. In the 2025 Race Village, visitors could try boards and small foiling craft under instructor supervision – an initiative that demystified the sport and encouraged new people to get involved. In 2026, we plan to offer more extensive clinics: a beginner sailing afternoon where local youth (especially from underrepresented communities) can learn basics on a simulator or in a stable foiling dinghy, supervised by certified coaches. We'll work with organizations like **Sail Pensacola (the local non-profit)** to recruit

participants and instructors. This not only builds grassroots sailing interest but also connects the event to community health by promoting outdoor recreation.

- **University and Institute Collaboration:** Deepen our integration with UWF and IHMC. For example, we will invite IHMC researchers to present at the Foiling Symposium on topics like aerodynamics or human-performance aspects of foiling, bridging the gap between sport and science. We also intend to offer internship roles to UWF hospitality and sports management students, letting them gain experience in event operations/marketing as part of Foiling Week. Such involvement strengthens community ties and builds local expertise for sustaining the event in future years.
- **Volunteer Program:** A strong volunteer base is key to community integration. We will launch a volunteer recruitment drive in late 2025, targeting local sailing club members, university students, and civic groups. Volunteers will be involved in various aspects (race management support, visitor assistance at the village, environmental cleanup teams, etc.). We plan to host volunteer orientation sessions that double as community social events (e.g., a kickoff BBQ) to foster a sense of ownership and excitement among locals. Recognizing volunteers publicly (thanking them in media, providing certificates or event-branded apparel) will further cement goodwill.
- **Legacy and Sustainability Initiatives:** Emphasize that Foiling Week Pensacola is not just a one-off event but part of a long-term vision for Pensacola. We will communicate how the event, with TDC support, contributes to the **Pensacola/Escambia County Strategic Plan** by attracting international visitors and high-tech sports, inspiring youth, and even potentially incubating a local marine tech industry. Our 2026 event will again champion sustainability (building on the 2025 theme of "#Regeneration"). We'll implement eco-friendly measures (e.g., beach clean-ups, single-use plastic reduction, carbon offset for event operations) and highlight them in marketing—appealing to environmentally conscious audiences and aligning with the community's values.

Budget and ROI Overview

Budget Strategy: The marketing budget for Foiling Week Pensacola 2026 is designed to efficiently deploy both TDC funds and private sponsorship contributions to maximize promotional impact and visitor yield. Below is an overview of the planned allocation of the ~$1,000,000 total program budget (with a request of $500,000 from TDC, matched by other sources):

- **Digital Marketing & Media Production – $250,000:** This covers content creation (professional photography/videography, social media content production), digital advertising buys, website management, and live streaming infrastructure. A significant investment here is justified by the global online reach; for example, our 2025 digital content yielded an estimated $630k in media value from social and news mentions, a figure we plan to substantially increase with boosted investment.
- **Broadcast, PR & Influencer Initiatives – $150,000:** Costs include PR agency support to secure media coverage, travel and hospitality for key influencers or media personnel (bringing in high-profile content creators or journalists to Pensacola), and production of a post-event highlight program for broadcast. By amplifying earned media and influencer word-of-mouth, we extend Pensacola's brand far beyond what paid ads alone could do.

- **Tourism Packaging & Hospitality – $50,000:** Budgeted to develop and promote travel packages (including any subsidies for hotel blocks, cooperative marketing with Visit Pensacola, and on-site hospitality events for travel industry reps). This investment is aimed at converting interest into actual visitation and ensuring a quality experience that encourages repeat tourism.
- **Community Outreach & On-Site Experience – $75,000:** This includes educational program materials, local advertising (billboards, local radio spots to drive community attendance), Race Village setup related to visitor experience (signage, interactive exhibit costs), and volunteer program expenses (training, uniforms, appreciation events). These efforts enhance on-site engagement and strengthen the community bond, which indirectly boosts word-of-mouth marketing and long-term support.
- **Event Operations (Marketing-Related) – $125,000:** Certain operational costs intersect with marketing objectives, such as the creation of a high-profile spectator venue and running safe, visually impressive races. This budget portion covers items like spectator viewing facilities at Maritime Park, audio-visual equipment for public commentary and presentations, safety measures that allow closer public access, and race management resources that ensure a thrilling but secure spectacle for attendees and media. While these are operational, they contribute directly to the marketability and positive impression of the event.
- **Contingency and Evaluation – $50,000:** A reserve for unplanned promotional opportunities (e.g., a chance to sponsor a segment on a national sports show, last-minute advertising boosts if registration is lagging in a certain demographic) and for post-event analysis (contracting a research firm to measure economic impact, visitor satisfaction surveys, etc.). Rigorous evaluation will help quantify the ROI to the county and inform marketing improvements for subsequent years.

Note: No funds are allocated to salaries of permanent staff – Foiling Events US Inc. operates with a lean structure and no full-time employees on payroll, instead contracting experts and agencies as needed. This ensures that TDC funding goes directly into program execution and promotion rather than overhead.

Return on Investment (ROI): The anticipated returns on this budget are significant for Pensacola and Escambia County, aligning with TDC's goals for tourism development:

- **Tourism Economic Impact:** With an expected **300+ competitors and their entourages, thousands of spectators, and 9 days of activity**, we project over 15,000 hotel room nights in 2026 (up from 10,243 in 2025). This translates to roughly $2.5–3 million in direct lodging revenue (estimating an average nightly rate), plus additional spending on food, entertainment, retail, and transportation. Conservative models suggest a total direct spend of **$5+ million** in the local economy from event-related tourism, which would yield a strong return in sales and bed tax revenues. For every $1 of TDC funding, the event could generate over $10 in direct visitor spending, not counting multiplier effects.
- **Media Value and Destination Branding:** The global media exposure from Foiling Week Pensacola functions as an extended advertising campaign for the destination. In 2025, coverage and content distribution reached an audience of over 90 million worldwide, with an estimated advertising value equivalency of ~$630,000. With the

enhancements in 2026 (World Foiling Series affiliation, increased media push), we aim to achieve **media impressions well into nine figures**, potentially worth **$3 million or more** in paid media value. This is visibility that the county gains in markets across Europe, Asia, and the Americas – branding Pensacola as a forward-looking, attractive place to visit. The long-term ROI of such branding is incalculable but real: it can stimulate future tourism outside the event dates and even interest in Pensacola as a venue for other international events.

- **Community and Social ROI:** While harder to quantify, the benefits to the local community are substantial. The event provides youth education opportunities, inspires local sailing and technology initiatives, and fosters civic pride. The partnership with local organizations and businesses ensures that a significant portion of event expenditures (vendors, services) recirculates in the local economy. Moreover, by developing a signature annual event, Pensacola strengthens its cultural and recreational offerings for residents. A successful 2026 event, supported by TDC funding, sets the stage for sustainable growth of Foiling Week Pensacola in subsequent years – moving towards self-sufficiency with increased sponsor revenue and possibly reducing the need for public funding as ROI accumulates.
- **Performance Metrics:** We will closely track key performance indicators to measure success and ROI, reporting these back to the TDC in our post-event report. Metrics include: number of participants (with breakdown of out-of-town vs local), hotel room nights and length of stay, estimated visitor spending, media impressions and AVE (Advertising Value Equivalency), social media engagement stats, and community engagement numbers (volunteers, students reached). All metrics will be compared against targets and 2025 baselines. For example, a target KPI is "Competitor count: 300+ (2025 baseline 176)" or "Social media reach: 20% increase from 2025." This data-driven approach ensures accountability and helps demonstrate the concrete returns on the TDC's investment.

Promotional Timeline & Key Milestones

A coordinated promotional calendar has been developed to roll out marketing activities in phases, maximizing momentum as the 2026 event approaches. Below is the timeline of key marketing initiatives and milestones:

- **Spring–Summer 2025 (Apr – Jul 2025): Post-Event Analysis & Early Outreach** – Immediately after the 2025 event, conduct debrief meetings and analyze survey feedback and metrics to refine marketing tactics. Secure 2026 event dates and World Foiling Series inclusion; announce the 2026 dates early (press release and website update by June 2025) to capture interest from international class schedules. Over the summer, our team will attend/promote at other major sailing events (e.g., Foiling Week Malcesine in Italy in June 2025) distributing Pensacola save-the-date flyers and networking with class leaders to seed the word globally. Initial outreach to potential sponsors and partners will also begin in this window, laying the groundwork for later announcements.
- **Fall 2025 (Aug – Oct 2025): Launch of Marketing Campaign** – Unveil the creative theme for 2026 and kick off digital campaigns. In August, release a teaser video ("Foiling Week Pensacola is back – Bigger in 2026!") across social media. September will see the

opening of competitor **registration** (timed roughly ~6 months out from event); a coordinated push will include an email blast to 2025 participants and class mailing lists, and targeted ads encouraging early sign-ups (perhaps with an early-bird entry incentive). Press release in early September to sailing media announcing that registration is open and highlighting the World Foiling Series aspect. By October, confirm any major international events (e.g., a world championship race or special exhibition) that will be part of Foiling Week 2026 and promote these in our materials to drive excitement. Locally, begin volunteer recruitment announcements through community channels.

- **Winter 2025/26 (Nov 2025 – Jan 2026): Building Momentum & Local Engagement** – As the new year approaches, intensify content releases and local promotions. November will feature the reveal of any high-profile athletes committed to attending ("Olympian X and World Champion Y will compete in Pensacola") via social posts and press notes. In December, run holiday-themed promotions (for example, "Give the gift of experience – a trip to Pensacola's Foiling Week 2026!") on social media and travel sites, capitalizing on people planning winter getaways. January 2026: conduct a **media tour** – invite local TV/radio to a "100 Days to Foiling Week" media day, possibly including a demo sail if weather permits or a tour of the American Magic training base to tie in the story. This will regenerate coverage after the holidays and keep the event in the public eye. Also in January, finalize and publish the **Event Schedule & Program** on the website, including details of the Foiling Village attractions, symposium topics, and any community events, so attendees can plan their visits.
- **February 2026: Intensive Promotion & Final Countdown** – With roughly one month to go, step up advertising and community touchpoints. Paid digital ads will peak in this period, retargeting anyone who has engaged with our content but not yet registered or booked (using pixels from our website). We'll also push out weekly content series: e.g., "Foil Facts Fridays" (educational snippets about foiling or Pensacola trivia to maintain interest) and "Competitor Spotlights" highlighting stories of a few sailors coming to the event. Mid-February, hold a press conference in Pensacola (potentially at City Hall or the Visitor Center) with city officials, organizers, and sponsors to underline community support and expected impact – invite media to ask questions, and use this platform to issue a final public call to action for attendance. Volunteer training sessions will occur in this month, generating additional local word-of-mouth. By late Feb, coordinate with Maritime Park and city services on installing signage and banners around town ("Welcome Foiling Week visitors!") to visually reinforce the upcoming event for residents and early arrivals.
- **Event Week (Late March 2026): On-Site Marketing & Live Coverage** – As Foiling Week unfolds, our marketing activity shifts to on-site engagement and real-time content. Each day of the event, our media team will produce **daily highlight videos and photo galleries** to post online by each evening, capturing dramatic race footage and festival scenes. These will be widely shared (and provided to media outlets for same-day use). We'll manage active social media live coverage: live-tweeting race results, Instagram Live tours of the Race Village, and responding to spectator posts. VIP and media hospitality events (such as a welcome reception with city dignitaries and key sponsors) will be held to strengthen relationships. We will also facilitate any **live broadcasts** (local radio doing a live show from the village, etc.) during peak weekend days. Importantly, we will gather data during the event – foot traffic counts at the village, monitoring of

social media mentions – to feed into post-event reports. Throughout the week, ensure that every success (record attendance numbers, notable visitors, any new records on the water) is quickly communicated via press release or social updates to keep positive news in circulation.

- **Post-Event 2026 (April – May 2026): Follow-up and Reporting** – Immediately after event conclusion, push out a comprehensive press release touting the event's successes: e.g., "Foiling Week Pensacola 2026 draws X sailors from Y countries, generates Z visitor nights and breaks attendance records." Include quotes from officials and participants praising the venue and experience. This not only cements the achievement publicly but also serves as an early promotion for the next edition. We will thank the community and partners on social media and share a recap video that can live on as a promotional tool. In April and May, focus on ROI documentation: work with Visit Pensacola and local hotels to gather actualized tourism stats, compile social/media analytics, and prepare the annual report for TDC (as required for grant recipients). An internal debrief will identify lessons learned. By early summer 2026, planning for 2027 will quietly begin, using 2026's outcomes to attract new sponsors and potentially bid for even larger events or championships to fold into Foiling Week Pensacola's schedule – keeping the virtuous cycle of growth in motion.

Creative Concepts and Messaging

The creative direction for Foiling Week Pensacola centers on the fusion of **high-tech excitement, Pensacola's coastal charm, and community inclusivity**. Our messaging will consistently highlight not just the races, but the *experience* of Foiling Week in Pensacola. Key creative concepts include:

- **"Where Flying on Water Becomes Reality" –** A tagline conveying the thrilling essence of foiling and connecting it to Pensacola. Many of our visuals and graphics will play on the idea of flight – a nod to Pensacola's Navy aviation heritage – showing hydrofoil sailboats seemingly flying above the bay. For instance, marketing imagery might feature a foiling catamaran airborne off a wave with the Pensacola skyline in the background, paired with the phrase "Come See the Future of Sailing Take Flight in Pensacola." This positions the city as the backdrop of something futuristic and exciting.
- **Pensacola as the Foiling Capital & Innovator –** We will brand Pensacola during the event as the **"Foiling Capital of the U.S."** – a place at the forefront of a new wave in sailing. This messaging will be reinforced by showcasing local contributions to innovation: for example, stories about collaboration with IHMC or the presence of American Magic's training camp, portraying Pensacola as a nexus for cutting-edge marine technology. In creative materials, we'll include logos of World Sailing and the World Foiling Series to emphasize the event's prestige, along with the Pensacola name/logo, effectively associating Pensacola with world-class sailing in all communications.
- **Visual Identity & Design Elements –** The event's visual identity will align with Foiling Week's global branding (modern, energetic graphics) while incorporating local flavor. Expect a color palette inspired by Pensacola's environment – emerald blue waters, sunsets, and white sands – alongside sleek graphic elements symbolizing foils/wings. The

2026 event poster, for example, will likely depict a collage of foiling craft (moth dinghies, kiteboards, foiling windsurfers) racing on Pensacola Bay with the tagline and event dates prominent. All creative outputs (posters, social media graphics, merchandise) will maintain this consistent branding for recognition. We will also produce **merchandise and collateral** (shirts, hats, stickers, brochures) that carry these designs, turning participants and volunteers into walking ambassadors for the Pensacola foiling brand.

- **Storytelling Themes –** Beyond taglines, our content will tell compelling stories: the international sailors coming to Pensacola (e.g. "Meet the Team from Spain – traveling 4,500 miles to foil on our bay!"), the local sailor making his/her debut, or the family that discovered Pensacola through last year's event and returned. We will weave human-interest angles into our media outreach and social narratives, which makes the marketing more relatable and shareable. A special emphasis will be on **youth and sustainability** themes, as these resonate widely: for instance, highlighting a junior foiling champion or how our event pledges environmental responsibility (continuing the #Regeneration theme in practical ways for 2026).
- **Community-Friendly Messaging –** To ensure local residents feel this event is *for them* and not just for outsiders, our local marketing will underscore the festival aspect: "**Foiling Week Festival – Fun for All Ages**." Creative concepts for the race village include calling it a "**Hydrofoil Innovation Expo**" or "**Foiling Festival**" in promotions, emphasizing the interactive and entertainment components (live music, food trucks, tech demos). By marketing it in this way, even those unfamiliar with sailing will be intrigued to come down to the waterfront to see what it's about – effectively expanding our audience. We will avoid overly technical jargon in mass marketing; instead of saying "Sailboat Regatta," we say "Flying Boats racing at speeds up to 30+ knots," which is more likely to catch the eye of a non-sailor and communicate the excitement in layman's terms.
- **Integration of Pensacola's Identity –** All creative work will tie back to Pensacola's unique identity as a destination. This includes featuring imagery of not only the on-water action but also iconic local scenes (the Pensacola Beach sign, historic downtown, Blue Angels jets, etc.) in b-roll and social posts, to reinforce that this event is deeply connected to place. We want anyone who sees our content to remember *Pensacola*. Our partnership with local cultural groups (for instance, involving a Pensacola Mardi Gras troupe or a Navy band during ceremonies) will also appear in creative outputs, showing that the event honors local culture and community. By blending the international spectacle with local authenticity, the marketing materials will appeal to both an external audience (as an enticing travel event) and the local audience (as a point of pride).

In summary, Foiling Week Pensacola's marketing plan for 2026 is a comprehensive, multi-faceted approach that builds on proven strategies and the inaugural event's data-driven insights. By maintaining a clear structure of goals, targeting well-defined audiences, engaging through multiple channels, and delivering consistent, compelling messaging, we will significantly grow the event's footprint. The inclusion of the World Foiling Series elevates Pensacola's global standing, while the removal of earlier class-specific plans streamlines our focus on the broader foiling festival experience. With strong support from the TDC and community partners, Foiling Week Pensacola 2026 is poised to set new benchmarks in tourism impact and pave the way for Pensacola to thrive as an international foiling destination for years to come. The return on the

TDC's investment will be seen not only in impressive visitor numbers and economic metrics, but in the enduring legacy of a world-class event that showcases the very best of Pensacola – its waters, its innovation, and its welcoming spirit.

FOILING WEEK Pensacola

EVENT REPORT
2025

Summary

Foiling Week Pensacola is the first “World Sailing Special Event” to be hosted in Pensacola, showcasing, at its inaugural edition, the largest Waszp event in North American history, two North American Championships, 176 boats and boards racing on the water (the first edition of Foiling Week Malcesine had 60...), a downwind board race, and a host of other board events.

All of this was combined with a free to enter Race Village in downtown Pensacola, the first Foiling Week edition to open its doors to spectators on this scale.

The event also featured a wide range of activities outside of racing, including a beach clean-up with BioDesign Foundation and Ocean Hour Foundation, activities with the Satori Foundation for the Dixon School, and the first continental edition of the Foiling Film Festival, celebrating the stories and adventures of foiling.

Foiling industry leaders and US entrepreneurs gathered at The Foiling Organization's inaugural United States Foiling Business Forum to discuss the future of the industry and explore new economic development opportunities for the City of Pensacola.

The Foiling Organization also signed a Memorandum of Understanding with the FloridaWest Economic Development Alliance to position Pensacola as a leading global hub for foiling innovation, sustainable marine technology and economic growth.

FOILING WEEK Pensacola

Summary Key Takeaways

Long term event development

Development and calendar

Ensure consistent calendar - one that can be replicated and ensures global participation, sailing conditions and avoids Mardi Gras.

Leverage the success of Year One to drive World Championships and credibility of Pensacola as a world class venue.

Ensure more Senior leadership time on the ground in Pensacola to develop consistency with the local stakeholders and partners.

Position Pensacola Globally as a sailing and marine industry destination.

Communications

Increase local comms to ensure engagement from local and domestic fans and population. This will drive Race Village participation as well as commercial investment.

Ensure TDC and Local Funding

Early 2025

Create a long term relationship with PNS

2026 - 2028

FOILING WEEK Pensacola

OVERVIEW

4

Locations onshore in Pensacola and Pensacola Beach

6

Race courses

19

Racing classes (boats and boards)

- **1** Welcome Party at PBYC
- **1** Race Village open-to-public at Community Maritime Park
- **1** Foiling Film Festival at Seville Quarter
- **1** United States Foiling Business Forum by The Foiling Organization
- **1** Memorandum of Understanding with FloridaWest Economic Development Alliance
- **2** Sustainability events by BioDesign Foundation and Ocean Hour Foundation
- **3** Sailing clinics with Olympic coaching
- **1** Educational program with 67 school kids involved through the Satori Foundation

FOILING WEEK Pensacola

PARTICIPATION

125 Team members (including 60 domestic volunteers)

181 Competitors from 18 countries

421 VIPs hosted on the water (60% from the US and 40% from the rest of the world)

3,576 Core hotel room nights - 216 for VIPs and guests, 478 for the Staff, 961 for Competitor families and friends and 1,921 for Competitors

5,580 Flickr photo download requests

6,423 Spectators in the Race Village (2 days)

6,667 Spectator hotel room nights

8,121 Unique players online at Foiling Week Pensacola Virtual Regatta



FOILING WEEK Pensacola

RACING IN NUMBERS

18 Countries represented
22 Support vessels
24 Officials and Umpires
32 Knots top speed on water
38 Yacht Clubs represented
46 Buoys
131 Board races
51 Boat races
66 Trophies awarded
71 Boats
105 Boards
181 Competitors
42,128 Nautical miles covered during races (almost two times the Equator)



MEDIA PRODUCTION

1 Media Team of 12 pros on site and 2 remote

280 Gb edited video footage (approx. 8.5 hours of transmission)

7 Daily highlight videos

2 Video News Releases

2 Drones lost at sea

1,509 Photographs selected and edited

115 Instagram stories

59 Instagram posts

40 Facebook posts

14 Social collaborations

8 Linkedin posts

7 Instagram and Facebook daily highlight reels

3 Podcasts

7 Global Press releases

4 TV news interviews

5 Radio live broadcast

1 TV interview with AC Sailor Riley Gibbs and former Blue Angel pilot Scott Goossens

FOILING WEEK Pensacola

MEDIA REDEMPTION

Social And Digital News

713 Total social and digital news mentions 36 on X (Twitter), 109 on Blogs Forums and Web, 153 on Facebook, 204 on News Media and 211 on Instagram

90% Emotionally joyful mentions + 10% neutral

222 Pensacola related #hashtags

604 Pensacola related topics

90,450,127 Social and digital news Media potential reach

630,000 USD

Advertising value equivalency

Source: Mention - March 15th, 2025



FOILING WEEK Pensacola



































































*This list does not represent the total number of outlets that have published



MEDIA REDEMPTION

TV

6.5 Hours airtime

51 Online outlets

92 TV outlets

176 Broadcasted countries

533,654,971 TV outlets households

1,185,237,000 Online outlets reach

1,595,000 USD

Advertising value equivalency

Source: ICARUS - March 15th, 2025
Inflight reach soon available
Media results pending one more video broadcasting



FOILING WEEK Pensacola



*This list does not represent the total number of outlets that have published

FOILING WEEK Pensacola

MEDIA REDEMPTION

Advertising Value Equivalency

SOCIAL AND DIGITAL NEWS

630,000 USD

TV

1,595,000 USD

TOTAL

2,225,000 USD

Source: ICARUS, Mention - March 15th, 2025



FOILING WEEK Pensacola

EVENTS

Pre Event Promotional Activities

May 2024

Communication efforts in support of Foiling Week Pensacola began in May 2024 when the event was made official by Pensacola Mayor D.C. Reeves and announced to the world's press.

The event branding was also prominently displayed on the bows of the boats taking part in Foiling Week Malcesine in June 2024.

From October, the intensity of the communication gradually increased, taking advantage of all the opportunities available, such as the world's leading nautical exhibitions, METS Amsterdam and Boot Düsseldorf.



FOILING WEEK Pensacola

EVENTS

Partner Dinner at Grand Marlin

Monday, February 24th

The Partner Dinner was dedicated to celebrating the contributions of our 45 local businesses and Partners who played a key role in making Foiling Week Pensacola a success.

They provided a unique opportunity for networking, collaboration, and strengthening relationships within the Pensacola community.

Featured speeches from the organisers expressed gratitude for the community's role in bringing high-performance foiling to Pensacola.



FOILING WEEK Pensacola

EVENTS

The Satori Foundation For The Dixon School Of Arts & Sciences at PYC

Tuesday, February 25th

Foiling Week and the Satori Foundation hosted 67 children from the Dixon School of Arts and Sciences at Pensacola Yacht Club.

The morning included three lessons on theory, practical and environmental education.

Fostering an ongoing relationship between the Satori Foundation and the Dixon school for future activities.



FOILING WEEK Pensacola

EVENTS

United States Foiling Business Forum by The Foiling Organization at IHMC

Wednesday, February 26th

A B2B conference organized by The Foiling Organization and hosted by the City of Pensacola, and Florida West Economic Development Alliance, bringing together key industry leaders.

49 participants from 7 countries, fostering a global discussion on foiling innovation. 16 international companies and 7 local businesses explored opportunities in foiling manufacturing and economic development.

Focused on Pensacola's potential as a hub for high-performance sailing technology and investment, it was the occasion to strengthen collaboration between industry, local government, and economic stakeholders to drive future growth.

During the day, America's Cup team American Magic opened the gates of its headquarters for a presentation of the new Persico 72 foiling catamaran.



FOILING WEEK Pensacola

EVENTS

Foiling Film Festival

Thursday, February 27th

The first continental edition of the Foiling Film Festival, celebrating stories and adventures of foiling, was hosted at the Seville Quarter in downtown Pensacola in front of an audience of 350 film and foiling enthusiasts.

It was the occasion to talk with two directors of the selected movies and entertain public with a trivia game.



FOILING WEEK Pensacola

EVENTS

Special Olympics

Thursday, February 27th

Foiling Week welcomed 9 athletes from the Special Olympics Florida and 35 supporters for Surf therapy activity at the Hilton Pensacola Beach to build confidence and connection with the ocean.

Athletes were invited to participate in foiling rides on a pontoon boat for a firsthand experience of flying over the water, whilst enjoying learning more about each others backgrounds.

At the end of the event the athletes had their shirts signed by the pro riders that joined them for the morning.



FOILING WEEK Pensacola

EVENTS

VIP Cruises

Thursday, February 27th – Sunday, March 2nd

Foiling Week guests were hosted on one ferry at the weekend, two luxury chase boats and three media boats daily (Visit Pensacola Media, FOX Sports, Channel 2, Channel 3, ESPN, U.S. Sailing), for an unforgettable experience supported by live commentary, food and drinks on board.



FOILING WEEK Pensacola

EVENTS

Foiling Week Pensacola
Virtual Regatta

February 28th till March 2nd

Foiling Week partnered with Virtual Regatta for an official qualification event, offering virtual sailors to race on a foiling Nacra 17 in Pensacola Bay and compete for a chance to qualify for the e-sailing World Championship.

The experience engaged a global audience of 8,121 unique players, showcasing widespread interest in foiling e-sports. A total of 2,767 races were completed, with 33,094 participations and a cumulative race time of 135 days, 10 hours and 43 minutes, demonstrating high player dedication.



FOILING WEEK Pensacola

EVENTS

Memorandum Of Understanding With FloridaWest Economic Development Alliance and The Foiling Organization

Friday, February 28th

A Memorandum of Understanding to position Pensacola as a leading global hub for foiling innovation, sustainable marine technology and economic growth has been signed by the FloridaWest Economic Development Alliance and The Foiling Organisation.

The goals of the partnership are to attract foiling related industries and businesses to the region, develop infrastructure to support cutting-edge water sports and technology, promote education and workforce training in marine engineering and sustainability, and showcase Pensacola's unique maritime culture to a global audience.



FOILING WEEK Pensacola

EVENTS

Mardi Gras Parade

Friday, February 28th

Foiling Week's presence in the Mardi Gras parade brought high visibility to the event.

Custom-branded foiling boat featured prominently, showcasing our partners and the sport to a broad audience.

An estimated audience of more than 50,000 spectators was present on the parade route.

Extensive Media coverage and social Media engagement, helped aligning Foiling Week with Pensacola's cultural heritage.



FOILING WEEK Pensacola

EVENTS

Race Village

March 1st and 2nd

The Race Village was a vibrant hub of activity, drawing 6,423 spectators throughout the event.

It hosted 51 different activations, 33 market and 15 commercial and charity vendors, creating an engaging experience for visitors and showcasing local businesses and industry brands.

The Green Team charities promoted sustainability initiatives, reinforcing Foiling Week's commitment to eco-conscious events and the theme of Regeneration.

A dedicated merchandise store offered exclusive event apparel and gear, driving brand visibility.



FOILING WEEK Pensacola

PARTNERS

Foiling Week Pensacola 2025





















































ROOM NIGHTS

.	%	N	SBT	TOTAL	FORECAST 2026	
CORE				3,576		8,273
VIPs and guests			216		+247%	534
Staff			478		+130%	621
Competitors families			961		+247%	2,374
Competitors			1,921		+247%	4,745
SPECTATORS RACE VILLAGE – Mar 1 and 2		6,423		4,496	+100%	8,992
Locals	55%	3,533	-			
One night stay	20%	1,285	1,285			
Two nights stay	25%	1,606	3,212			
SPECTATORS OTHER LOCATIONS* – Feb 24 to Mar 2		4,825		2,171	+100%	4,343
Locals	65%	3,136	-			
One night stay	25%	1,206	1,206			
Two nights stay	10%	483	965			
TOTAL ROOM NIGHTS				**10,243**		**21,608**

* PBYC, PYC, Key Sailing, Pensacola Beach, Pensacola City shores

FOILING WEEK Pensacola

COMPARISON YEAR ONE

FOILING WEEK MALCESINE – First Edition

Forecasted Participants –

Actual Participants 60

FOILING WEEK PENSACOLA – First Edition

Forecasted Participants 180

Actual Participants 181

Total room nights 10,243 (3,576 Core + 6,667 Spectators)

FOILING WEEK Pensacola

CONSERVATIVE FORECAST YEAR TWO

March 21st to 29th, 2026

21st to 24th of March

Waszp Pre-Worlds (150 Boats) | Pensacola Bay
Other Classes (170 Boats) | Pensacola Bay

25th to 29th of March

World Foiling Series - 80 Boats | Pensacola Bay
Board Classes - 200 Boards | Pensacola Beach

TOTAL PARTICIPANTS

450

ROOM NIGHTS

21,608

FORECASTED ECONOMIC IMPACT

4.5M USD

FOILING WEEK Pensacola

CONSERVATIVE FORECAST YEAR THREE

March 20th to 28th, 2027

20th to 23rd of March

Moth Pre-Worlds (150 Boats) | Pensacola Bay
Other Classes (150 Boats) | Pensacola Bay

24th to 28th of March

Moth Worlds - 150 Boats | Pensacola Bay
Board Classes - 300 Boards | Pensacola Beach

TOTAL PARTICIPANTS

600

ROOM NIGHTS

27,500

FORECASTED ECONOMIC IMPACT

6.4M USD

FOILING WEEK Pensacola

FOILING WEEK Pensacola

Luca Rizzotti - President
luca@wearefoiling.com

Scott Over - Managing Director
scott@wearefoiling.com

Foiling Week 2025

.	%	N	SBT	TOTAL	Increase	FORECAST 2026	How was counted	2025	2026
CORE				3.576		8.273		182	450
VIPs and guests			216		247%	534	Booking on VIP vessels or VIP social events over the week		2,472527473
Staff			478		130%	621	Internal Calculation		
Competitors families			961		247%	2.374	Post Event Survey Question plus On site Interviews (replies from over 20% of total plus statistical inference for remaining %)		
Competitors			1.921		247%	4.745	Post Event Survey Question plus On site Interviews (replies from over 20% of total plus statistical inference for remaining %)		
SPECTATORS RACE VILLAGE – Mar 1 and 2		6.423		4.496	100%	8.992	Measured rate of entries with counting device		
Locals	55%	3.533	-				Interviews to participants each day (approx 100 total) plus statistical inference		
One night stay	20%	1.285	1.285				Interviews to participants each day (approx 100 total) plus statistical inference		
Two nights stay	25%	1.606	3.212				Interviews to participants each day (approx 100 total) plus statistical inference		
SPECTATORS OTHER LOCATIONS* – Feb 24 to Mar 2		4.825		2.171	100%	4.343	Daily calculations by staff at each given locations at peak times		
Locals	65%	3.136	-				Interviews to participants each day (approx 100 total) plus statistical inference		
One night stay	25%	1.206	1.206				Interviews to participants each day (approx 100 total) plus statistical inference		
Two nights stay	10%	483	965				Interviews to participants each day (approx 100 total) plus statistical inference		
TOTAL ROOM NIGHTS				10.243		21.608			
*** PBYC, PYC, Key Sailing, Pensacola Beach, Pensacola City shores (Palafox Pier, Bruce Beach, Sanders Beach). the average daily spectators in Pensacola, excluding village, is 1200 spread over 8 locations.**							Note		

Tourist Development Tax Fund 108

African American Heritage Society

15

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2025-26

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2026
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,

- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

__ Submit a fully completed Agency Funding Request Application

__ Submit a copy of your organization's current W-9

__ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

__ Submit a copy of your organization's 2022 or 2023 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2021 tax return along with explanation for late filing.

__ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: African American Heritage Society, Inc.

Agency Address: 200 Church Street, Pensacola, FL 32502

Program Name for which funding is being requested: African American Heritage Society Cultural Tourism, Programs and Events.

Amount Requested: $ 125,000

Program Contact: Cheryl Howard

Contact Email: aahspensacola@gmail.com **Contact Phone:** (301) 514-8861

25-Word Description of Program: The African American Heritage Society Museum is a Cultural Tourism Program incorporating an art gallery of curated cultural exhibits and artifacts, programs, events, presentations, and festivals designed to enhance the cultural tourism landscape of Pensacola and the Northwest Florida Region.

How many years has your organization been providing services in the County? Sept 12, 2025 will begin our 35th year of service to this community.

How many years has your organization received funding from the County? Approx. 14 years

Explain how receiving funds from the County would have a significant impact on

your organization: This funding enables us to promote Tourism in Escambia County by operating the African American Heritage Society Museum and Center located in Historic Pensacola Village. The funding helps by subsidizing many of the operating expenses including utilities, office supplies, salaries of employees who are essential as this allows for the Museum to be open for tourists to visit and learn about Pensacola's very unique history. Staff members greet guests warmly when they arrive and answer the many questions that they have usually about our museum, the area, where to eat and shop after their visit and so on. There are many expenses associated with operating this nonprofit tourism art gallery, museum and cultural center. We believe that we play a vital role in the cultural tourism landscape of Pensacola and Escambia County. The Return to the County on this investment is that for those great many tourists who want to tour a museum of cultural history while visiting Pensacola, they may visit our Museum in the downtown historic district and broaden their understanding and appreciation of Pensacola's diverse community, history, heritage and culture.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $75,000

Briefly discuss how last year's funds were used? _ During our 2024-25 season, we have been able to provide many in-person programs and events as well as several community co-sponsored events. We are pleased to note that our tourists engagement has continued to increase post-pandemic. Although the number of walk-in visitors has not returned completely to the prior numbers before the pandemic, we are pleased that we receive weekly requests for group tours. Our walk in's as well as our regular guests view several of our exhibits, which have grown due to the acquisition (by donation) of additional historical artifacts. The tourists who are part of tour groups often request a guided tour and speaker's program. In addition to out-of-town tourists, we also welcome local school groups and families who are seeking learn more about the history of Pensacola. In order to provide these services, we must have paid staff to receive and interact with tourists and visitors and to maintain the facility. The continuation of resources aid us in providing events, programming, and exhibits, all of which cost money, in addition to the basic cost of utilities, which have increased along with other related necessary fixed expenses.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? Cultural tourism attracted 212,000 tourists/visitors to Escambia County last year. The African American Heritage Society Museum contributed to that attraction as we received more than 1,000 visitors to the combination of our Museum and our events. Not all cities and counties have a Cultural Tourism Museum such as ours with decades of experience and programming available to tourists and local citizens. We understand the value of Collaborations and Partnerships with the City, County, Visit Pensacola, local businesses, PSC, UWF, UWH Historic Trust and other non-profit agencies and organizations. To that end, we embrace the power of collective cooperation and provide each of our tourists (in-person and virtual) with our African American Heritage Trail Guide and encourage them to walk and later drive all around downtown to dine and shop. We then include information regarding Downtown

attractions, shopping and dining. We also encourage tourists to visit Belmont Devilliers, East Hill, North Hill, NAS, Pensacola Beach, Fort Pickens and other local places to promote tourism in those areas also. If we are able to maintain funding, we will seek to solidify greater partnerships and collaborations. We believe that by connecting tourists with other businesses in the city and county it increases the tourism dollars collectively, thereby cultivating a network of local and area economic empowerment, which benefits all segments of the community ultimately, thereby decreasing the burden on the budgets of local government. We also serve the citizens of Escambia County, who have reported that our programs, events, and current exhibits have and continue to enrich their lives tremendously. They are growing as individuals and collectively as a community. We continue to welcome in person visitors to our current exhibit and many out of state viewers of our website and the information while planning their trips to Pensacola. Our website analytics show that we have views to our website from the USA, Europe and Asia. We have met many tourists who engage virtually first and later visit Pensacola and stop by to introduce themselves when they arrive in Pensacola.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? The funding requested for 2025-26 will be used in many ways. First, the funding is critical to our efforts to promote tourism generally and cultural tourism specifically. The African American Heritage Society and Museum is a cultural heritage tourism engine for Escambia County. Because of AAHS' non-profit status, Escambia County funding is vital for keeping the doors open and the engine running. The exhibits and events offered by AAHS are attractive to tourists who are looking to learn more about the history of Pensacola and the art and culture shared by its citizens. Specifically, by

virtue of our location in downtown historic Pensacola Village, we have the visibility that encourages walk-in tourists who find us by happenstance, as well as being in the perfect location for those tourists who plan their visit to Pensacola by intentionally searching for an African American History Museum, downtown. It is essential that we have a suitable place and space to receive those visitors and that we have exhibits, old and new, curated locally as well as exhibits that are borrowed or traveling. We also have hosted and would like to continue to host speakers' programs and humanities-focused events in the Gallery, for which we often have every seat taken and standing room only for those events. We receive very positive feedback from the community about our in-person programming and we would like to continue to present those offerings in the upcoming season. To provide that level of community engagement with out-of-town tourists as well as the local community, we must have paid staff, financial resources to pay for marketing, online subscriptions, utilities, the ability to pay speakers, musicians, historians, artists and more to provide an array of different programming from year to year. Because we are subsidized by the county, we have attempted to offer many of our programs free to the public or at cost, meaning just enough to defray the expense of each guest's attendance. Next season, we would like to expand our tour efforts to also provide more walking tours and vehicle-supported tourism using our Heritage Trail Guide. This will increase our expenses at many levels, but this is a service that is requested very often by out-of-town tourists and our local community of members and supporters. We are in the process now of planning for this extension and setting up an implementation plan. The additional costs have been an overriding factor in not expanding in the past, however based on the interest of the community and the potential for increased support to our partner, Visit Pensacola, we believe that the time is now to solidify our Heritage Trail/Cultural Tours initiative. The African American Heritage Society, Inc. is an asset to the County for many reasons. Firstly, our organization is the most senior

African American Cultural Tourism vehicle in the Northwest Florida Region and is a significant driver of Cultural Tourism to the Northwest Florida Region and particularly to Escambia County. We believe that the Exhibit we have curated along with the Programs and Events that we present are currently and will continue to be of major interest to Tourists from other cities, states and countries, who have told us directly that they want a full experience when they visit a city, complete with the recognition of the diverse history, culture, and information on the persons who contributed to the areas landscape. We know that tourists look for us because our website and Google metrics give us that information, which supports what the tourists are telling us directly. We have had local Pensacola residents come to our exhibit this fiscal year because they were told to do so by friends and relatives in New York, Philadelphia, and other places. When we ask, how did those out-of-towners know? We are told that our exhibits and programs are trending on social media sites before, during and after we present them. Each year we welcome tourists from other states and countries who “stopped” in Pensacola to see our Cultural offerings as part of a larger Cultural Museums Tour, and while in Pensacola, stayed in a hotel, dined, and spent money with local businesses.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: N/A

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area. There are no public nor private organizations/agencies that provide similar services. However, we have partnered with public and private organizations that have expressed an interest in expanding cultural tourism in Escambia County. As

an example, we have partnered with our County Cultural Tourism Partner, Visit Pensacola, to provide our Heritage Trail Guide tour to several professional tour guides from around the country. The tour professionals from different geographic locations around the country all agreed to visit Pensacola at the same time to assess the areas cultural tourism offerings. Based upon feedback from the tour guides and our liaison with Visit Pensacola, that partnered opportunity went well, in part due to our participation and by virtue of our Historical Trail tour that we provided via bus around the city pointing out Pensacola's meaningful locations for history based/culturally relevant purposes.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

We have been providing services in this field for more than thirty (30) years now and have the contacts, network, subject matter expertise, and support of the community to provide the services that we provide. We have hundreds of supporters locally, regionally, and nationally who travel to attend some of our programs and whenever we curate and open a new exhibit. Our followers are diverse and cover the entire spectrum of citizenship in the County, they like our organization, the people, the work, and enjoy spending time at our museum and events. That takes decades to learn to create that kind of report and we have done that successfully. We also love our community and out of town tourists and it translates. We provide a variety of programming and events, whereas the only somewhat similar organizations feature one person or one focal point for the tourist/visitor. Ours is everchanging and expanding to maintain curiosity and interest. The African American Heritage Society Center and Museum in Historic Pensacola Village is a vital part of the cultural tourism landscape of Pensacola; The Return to the County on this investment is that for those great many tourists who want to immerse themselves with a diverse experience that incorporates Cultural Tourism, they have a place to visit. We have many non-African American tourists from other States and Countries who are

intentionally visiting African American Museums and Centers like ours seeking both a vacation and cross-cultural learning opportunity at the same time. Over the years, many other non-profits and "cultural organizations" have been formed. None of those that were started within our first 25 years are still in existence. Time will tell as to the newer such initiatives that have begun in the past few years. We make this work look easy, but it is NOT. We have proven longevity and a reputation for quality programming which is why most of our events are "sold out."

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: __60_____%
- Percentage for direct programming costs: __40_____%
- It takes people to open and close the doors of the museum, to create programming, manage events. So yes, salaries for staff is essential as we cannot leave the doors open for self-touring as our art collections, donations, merchandise, books and other assets would be at risk of loss.

If Escambia County funding can only fund a portion of your request, how will you offset the difference? We are seeking sponsorships, more memberships, increased board contributions, and attempting to do more fundraising which is difficult to do with limited staff and administrative obligations. This is why we are seeking more funding so that we can hire an additional person to assist with memberships, fundraising, and programming.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.

No, regrettably we have been advised that as recipients under the Tourist Development Council, we are not eligible for other local funding such as the Visit Pensacola funding, nor City funding sources. We would like to request reconsideration and a modification to the rule that does not allow "outside agencies" to apply for other local funding to set forth an exception for outside agencies receiving less than $250,000 in TDT funding. With that exception, our organization would apply to also partner with the City for certain events, and we would apply for grants from Visit Pensacola to provide two-day art and music events that would encourage out-of-state visitors who would need to stay overnight for said two-day program. We would be better positioned for those types of programs, with "one and done" Visit Pensacola single grants. Noting that we also need our current funding which provides the framework for greater cultural tourism initiatives.

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only)

Digital Marketing

- Website: Redesign and optimize the AAHS website to be user-friendly, informative, and visually appealing. Include detailed information about programs, events, exhibits, and membership options. Incorporate an online donation and ticket purchasing system.
- Social Media: Utilize platforms such as Facebook, Instagram, Twitter, and LinkedIn to share engaging content, including event announcements, behind-the-scenes looks, and educational posts. Implement a consistent posting schedule and use targeted ads to reach a broader audience.
- Email Marketing: Develop an email newsletter to keep subscribers informed about

upcoming events, programs, and special offers. Segment the email list to tailor content to different audience groups (e.g., members, donors, general visitors).

Print Marketing

- Brochures and Flyers: Create visually appealing brochures and flyers to distribute at local businesses, tourist information centers, hotels, and educational institutions.
- Posters: Design eye-catching posters to display in high-traffic areas such as shopping centers, libraries, and community centers.
- Press Releases: Write and distribute press releases to local newspapers, magazines, and radio stations to promote major events and milestones.

Events and Collaborations

- Community Events: Host regular community events such as art exhibits, cultural festivals, and educational workshops to attract visitors and engage the local community.
- Partnerships: Collaborate with local businesses, schools, and organizations to co-host events and offer joint promotions. For example, partner with local restaurants to offer discounts to museum visitors.
- Membership Drives: Organize membership drives with special incentives such as exclusive event invitations, discounts, and free admission days.

Advertising

- Local Media: Purchase or receive community interest ad space in local newspapers, magazines, and on radio stations to reach a broader audience. We have had sponsored content and interviews to provide more in-depth information about our programs.

We use a marketing that is collaborative also with Visit Pensacola’s marketing platform and our own Newsletters.

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only)

We offer sign up capability through our website under the Events tab. Rather than pay the fees for Eventbrite, interested participants may register and pay for events on our website directly.

Sponsors may and often do make their Donations via our website under Donations tab and they receive an acknowledgement letter with our tax exemption and Charity ID sent to them within seconds of making any donation or sponsorship.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23 - 24	FY24 - 25	FY25 - 26	% Change
1. To continue to attract out-of-town visitors to the Museum	460	600(est)	800	55%
2. Expand Community engagement by sponsoring cultural events at the Museum and partnering with other organizations regarding same. Currently there is a documentary being produced that will yield new historical sites to our popular Heritage Guide.	Documentary is still in production .	Documentary is still in production.	We anticipate that at least 2,500 tourists or more will visit Pensacola to explore this project	100%
3. Promote and participate in cultural holiday celebrations that historically attract numerous visitors to downtown Pensacola and Escambia County such as MLK Day programs and Events, Emancipation Day, and Juneteenth.	Est. 600	700	800	20%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY25 -26
1. Our primary goal is to significantly increase Cultural Tourism in the Northwest Florida Region and especially to Escambia County.	55%
2. We would like to increase business network affiliations by 33%. We currently collaborate with the County and City of Pensacola, Visit Pensacola, University of West Florida, UWF Historic Trust, Pensacola State College, community groups and when appropriate other non-profits and entities that may assist with augmenting our Cultural Tourism goals, supplementing our 4th edition of our African American Heritage Trail Guide, as well as our other African American Heritage Society mission centered objectives, to the extent possible. And we will expand or cultural tours offerings.	33%
3. We would like to increase the number of programs, events, and exhibits offered by AAHS. Every event, program and exhibit brings traffic to historic Pensacola.	12%

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY24 - 25
1 Number of Visitors to the Museum in FY 25-25 (estimated)	55%
2. Collaborations and Partnerships/Afr. Amer. Heritage Trail Guide: We currently incorporate and encourage tourists to also take our Pensacola Heritage Trail Guide with them to use during their visit to the area. If we can attain additional funding and cement greater partnerships and collaborations, we would like to connect tourists with other businesses in the city and county to increase the tourism dollars collectively, thereby cultivating a network of local and area economic empowerment, which benefits all segments of the community ultimately. The current baseline has been the immediate downtown historic district area and to some extent, Belmont Devilliers as that area was the outer limit of our African American Heritage Trail Guide. We would like to increase the network of partnerships listed in Question 2, Goal 2 above by 33% to increase business network affiliations and combined Escambia County/Federal Government Historic Sites added to our Trail Guide listings over the next grant period and to add a larger array of cultural tours.	55%
3. Programs, Events and Exhibits: We measure success by attendance, and the fact that 100% of guests usually remain throughout, along with positive comments and top numerical scoring is written on the participant's program exit survey, and for virtual programming on the online poll. We believe that programs, events, and exhibits are essential to support the additional components of our other offerings. We would like to see an increase in attendance numbers by 33% for virtual attendance, when offered, we are often at capacity for the in-person events and we will likely begin offering the same experience over several days to accommodate more tourists and community members without adding the expense of moving events to a larger space, particularly when it is a signature event that has always been held at our Gallery or at a partners location.	55%

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information

for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. Please round figures to the nearest whole dollar.

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2023 - 24	Current Budget Year FY 2024 - 25	Proposed Budget Year FY 2025 - 26
Contributions/Donations from Private Sources	$ 15,000	$ 570.00	$ 5,000
Programmatic Income	$ 3,000	$ 0	$ 10,000
County Funding/Direct Contribution	$ 50,000	$ 75,000	$ 125,000
County Funding by Other Source (a)	$ 0	$ 0	$
City Funding	$ 0	$ 500	$
Local Non-Profit Funding	$ 0	$	$
State Funding	$ 24,148	$ 24,000	$ 10,000
Federal Funding	$ 0	$ 0	$
Memberships	$ 1,620	$ 1,020	$ 5,000
Investment Income	$ 0	$ 0	$
Other Income (b)	$ 0	$ 0	$
Total Income	$ 77,147	$ 110,090	$155,000

Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) __N/A_____

(a) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____
Sale of books that we produced and published; the addition of our non-profit branded teeshirts and related merchandise.

EXPENSE TABLE			
	Most Recently Completed Budget Year FY 2023 - 24	Current Budget Year FY 2024 - 25	Proposed Budget Year FY 2025 - 26
Total Number of Staff	3	4	5
Salaries and Wages	$ 39,173	$ 38,280	$65000
Employee Benefits	$ 0	$ 0	$
Professional Services	$ 16,757	$ 5,685	$ 6,500
Contractual Services	$ 18,605	$ 16,800	$ 25,500
Travel Expenses	$ 0	$ 0	$
Rentals and Leases	$	$	$
Communication	$ 4,309	$ 2022	$ 2,500
Postage and Freight	$ 485	$ 848	$ 750
Repair and Maintenance	$ 8,071	$ 8,757	$ 750
Printing and Binding	$	$	$
Marketing and Promotion	$ 3,174	$ 3,458	$ 4,000
Fuel	$	$	$
Supplies	$ 959	$ 1,537	$ 2,000
Event Expenses	$2,066	$ 1577	$ 2,000
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$ 12,476	$ 27,812	$ 32,000 Program Expenses
Total Expenses	$106,075	$ 106,776	$ 141,000
Net Income - (Revenue minus Expense)	($28,928)	$(3,314)	$14,000

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. N/A_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item.

Non-reimbursable program expenses $2,066; Due/Subscriptions $3,092; Merchant Fees $919; Office Expenses $6,326; Taxes/Licenses $1,304; Utilities $8,757.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? _____FY____

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.

_____N/A_____

_____

_____

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these leftover/residual funds? Reinvestment into the organization, as to marketing and other avenues to expand Cultural Tourism initiatives.

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
Cheryl Howard	Exec. Dir.	$ 30,000

Erma Keyser	Museum Asst and Mngr (Part-time)	$ 15,000
T. Broughton		$ 15,000
		$
		$

5. Please provide the total amount of cash and investments on hand.

____$2,500_____

_____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

_____Not currently but we are developing a fee structure now for our tours._____

_____

_____

_____

7. Does your organization require background checks from volunteers and staff? ____Yes____

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan?

_____N/A_____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? __N/A

_____

_____

_____

3. What is the net cost per job created? _____N/A____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____N/A_____

_____

_____

_____

_____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

_____N/A_____

_____

_____

_____

3. Was there any increase in membership for the local chambers? ____N/A___

_____

_____

_____

4. What are your agency's statistics on business creation and minority businesses by zip code?

_____N/A_____

_____

_____

_____

_____

_____

5. Can we reduce the taxpayer subsidy? _____N/A_____

_____

_____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Cheryl Howard
Name

Exec. Dir _____ April 1, 2025
Title Date

AgencyName: African American Heritage Society, Inc.

Marketing Plan for African American Heritage Society Cultural Tourism, Programs and Events

Introduction

The African American Heritage Society (AAHS) Museum and Cultural Center, located in Historic Pensacola Village, is committed to enhancing the cultural tourism landscape of Pensacola and Escambia County, Florida. This marketing plan aims to attract visitors, increase awareness, and secure funding for our cultural tourism museum, programs, events, presentations, and festivals.

Objectives

- Increase visitor attendance by 20% within the next year.
- Expand our membership base by 15% within six months.
- Secure additional funding and sponsorships of at least $35,000 within the next year.
- Enhance community engagement through partnerships and collaborations with local businesses and educational institutions.

Target Audience

- Tourists: Visitors to Pensacola and Escambia County who are interested in cultural history and heritage.
- Local Residents: Individuals and families who reside in Pensacola and surrounding areas, seeking cultural and educational experiences.
- Schools and Educational Institutions: Students, teachers, and educational groups looking for enriching field trip opportunities.
- Donors and Sponsors: Philanthropists, local businesses, and organizations interested in supporting cultural heritage and education.

Marketing Strategies

Digital Marketing

- Website: Redesign and optimize the AAHS website to be user-friendly, informative, and visually appealing. Include detailed information about programs, events, exhibits, and membership options. Incorporate an online donation and ticket purchasing system.
- Social Media: Utilize platforms such as Facebook, Instagram, and LinkedIn to share engaging content, including event announcements, behind-the-scenes looks, and educational posts. Implement a consistent posting schedule and use targeted ads to reach a broader audience.
- Email Marketing: Continue to use our email newsletter to keep subscribers informed about upcoming events, programs, and special offers. Further segment the email list to tailor content to different audience groups (e.g., members, donors, general visitors).

Print Marketing

- Brochures and Flyers: Create (update) more visually appealing brochures and flyers to distribute at local businesses, tourist information centers, hotels, and educational institutions.
- Posters: Design eye-catching posters to display in high-traffic areas such as shopping centers, libraries, and community centers.
- Press Releases: Write and distribute press releases to local newspapers, magazines, and radio stations to promote major events and milestones.

Events and Collaborations

- Community Events: Host regular community events such as art exhibits, cultural festivals, and educational workshops to attract visitors and engage the local community.
- Partnerships: Collaborate with local businesses, schools, and organizations to co-host events and offer joint promotions. For example, partner with local restaurants to offer discounts to museum visitors and out of town tourists.
- Membership Drives: Organize membership drives with special incentives such as exclusive event invitations, discounts, and free admission days.

Advertising

- Local Media: Purchase or request community interest ad space in local newspapers, magazines, and on radio stations to reach a broader audience.

Consider sponsored content and interviews to provide more in-depth information about our programs.

- Online Ads: Utilize Google Ads and social media ads to target potential visitors based on their interests and demographics. Use engaging visuals and clear calls to action.
- Signage: Invest in strategically placed signage around Pensacola to increase visibility and attract tourists.

Budget

Category	Amount
Website Redesign and Maintenance	$15,000
Social Media Marketing	$ 5,000
Email Marketing	$ 5,000
Print Materials	$ 7,000
Community Events	$20,000
Advertising	$ 5,000
Miscellaneous	$ 2,500
Total	$59,500

Evaluation and Metrics

- Track website analytics to monitor visitor traffic, page views, and online donations.
- Analyze social media engagement through likes, shares, comments, and follower growth.
- Monitor email open rates, click-through rates, and subscription growth.
- Collect visitor feedback through surveys and comment cards to assess satisfaction and areas for improvement.
- Evaluate the success of events based on attendance numbers, participant feedback, and media coverage.
- Review budget expenditures and adjust strategies based on the return on investment.

Conclusion

The African American Heritage Society Museum and Cultural Center plays a vital role in promoting Cultural Tourism in Pensacola and Escambia County. By implementing this marketing plan, we aim to attract more visitors, increase awareness, and secure the necessary funding to continue our mission. Together, we can ensure that Pensacola Cural

Tourism continues to thrive and grow and that Pensacola's rich history and culture are celebrated and preserved for future generations.

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
African American Heritage Society, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☑ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
200 Church Street

Requester's name and address (optional)

6 City, state, and ZIP code
Pensacola, FL 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
[ ][ ][ ] - [ ][ ] - [ ][ ][ ][ ]

or

Employer identification number
5 9 - 3 0 2 2 6 4 1

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ C Howard Date ▶ 4/15/25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
401 W. PEACHTREE ST. NW
ATLANTA, GA 30365

DEPARTMENT OF THE TREASURY

Date: JAN 20 1995

Employer Identification Number:
59-3022641
Case Number:
585004018
Contact Person:
ROBERTA VAN METER
Contact Telephone Number:
(404) 331-0185
Our Letter Dated:
July 30, 1991
Addendum Applies:
No

AFRICAN AMERICAN HERITAGE SOCIETY
INC
400 S JEFFERSON STREET
PENSACOLA, FL 32501-5902

Dear Applicant:

This modifies our letter of the above date in which we stated that you would be treated as an organization that is not a private foundation until the expiration of your advance ruling period.

Your exempt status under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3) is still in effect. Based on the information you submitted, we have determined that you are not a private foundation within the meaning of section 509(a) of the Code because you are an organization of the type described in section 509(a)(2).

Grantors and contributors may rely on this determination unless the Internal Revenue Service publishes notice to the contrary. However, if you lose your section 509(a)(2) status, a grantor or contributor may not rely on this determination if he or she was in part responsible for, or was aware of, the act or failure to act, or the substantial or material change on the part of the organization that resulted in your loss of such status, or if he or she acquired knowledge that the Internal Revenue Service had given notice that you would no longer be classified as a section 509(a)(2) organization.

If we have indicated in the heading of this letter that an addendum applies, the addendum enclosed is an integral part of this letter.

Because this letter could help resolve any questions about your private foundation status, please keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,

Nelson A. Brooke
District Director

Form **990-EZ**

Department of the Treasury
Internal Revenue Service

Short Form
Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form, as it may be made public.
Go to *www.irs.gov/Form990EZ* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 10/1 , 2022, and ending 9/30 , 2023

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
AFRICAN AMERICAN HERITAGE SOCIETY INC

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
200 CHURCH STREET

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32502

D Employer identification number
59-3022641

E Telephone number
3015148861

F Group Exemption Number

G Accounting Method: ☒ Cash ☐ Accrual Other (specify):

H Check ☒ if the organization is **not** required to attach Schedule B (Form 990).

I Website: AFRICANAMERICANHERITAGESOCIETY.ORG

J Tax-exempt status (check only one) — ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other:

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B)) are $500,000 or more, file Form 990 instead of Form 990-EZ . . . . . $ 98,403.

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I . . . . . ☒

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	98,403.
	2	Program service revenue including government fees and contracts		2	
	3	Membership dues and assessments		3	
	4	Investment income		4	
	5a	Gross amount from sale of assets other than inventory	5a		
	b	Less: cost or other basis and sales expenses	5b		
	c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)		5c	
	6	Gaming and fundraising events:			
	a	Gross income from gaming (attach Schedule G if greater than $15,000)	6a		
	b	Gross income from fundraising events (not including $ _____ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000)	6b		
	c	Less: direct expenses from gaming and fundraising events	6c		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)		6d	
	7a	Gross sales of inventory, less returns and allowances	7a		
	b	Less: cost of goods sold	7b		
	c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)		7c	
	8	Other revenue (describe in Schedule O)		8	
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8		9	98,403.
Expenses	10	Grants and similar amounts paid (list in Schedule O)		10	
	11	Benefits paid to or for members		11	
	12	Salaries, other compensation, and employee benefits		12	56,080.
	13	Professional fees and other payments to independent contractors		13	5,685.
	14	Occupancy, rent, utilities, and maintenance		14	8,757.
	15	Printing, publications, postage, and shipping		15	848.
	16	Other expenses (describe in Schedule O) See Line 16 Stmt		16	27,812.
	17	**Total expenses.** Add lines 10 through 16		17	99,182.
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)		18	-779.
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	15,490.
	20	Other changes in net assets or fund balances (explain in Schedule O)		20	-14,056.
	21	Net assets or fund balances at end of year. Combine lines 18 through 20		21	655.

Part II **Balance Sheets** (see the instructions for Part II)
Check if the organization used Schedule O to respond to any question in this Part II . . . . . ☐

		(A) Beginning of year		(B) End of year
22	Cash, savings, and investments	16,790.	22	655.
23	Land and buildings		23	
24	Other assets (describe in Schedule O)		24	
25	**Total assets**	16,790.	25	655.
26	**Total liabilities** (describe in Schedule O)	1,300.	26	
27	**Net assets or fund balances** (line 27 of column (B) **must** agree with line 21)	15,490.	27	655.

Part III **Statement of Program Service Accomplishments** (see the instructions for Part III)
Check if the organization used Schedule O to respond to any question in this Part III . . ☐

What is the organization's primary exempt purpose? PRESERVATION OF AFRICAN AMERICAN HISTORY

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

28 CURATED A "MORE COMPLETE AMERICAN HISTORY" EXHIBIT.

(Grants $ 0.) If this amount includes foreign grants, check here . . . . . ☐ **28a** 98,403.

29

(Grants $) If this amount includes foreign grants, check here . . . . . ☐ **29a**

30

(Grants $) If this amount includes foreign grants, check here . . . . . ☐ **30a**

31 Other program services (describe in Schedule O) . . . . . .
(Grants $) If this amount includes foreign grants, check here . . . . . ☐ **31a**

32 **Total program service expenses** (add lines 28a through 31a) . . . . . **32** 98,403.

Part IV **List of Officers, Directors, Trustees, and Key Employees** (list each one even if not compensated—see the instructions for Part IV)
Check if the organization used Schedule O to respond to any question in this Part IV . . . . . ☐

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
CHERYL J HOWARD PRESIDENT	60.00	22,100.	0.	0.
ANGELA MCCORVEY VICE PRESIDENT	4.00	0.	0.	0.
CHRISTOPHER HENDRICKS DIRECTOR	2.00	0.	0.	0.
KEYA WIGGINS DIRECTOR	0.00	0.	0.	0.
DAYLE HAWTHRONE, M.D. DIRECTOR	0.00	0.	0.	0.
INTERNS INTERNS	2.00	33,980.	0.	0.

Part V **Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V . ☐

			Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O	33		×
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions	34		×
35a	Did the organization have unrelated business gross income of $1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a		×
b	If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b		
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c		×
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36		×
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions 37a			
b	Did the organization file **Form 1120-POL** for this year?	37b		×
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; **or** were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a		×
b	If "Yes," complete Schedule L, Part II, and enter the total amount involved 38b			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a			
b	Gross receipts, included on line 9, for public use of club facilities 39b			
40a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911: _____; section 4912: _____; section 4955: _____			
b	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b		×
c	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958			
d	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e		×
41	List the states with which a copy of this return is filed:			
42a	The organization's books are in care of: CHERYL J HOWARD Telephone no. (301)514-8861 Located at: 200 CHURCH STREET, PENSACOLA FL ZIP + 4 32502			
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country: See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	42b		×
c	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country:	42c		×
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041**—Check here ☐ and enter the amount of tax-exempt interest received or accrued during the tax year 43			
			Yes	No
44a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a		×
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b		×
c	Did the organization receive any payments for indoor tanning services during the year?	44c		×
d	If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d		
45a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a		×
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions	45b		×

			Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	46		×

Part VI **Section 501(c)(3) Organizations Only**

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI ☐

			Yes	No
47	Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	47		×
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	48		×
49a	Did the organization make any transfers to an exempt non-charitable related organization?	49a		×
b	If "Yes," was the related organization a section 527 organization?	49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
NONE				

f Total number of other employees paid over $100,000

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
NONE		

d Total number of other independent contractors each receiving over $100,000

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A ☒ Yes ☐ No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: CHERYL J HOWARD, PRESIDENT — Date: 06/10/2024

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
SCOTT B SANDFORT CPA EA	SCOTT B SANDFORT CPA EA	06/13/2024		P00411431

Firm's name: BASS & SANDFORT ACCOUNTANTS, PA. — Firm's EIN: 59-2981831

Firm's address: 1301 W. GARDEN ST., PENSACOLA, FL 32502 — Phone no.: (850)434-5899

May the IRS discuss this return with the preparer shown above? See instructions ☐ Yes ☐ No

Additional Information From Form 990-EZ: Short Form Return of Organization Exempt from Income Tax

Form 990-EZ: Short Form Return of Organization Exempt from Income Tax
Line 16: Other Expenses **Continuation Statement**

Description	Amount
ADVERTISING	3,458.
BANK FEES	648.
CREDIT CARD FEES	271.
DONATIONS	570.
EVENT EXPENSE	2,066.
INSURANCE	680.
LICENSE AND TAXES	94.
MISC. EXPENSE	1,304.
OFFICE SUPPLIES	10,551.
OUTSIDE SERVICES	6,326.
SUPPLIES	1,537.
TRAVEL	307.
Total	27,812.

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization	Employer identification number
AFRICAN AMERICAN HERITAGE SOCIETY INC	59-3022641

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i)**.
2 ☐ A school described in **section 170(b)(1)(A)(ii)**. (Attach Schedule E (Form 990).)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii)**.
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii)**. Enter the hospital's name, city, and state:
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv)**. (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v)**.
7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:
10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4)**.
12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3)**. Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations . . . . . .

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	49,337.	69,850.	64,312.	77,147.	98,403.	359,049.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	49,337.	69,850.	64,312.	77,147.	98,403.	359,049.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						359,049.

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
7 Amounts from line 4	49,337.	69,850.	64,312.	77,147.	98,403.	359,049.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						359,049.

12 Gross receipts from related activities, etc. (see instructions) **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2022 (line 6, column (f), divided by line 11, column (f))	**14**	100 %
15	Public support percentage from 2021 Schedule A, Part II, line 14	**15**	%

16a **33 1/3% support test—2022.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here**. The organization qualifies as a publicly supported organization . . . . . ☒

b **33 1/3% support test—2021.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here**. The organization qualifies as a publicly supported organization . . . . . ☐

17a **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

b **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2021 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2022** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2021** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI****.*	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI****.*	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI****.*	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI****.*	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI****.*	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* ***Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A—Adjusted Net Income			(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	**1**		
2	Recoveries of prior-year distributions	**2**		
3	Other gross income (see instructions)	**3**		
4	Add lines 1 through 3.	**4**		
5	Depreciation and depletion	**5**		
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7	Other expenses (see instructions)	**7**		
8	**Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B—Minimum Asset Amount			(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a	Average monthly value of securities	**1a**		
b	Average monthly cash balances	**1b**		
c	Fair market value of other non-exempt-use assets	**1c**		
d	**Total** (add lines 1a, 1b, and 1c)	**1d**		
e	**Discount** claimed for blockage or other factors *(explain in detail in* ***Part VI****)*:			
2	Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3	Subtract line 2 from line 1d.	**3**		
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6	Multiply line 5 by 0.035.	**6**		
7	Recoveries of prior-year distributions	**7**		
8	**Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C—Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	**1**	
2	Enter 0.85 of line 1.	**2**	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	**3**	
4	Enter greater of line 2 or line 3.	**4**	
5	Income tax imposed in prior year	**5**	
6	**Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**	

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D—Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	**1**	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	**2**	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	**3**	
4	Amounts paid to acquire exempt-use assets	**4**	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	**5**	
6	Other distributions (*describe in* ***Part VI***). See instructions.	**6**	
7	**Total annual distributions.** Add lines 1 through 6.	**7**	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	**8**	
9	Distributable amount for 2022 from Section C, line 6	**9**	
10	Line 8 amount divided by line 9 amount	**10**	

Section E—Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2022**	**(iii) Distributable Amount for 2022**
1	Distributable amount for 2022 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2022 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2022			
a	From 2017			
b	From 2018			
c	From 2019			
d	From 2020			
e	From 2021			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2022 distributable amount			
i	Carryover from 2017 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2022 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2022 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.			
6	Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI***. See instructions.			
7	**Excess distributions carryover to 2023.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2018 . . .			
b	Excess from 2019 . . .			
c	Excess from 2020 . . .			
d	Excess from 2021 . . .			
e	Excess from 2022 . . .			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

AFRICAN AMERICAN HERITAGE SOCIETY INC

Employer identification number

59-3022641

Pt I, Line 16:

Description: ADVERTISING $3,458

Description: BANK FEES $648

Description: CREDIT CARD FEES $271

Description: DONATIONS $570

Description: EVENT EXPENSE $2,066

Description: INSURANCE $680

Description: LICENSE AND TAXES $94

Description: MISC. EXPENSE $1,304

Description: OFFICE SUPPLIES $10,551

Description: OUTSIDE SERVICES $6,326

Description: SUPPLIES $1,537

Description: TRAVEL $307

Pt I, Line 20:

Description: ADJUSTMENT TO CORRECT BEGINNING ASSET BALANCE -$14,056

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning _____, 2022, and ending _____, 20_____

Do not send to the IRS. Keep for your records.
Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2022

Name of filer	EIN or SSN
AFRICAN AMERICAN HERITAGE SOCIETY INC	59-3022641

Name and title of officer or person subject to tax

CHERYL J HOWARD, PRESIDENT

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a**, **2a**, **3a**, **4a**, **5a**, **6a**, **7a**, **8a**, **9a**, or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b**, **2b**, **3b**, **4b**, **5b**, **6b**, **7b**, **8b**, **9b**, or **10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here . . . ☐	**b**	**Total revenue**, if any (Form 990, Part VIII, column (A), line 12) . .	**1b**	
2a	**Form 990-EZ** check here . . ☒	**b**	**Total revenue**, if any (Form 990-EZ, line 9)	**2b**	98,403.
3a	**Form 1120-POL** check here . . ☐	**b**	**Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here . . ☐	**b**	**Tax based on investment income** (Form 990-PF, Part V, line 5) .	**4b**	
5a	**Form 8868** check here . . . ☐	**b**	**Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here . . ☐	**b**	**Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here . . . ☐	**b**	**Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here . . . ☐	**b**	**FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here . . . ☐	**b**	**Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here . . ☐	**b**	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (**a**) an acknowledgement of receipt or reason for rejection of the transmission, (**b**) the reason for any delay in processing the return or refund, and (**c**) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize BASS & SANDFORT ACCOUNTANTS, PA. to enter my PIN 1 2 3 4 5 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax _____ Date 06/10/2024

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 5 9 8 5 8 4 1 2 3 4 5

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature _____ Date 06/13/2024

ERO Must Retain This Form — See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **990-EZ**

Department of the Treasury
Internal Revenue Service

Short Form
Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► **Do not enter social security numbers on this form as it may be made public.**

► **Go to *www.irs.gov/Form990EZ* for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 10-01 , 2021, and ending 09-30 , 2022

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
AFRICAN AMERICAN HERITAGE SOCIETY INC

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
200 CHURCH STREET

City or town, state or province, country, and ZIP or foreign postal code
Pensacola, FL 32502

D Employer identification number
59-3022641

E Telephone number
(850)469-1456

F Group Exemption Number ►

G Accounting Method: ☒ Cash ☐ Accrual Other (specify) ►

H Check ► ☐ if the organization is **not** required to attach Schedule B (Form 990).

I Website: ► AFRICANAMERICANHERITAGESOCIETY.ORG

J Tax-exempt status (check only one) - ☒ 501(c)(3) ☐ 501(c)( ) ◄ (insert no.) ☐ 4947(a)(1) or ☐ 527

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B)) are $500,000 or more, file Form 990 instead of Form 990-EZ . . . . . ► $ 77,147

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I . . . . . ☒

Revenue	1	Contributions, gifts, grants, and similar amounts received	1	75,527
	2	Program service revenue including government fees and contracts	2	
	3	Membership dues and assessments	3	1,620
	4	Investment income	4	
	5a	Gross amount from sale of assets other than inventory — 5a		
	b	Less: cost or other basis and sales expenses — 5b		
	c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)	5c	
	6	Gaming and fundraising events:		
	a	Gross income from gaming (attach Schedule G if greater than $15,000) — 6a		
	b	Gross income from fundraising events (not including $ ____ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000) — 6b		
	c	Less: direct expenses from gaming and fundraising events — 6c		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)	6d	
	7a	Gross sales of inventory, less returns and allowances — 7a		
	b	Less: cost of goods sold — 7b		
	c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)	7c	
	8	Other revenue (describe in Schedule O)	8	
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ►	9	77,147
Expenses	10	Grants and similar amounts paid (list in Schedule O)	10	
	11	Benefits paid to or for members	11	
	12	Salaries, other compensation, and employee benefits	12	39,173
	13	Professional fees and other payments to independent contractors	13	16,757
	14	Occupancy, rent, utilities, and maintenance	14	8,071
	15	Printing, publications, postage, and shipping	15	485
	16	Other expenses (describe in Schedule O)	16	12,476
	17	**Total expenses.** Add lines 10 through 16 ►	17	76,962
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)	18	185
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)	19	15,305
	20	Other changes in net assets or fund balances (explain in Schedule O)	20	
	21	Net assets or fund balances at end of year. Combine lines 18 through 20 ►	21	15,490

Client Copy

Part II **Balance Sheets** (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II X

	(A) Beginning of year		(B) End of year
22 Cash, savings, and investments	16,305	22	16,790
23 Land and buildings	0	23	0
24 Other assets (describe in Schedule O)	0	24	0
25 **Total assets**	16,305	25	16,790
26 **Total liabilities** (describe in Schedule O)	1,000	26	1,300
27 **Net assets or fund balances** (line 27 of column (B) **must** agree with line 21)	15,305	27	15,490

Part III **Statement of Program Service Accomplishments** (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III . . . . . ☐

What is the organization's primary exempt purpose? **PRESERVATION OF AFRICAN AMERICAN HISTORY**

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

28 CURATED A "MORE COMPLETE AMERICAN HISTORY" EXHIBIT.

(Grants $) If this amount includes foreign grants, check here . . . . . ► ☐ 28a 0

29 PARTNERED WITH ALL OF THE OTHER LOCAL HISTORIC DISTRICT MUSEUMS FOR A "MULTI-MUSEUM EXTRAVAGANZA TOUR AND EVENT."

(Grants $) If this amount includes foreign grants, check here . . . . . ► ☐ 29a 2,375

30 MLK, JR. DAY PROGRAM AT THE GALLERY AS A HYBRID EVENT THAT WAS ALSO STREAMED ON FACEBOOK LIVE.

(Grants $) If this amount includes foreign grants, check here . . . . . ► ☐ 30a 240

31 Other program services (describe in Schedule O) . . . . . .

(Grants $) If this amount includes foreign grants, check here . . . . . ► ☐ 31a

32 **Total program service expenses** (add lines 28a through 31a) . . . . . ► 32 2,615

Part IV **List of Officers, Directors, Trustees, and Key Employees** (list each one even if not compensated - see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV . . . . . ☐

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
CHERYL J HOWARD PRESIDENT, CEO	60.00	39,173	0	0
ANGELA MCCORVEY VICE PRESIDENT	4.00	0	0	0
CHRISTOPHER HENDRICKS DIRECTOR	2.00	0	0	0
MARION WILLIAMS DIRECTOR	0.00	0	0	0
KEYA WIGGINS DIRECTOR	0.00	0	0	0
DAYLE HAWTHRONE, M.D. DIRECTOR	0.00	0	0	0
INTERNS INTERNS	2.00	3,135	0	0

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Part V **Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V . . . . . ☐

			Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O	33		X
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions	34		X
35 a	Did the organization have unrelated business gross income of $1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a		X
b	If "Yes," to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b		
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c		X
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36		X
37 a	Enter amount of political expenditures, direct or indirect, as described in the instructions ► 37a			
b	Did the organization file **Form 1120-POL** for this year?	37b		X
38 a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee **or** were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a		X
b	If "Yes," complete Schedule L, Part II, and enter the total amount involved 38b			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a			
b	Gross receipts, included on line 9, for public use of club facilities 39b			
40 a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ► ; section 4912 ► ; section 4955 ►			
b	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b		X
c	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ►			
d	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization ►			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e		X
41	List the states with which a copy of this return is filed ►			
42 a	The organization's books are in care of ► CHERYL J HOWARD Telephone no. ► 850-469-1456 Located at ► 200 CHURCH STREET, Pensacola, FL ZIP + 4 ► 32502			
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country ► See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	42b		X
c	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country ►	42c		X
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041**-Check here ► ☐ and enter the amount of tax-exempt interest received or accrued during the tax year ► 43			

			Yes	No
44 a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a		X
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b		X
c	Did the organization receive any payments for indoor tanning services during the year?	44c		X
d	If "Yes," to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d		
45 a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a		X
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions	45b		X

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		Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I 46		X

Part VI Section 501(c)(3) Organizations Only

All section 501(c)(3) organizations must answer questions 47 - 49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI . . . . . ☐

		Yes	No
47	Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II 47		X
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E 48		X
49a	Did the organization make any transfers to an exempt non-charitable related organization? 49a		X
b	If "Yes," was the related organization a section 527 organization? 49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
NONE				

f Total number of other employees paid over $100,000 . . . . . ▶

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
NONE		

d Total number of other independent contractors each receiving over $100,000. . . . . ▶

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A . . . . . ▶ ☒ Yes ☐ No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

CHERYL J HOWARD
Signature of officer — Date

CHERYL J HOWARD, PRESIDENT
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☒ if self-employed	PTIN
Angelica Porras, CPA		04-05-2023		P01520781

Firm's name ▶ SIGMA ACCOUNTING & CONSULTING, LLC — Firm's EIN ▶

Firm's address ▶ 6901 A N 9TH AVE 645
Pensacola FL 32504 — Phone no. 850-466-6462

May the IRS discuss this return with the preparer shown above? See instructions . . . . . ▶ ☐ Yes ☒ No

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SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

► **Attach to Form 990 or Form 990-EZ.**

► **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization	Employer identification number
AFRICAN AMERICAN HERITAGE SOCIETY INC	59-3022641

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____

10 ☐ An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations . . . . . .

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	48,172	49,337	69,850	64,312	77,147	308,818
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	48,172	49,337	69,850	64,312	77,147	308,818
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						49,442
6 **Public support.** Subtract line 5 from line 4.						259,376

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4	48,172	49,337	69,850	64,312	77,147	308,818
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	48,172	49,337	69,850	64,312	77,147	308,818
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						617,636

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ► ☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f))	14	41.99 %
15	Public support percentage from 2020 Schedule A, Part II, line 14	15	%

16a **33 1/3% support test - 2021.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ► ☒

b **33 1/3% support test - 2020.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ► ☐

17a **10%-facts-and-circumstances test - 2021.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ► ☐

b **10%-facts-and-circumstances test - 2020.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ► ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . ► ☐

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Part III **Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons .						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 . . .						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ► ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2020 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2021** (line 10c, column (f), divided by line 13, column (f)) . . .	17	%
18	Investment income percentage from **2020** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests - 2021.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ► ☐

b **33 1/3% support tests - 2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ► ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions . . ► ☐

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Part IV **Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI****.*	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI****.*	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described in line 11a above?	11b		
c	A 35% controlled entity of a person described in 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* ***(see instructions)****.*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a government entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**)*. **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income			(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1		
2	Recoveries of prior-year distributions	2		
3	Other gross income (see instructions)	3		
4	Add lines 1 through 3.	4		
5	Depreciation and depletion	5		
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6		
7	Other expenses (see instructions)	7		
8	**Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	8		

Section B - Minimum Asset Amount			(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a	Average monthly value of securities	1a		
b	Average monthly cash balances	1b		
c	Fair market value of other non-exempt-use assets	1c		
d	**Total** (add lines 1a, 1b, and 1c)	1d		
e	**Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2	Acquisition indebtedness applicable to non-exempt-use assets	2		
3	Subtract line 2 from line 1d.	3		
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6	Multiply line 5 by 0.035.	6		
7	Recoveries of prior-year distributions	7		
8	**Minimum Asset Amount** (add line 7 to line 6)	8		

Section C - Distributable Amount				Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1		
2	Enter 0.85 of line 1.	2		
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3		
4	Enter greater of line 2 or line 3.	4		
5	Income tax imposed in prior year	5		
6	**Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required) - *provide details in* ***Part VI***)	5	
6	Other distributions *(describe in* ***Part VI****).* See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive *(provide details in* ***Part VI****).* See instructions.	8	
9	Distributable amount for 2021 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E - Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2021**	**(iii) Distributable Amount for 2021**
1	Distributable amount for 2021 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required - *explain in* ***Part VI****).* See instructions.			
3	Excess distributions carryover, if any, to 2021			
a	From 2016			
b	From 2017			
c	From 2018			
d	From 2019			
e	From 2020			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2021 distributable amount			
i	Carryover from 2016 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2021 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2021 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI****.* See instructions.			
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI****.* See instructions.			
7	**Excess distributions carryover to 2022.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2017			
b	Excess from 2018			
c	Excess from 2019			
d	Excess from 2020			
e	Excess from 2021			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

► **Attach to Form 990 or Form 990-PF.**
► **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Name of the organization
AFRICAN AMERICAN HERITAGE SOCIETY INC

Employer identification number
59-3022641

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☒ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . ► $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Client Copy

Name of organization
AFRICAN AMERICAN HERITAGE SOCIETY INC

Employer identification number
59-3022641

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	ESCAMBIA COUNTY COMMISSION 221 PALAFOX PLACE STE 420 Pensacola FL 32502	$ 50,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	FAAHPN PO BOX 4261 Tallahassee FL 32315	$ 24,148	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

► **Attach to Form 990 or Form 990-EZ.**
► **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization
AFRICAN AMERICAN HERITAGE SOCIETY INC

Employer identification number
59-3022641

01. Description of other expenses (Part I, line 16)

Description	Amount
ADVERTISING & MARKETING	1,766
BANK CHARGES & FEES	71
BUSINESS MEALS	701
DUES & SUBSCRIPTIONS	2,240
INSURANCE EXPENSE	931
JOB SUPPLIES	11
MERCHANT FEES	54
OFFICE EXPENSES	4,446
OTHER BUSINESS EXPENSES	773
PROGRAMS	1,240
TAXES & LICENSES	243

02. Description of total liabilities (Part II, line 26)

Category	Beginning of Year	End of Year
OTHER LIABILITIES	1,000	1,300

03. Other program services (Part III, line 31)

BLACK HISTORY MONTH, "ART, HISTORY AND MUSIC" PRESENTATION AND PROGRAM EVENT, PRESENTED BY OUR NON-PROFIT AND HOSTED AT THE STUDER COMMUNITY INSTITUTE, FEATURING A CLASSICAL PIANIST, FOLLOWED BY AN AFRO/LATINIX PERCUSSIONIST."

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Form **8868**
(Rev. January 2022)
Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

► **File a separate application for each return.**
► **Go to *www.irs.gov/Form8868* for the latest information.**

OMB No. 1545-0047

Electronic filing *(e-file)*. You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.*

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.	Taxpayer identification number (TIN)
AFRICAN AMERICAN HERITAGE SOCIETY INC	59-3022641
Number, street, and room or suite no. If a P.O. box, see instructions.	
200 CHURCH STREET	
City, town or post office, state, and ZIP code. For a foreign address, see instructions.	
Pensacola FL 32502	

Enter the Return Code for the return that this application is for (file a separate application for each return) 0 1

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ► CHERYL J HOWARD, 200 CHURCH STREET Pensacola FL 32502

Telephone No.► 850-469-1456 FAX No.►

- If the organization does not have an office or place of business in the United States, check this box . . . . . ► ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____ . If this is for the whole group, check this box . . . . . ► ☐ . If it is for part of the group, check this box . . . . ► ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 08-15 , 20 23 , to file the exempt organization return for the organization named above. The extension is for the organization's return for:
► ☐ calendar year 20 ____ or
► ☒ tax year beginning 10-01 , 20 21 , and ending 09-30 , 20 22 .

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

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Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2021, or fiscal year beginning 10-01 , 2021, and ending 09-30 , 2022

► **Do not send to the IRS. Keep for your records.**

► **Go to *www.irs.gov/Form8879TE* for the latest information.**

OMB No. 1545-0047

2021

Name of filer	EIN or SSN
AFRICAN AMERICAN HERITAGE SOCIETY INC	59-3022641

Name and title of officer or person subject to tax

CHERYL J HOWARD, PRESIDENT

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here ►	☐	b	**Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	1b
2a	**Form 990-EZ** check here ►	☒	b	**Total revenue,** if any (Form 990-EZ, line 9)	2b 77,147
3a	**Form 1120-POL** check here ►	☐	b	**Total tax** (Form 1120-POL, line 22)	3b
4a	**Form 990-PF check here** ►	☐	b	**Tax based on investment income** (Form 990-PF, Part V, line 5)	4b
5a	**Form 8868 check here** ►	☐	b	**Balance due** (Form 8868, line 3c)	5b
6a	**Form 990-T check here** ►	☐	b	**Total tax** (Form 990-T, Part III, line 4)	6b
7a	**Form 4720 check here** ►	☐	b	**Total tax** (Form 4720, Part III, line 1)	7b
8a	**Form 5227 check here** ►	☐	b	**FMV of assets at end of tax year** (Form 5227, Item D)	8b
9a	**Form 5330** check here ►	☐	b	**Tax due** (Form 5330, Part II, line 19)	9b
10a	**Form 8038-CP** check here ►	☐	b	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☐ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize SIGMA ACCOUNTING & CONSULTI to enter my PIN 12345 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ► Date► 01-22-2023

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 751014 15683

Don't enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature► _____ Date► 04-05-2023

ERO Must Retain This Form - See Instructions
Don't Submit This Form to the IRS Unless Requested To Do So

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2021 Filing Instructions
AFRICAN AMERICAN HERITAGE SOCIETY INC
Tax year ending 09-30-2022

Form filed:

Form 990-EZ and supplemental forms and schedules

Filing method:

The return will be e-filed once the signed and dated Form 8879-TE has been received by this office. Do not mail the return to the IRS.

Due date:

08-15-2023

The return reflects neither a refund nor a balance due.

Please note:

The Taxpayer First Act requires tax-exempt organizations to electronically file all information returns in the 990 series and related forms for tax years beginning after July 1, 2019. Mailing these returns is no longer allowed.

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990	Tax Exempt Diagnostic Summary	2021

Name
AFRICAN AMERICAN HERITAGE SOCIETY INC

Employer Identification #
59-3022641

Demographics

Mailing Address:
200 CHURCH STREET
Pensacola, FL 32502

Phone: (850)469-1456

Resident State: FL

Diagnostics

Preparer: Angelica Porras, **Invoice:** **Date:** 04-05-2023

Return Information

Item on Return	2021 Federal	2020 Federal (If available)
Total Revenue	77,147	
Total Expenses	76,962	
Net Excess (Deficit)	185	
Net Assets or Fund Balances	15,490	15,305

State/City Information

State/City	Taxable Revenue	Total Expenses	Change Fund Balance	UBIT	Total Tax	Refund/ (Balance Due)

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African American Heritage Society, Inc.
Profit & Loss
October 2024 through September 2025

	Oct 24	Nov 24	Dec 24	Jan 25	Feb 25	Mar 25	Apr 25
Income							
Inc/Sales							
Income							
Fundraising							
4 · Memberships	48.00	135.00	0.00	0.00	0.00	0.00	0.00
5 · Book Sales	313.12	0.00	0.00	0.00	0.00	0.00	0.00
6 · Donations	0.00	0.00	1,200.00	0.00	0.00	0.00	0.00
Total Fundraising	361.12	135.00	1,200.00	0.00	0.00	0.00	0.00
Grants							
1 · Grants from Escambia County	5,625.33	6,250.00	4,724.64	0.00	0.00	0.00	0.00
2 · Grants from FAAHPN	0.00	3,000.00	3,000.00	0.00	0.00	0.00	0.00
Total Grants	5,625.33	9,250.00	7,724.64	0.00	0.00	0.00	0.00
Program Income							
11 · Escambia Connects	0.00	0.00	100.00	0.00	0.00	0.00	0.00
Total Program Income	0.00	0.00	100.00	0.00	0.00	0.00	0.00
Total Income	5,986.45	9,385.00	9,024.64	0.00	0.00	0.00	0.00
Total Inc/Sales	5,986.45	9,385.00	9,024.64	0.00	0.00	0.00	0.00
Total Income	5,986.45	9,385.00	9,024.64	0.00	0.00	0.00	0.00
Expense							
OPEX							
10 · Accounting & Legal	105.00	2,015.00	105.00	0.00	0.00	0.00	0.00
19 · Utilities	585.13	542.94	507.17	0.00	0.00	0.00	0.00
20 · Advertising	206.90	217.35	206.90	0.00	0.00	0.00	0.00
21 · Office Supplies	329.99	240.91	303.50	0.00	0.00	0.00	0.00
22 · License and Taxes	52.50	413.28	0.00	0.00	0.00	0.00	0.00
23 · Repairs and Maintenance	125.00	125.00	0.00	0.00	0.00	0.00	0.00
24 · Dues and Subscriptions	90.95	75.95	489.71	0.00	0.00	0.00	0.00
26 · Affinipay Service Fees	2.59	2.24	4.48	0.00	0.00	0.00	0.00
28 · Meals and Entertainment	123.10	0.00	0.00	0.00	0.00	0.00	0.00
31 · Website	648.75	648.75	0.00	0.00	0.00	0.00	0.00
32 · Education	25.00	0.00	0.00	0.00	0.00	0.00	0.00
7 · Payroll - Executive Director	2,800.00	0.00	0.00	0.00	0.00	0.00	0.00
7a · Payroll	1,207.57	3,838.50	3,709.76	0.00	0.00	0.00	0.00
7b · Payroll Tax	345.73	796.84	796.84	0.00	0.00	0.00	0.00
8 · Office Assistant	0.00	0.00	156.00	0.00	0.00	0.00	0.00
859 · Bank Charges	0.00	0.00	108.00	0.00	0.00	0.00	0.00
9 · Payroll - Interns	502.00	670.00	468.00	0.00	0.00	0.00	0.00
Total OPEX	7,150.21	9,586.76	6,855.36	0.00	0.00	0.00	0.00
Program Expense							
12 · Instructor Expense	2,350.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Program Expense	2,350.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	9,500.21	9,586.76	6,855.36	0.00	0.00	0.00	0.00
Net Income	**-3,513.76**	**-201.76**	**2,169.28**	**0.00**	**0.00**	**0.00**	**0.00**

African American Heritage Society, Inc.
Profit & Loss
October 2024 through September 2025

	May 25	Jun 25	Jul 25	Aug 25	Sep 25	TOTAL
Income						
Inc/Sales						
Income						
Fundraising						
4 · Memberships	0.00	0.00	0.00	0.00	0.00	183.00
5 · Book Sales	0.00	0.00	0.00	0.00	0.00	313.12
6 · Donations	0.00	0.00	0.00	0.00	0.00	1,200.00
Total Fundraising	0.00	0.00	0.00	0.00	0.00	1,696.12
Grants						
1 · Grants from Escambia County	0.00	0.00	0.00	0.00	0.00	16,599.97
2 · Grants from FAAHPN	0.00	0.00	0.00	0.00	0.00	6,000.00
Total Grants	0.00	0.00	0.00	0.00	0.00	22,599.97
Program Income						
11 · Escambia Connects	0.00	0.00	0.00	0.00	0.00	100.00
Total Program Income	0.00	0.00	0.00	0.00	0.00	100.00
Total Income	0.00	0.00	0.00	0.00	0.00	24,396.09
Total Inc/Sales	0.00	0.00	0.00	0.00	0.00	24,396.09
Total Income	0.00	0.00	0.00	0.00	0.00	24,396.09
Expense						
OPEX						
10 · Accounting & Legal	0.00	0.00	0.00	0.00	0.00	2,225.00
19 · Utilities	0.00	0.00	0.00	0.00	0.00	1,635.24
20 · Advertising	0.00	0.00	0.00	0.00	0.00	631.15
21 · Office Supplies	0.00	0.00	0.00	0.00	0.00	874.40
22 · License and Taxes	0.00	0.00	0.00	0.00	0.00	465.78
23 · Repairs and Maintenance	0.00	0.00	0.00	0.00	0.00	250.00
24 · Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	656.61
26 · Affinipay Service Fees	0.00	0.00	0.00	0.00	0.00	9.31
28 · Meals and Entertainment	0.00	0.00	0.00	0.00	0.00	123.10
31 · Website	0.00	0.00	0.00	0.00	0.00	1,297.50
32 · Education	0.00	0.00	0.00	0.00	0.00	25.00
7 · Payroll - Executive Director	0.00	0.00	0.00	0.00	0.00	2,800.00
7a · Payroll	0.00	0.00	0.00	0.00	0.00	8,755.83
7b · Payroll Tax	0.00	0.00	0.00	0.00	0.00	1,939.41
8 · Office Assistant	0.00	0.00	0.00	0.00	0.00	156.00
859 · Bank Charges	0.00	0.00	0.00	0.00	0.00	108.00
9 · Payroll - Interns	0.00	0.00	0.00	0.00	0.00	1,640.00
Total OPEX	0.00	0.00	0.00	0.00	0.00	23,592.33
Program Expense						
12 · Instructor Expense	0.00	0.00	0.00	0.00	0.00	2,350.00
Total Program Expense	0.00	0.00	0.00	0.00	0.00	2,350.00
Total Expense	0.00	0.00	0.00	0.00	0.00	25,942.33
Net Income	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**-1,546.24**

Bass & Sandfort Accountants, PA.
1301 West Garden St.
Pensacola, FL 32502

(850) 434-5899 Phone
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African American Heritage Society, Inc.

We have compiled the accompanying statement of assets and liabilities, and the related statement of revenues and expenses. The financial statements have been prepared by the method of accounting used by the Company for income-tax purposes, which is a basis of accounting other than generally accepted accounting principals.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. Accordingly, we do not express an opinion or any other form of assurance thereon. We did become aware, however, of the departures from generally accepted accounting principles that are described in the following paragraph.

The statements do not reflect the Company's federal income-tax provision. The effects of this departure from generally accepted accounting principles have not been determined. Management has elected to omit substantially all of the disclosures and the statement of changes in financial position required by generally accepted accounting principles. If the omitted disclosures and statements were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and changes in financial position. These financial statements, therefore, are not designed for those who are not informed about such matters.



Scott B. Sandfort CPA

African American Heritage Society, Inc.
Balance Sheet
As of June 30, 2024

	Jun 30, 24
ASSETS	
Current Assets	
Checking/Savings	
104 · Checking	199.11
Total Checking/Savings	199.11
Total Current Assets	199.11
TOTAL ASSETS	**199.11**
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
502 · Loan from Cheryl Howard	500.00
Total Long Term Liabilities	500.00
Total Liabilities	500.00
Equity	
585 · Retained Earnings	655.07
Net Income	-955.96
Total Equity	-300.89
TOTAL LIABILITIES & EQUITY	**199.11**

African American Heritage Society, Inc.
Profit & Loss
April through June 2024

	Apr - Jun 24	Oct '23 - Jun 24	% of Income
Income			
Inc/Sales			
Income			
Fundraising			
3 · Board Giving	0.00	570.00	0.0%
4 · Memberships	485.00	940.00	2.1%
5 · Book Sales	28.80	518.51	0.1%
6 · Donations	1,720.00	1,970.00	7.6%
Total Fundraising	2,233.80	3,998.51	9.9%
Grants			
1 · Grants from Escambia County	16,674.10	60,352.81	73.7%
Total Grants	16,674.10	60,352.81	73.7%
Total Income	18,907.90	64,351.32	83.5%
Total Inc/Sales	18,907.90	64,351.32	83.5%
Inc/Var			
955 · Misc. Income	3,730.00	3,730.00	16.5%
Total Inc/Var	3,730.00	3,730.00	16.5%
Total Income	22,637.90	68,081.32	100.0%
Expense			
OPEX			
10 · Accounting & Legal	1,250.00	3,200.00	5.5%
19 · Utilities	1,602.44	4,868.27	7.1%
20 · Advertising	361.79	1,074.79	1.6%
21 · Office Supplies	1,188.78	5,890.87	5.3%
22 · License and Taxes	17.83	179.09	0.1%
23 · Repairs and Maintenance	157.76	1,117.76	0.7%
24 · Dues and Subscriptions	186.89	406.83	0.8%
25 · Insurance	0.00	706.70	0.0%
26 · Affinipay Service Fees	30.36	52.02	0.1%
28 · Meals and Entertainment	85.63	98.86	0.4%
7 · Payroll - Executive Director	12,900.01	38,300.03	57.0%
8 · Office Assistant	2,708.29	4,633.04	12.0%
859 · Bank Charges	108.00	108.00	0.5%
879 · Donations	300.00	350.00	1.3%
9 · Payroll - Interns	1,427.50	3,247.00	6.3%
916 · Miscellaneous	0.00	1,485.00	0.0%
916.1 · Flowers	132.94	240.86	0.6%
927 · Postage and Shipping	0.00	124.99	0.0%
935 · Services (Outside)	0.00	427.20	0.0%
938 · Supplies	0.00	187.31	0.0%
Total OPEX	22,458.22	66,698.62	99.2%
Program Expense			
29 · Program Expense - Books	22.52	63.07	0.1%
701.1 · Program Expense	124.81	2,275.59	0.6%
Total Program Expense	147.33	2,338.66	0.7%
Total Expense	22,605.55	69,037.28	99.9%
Net Income	**32.35**	**-955.96**	**0.1%**

African American Heritage Society, Inc.
Balance Sheet
As of September 30, 2023

	Sep 30, 23
ASSETS	
Current Assets	
Checking/Savings	
104 · Checking	655.07
Total Checking/Savings	655.07
Total Current Assets	655.07
TOTAL ASSETS	**655.07**
LIABILITIES & EQUITY	
Equity	
585 · Retained Earnings	1,434.07
Net Income	-779.00
Total Equity	655.07
TOTAL LIABILITIES & EQUITY	**655.07**

African American Heritage Society, Inc.
Profit & Loss
October 2022 through September 2023

	Oct '22 - Sep 23	
Income		
Inc/Sales		
Income	98,403.02	
Total Inc/Sales		98,403.02
Total Income		98,403.02
Expense		
OPEX		
10 · Accounting & Legal	5,685.00	
19 · Utilities	6,676.63	
20 · Advertising	3,458.00	
21 · Office Supplies	10,211.13	
22 · License and Taxes	93.75	
23 · Repairs and Maintenance	2,080.00	
24 · Dues and Subscriptions	179.91	
25 · Insurance	680.45	
26 · Affinipay Service Fees	270.93	
28 · Meals and Entertainment	378.54	
7 · Payroll - Executive Director	22,410.00	
859 · Bank Charges	648.00	
875 · Contract Labor	33,980.00	
879 · Donations	570.00	
886 · Event Expense	2,066.21	
909 · Labor, Salaries and Wages	-310.00	
916 · Miscellaneous	925.00	
927 · Postage and Shipping	848.04	
935 · Services (Outside)	6,326.20	
938 · Supplies	1,537.48	
939 · Travel	306.85	
Total OPEX		99,022.12
Program Expense		
701.1 · Program Expense	159.90	
Total Program Expense		159.90
Total Expense		99,182.02
Net Income		**-779.00**

African American Heritage Society, Inc.
Profit & Loss
October 2023 through June 2024

	Oct 23	Nov 23	Dec 23	Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	TOTAL
Income										
Inc/Sales										
Income										
Fundraising										
3 · Board Giving	0.00	0.00	0.00	0.00	0.00	570.00	0.00	0.00	0.00	570.00
4 · Memberships	0.00	205.00	0.00	100.00	150.00	0.00	105.00	70.00	310.00	940.00
5 · Book Sales	0.00	0.00	0.00	0.00	331.75	157.96	0.00	0.00	28.80	518.51
6 · Donations	0.00	0.00	0.00	250.00	0.00	0.00	1,000.00	500.00	220.00	1,970.00
Total Fundraising	0.00	205.00	0.00	350.00	481.75	727.96	1,105.00	570.00	558.80	3,998.51
Grants										
1 · Grants from Escambia County	14,614.09	0.00	9,030.08	6,000.00	3,850.03	10,184.51	10,215.76	6,458.34	0.00	60,352.81
Total Grants	14,614.09	0.00	9,030.08	6,000.00	3,850.03	10,184.51	10,215.76	6,458.34	0.00	60,352.81
Total Income	14,614.09	205.00	9,030.08	6,350.00	4,331.78	10,912.47	11,320.76	7,028.34	558.80	64,351.32
Total Inc/Sales	14,614.09	205.00	9,030.08	6,350.00	4,331.78	10,912.47	11,320.76	7,028.34	558.80	64,351.32
Inc/Var										
955 · Misc. Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,730.00	0.00	3,730.00
Total Inc/Var	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,730.00	0.00	3,730.00
Total Income	14,614.09	205.00	9,030.08	6,350.00	4,331.78	10,912.47	11,320.76	10,758.34	558.80	68,081.32
Expense										
OPEX										
10 · Accounting & Legal	325.00	325.00	325.00	325.00	325.00	325.00	325.00	325.00	600.00	3,200.00
19 · Utilities	578.56	535.26	494.40	499.14	561.16	597.31	563.96	506.56	531.92	4,868.27
20 · Advertising	445.00	45.00	45.00	52.00	52.00	74.00	52.00	102.89	206.90	1,074.79
21 · Office Supplies	2,789.38	178.17	240.00	613.03	555.19	326.32	324.57	804.62	59.59	5,890.87
22 · License and Taxes	0.00	0.00	0.00	0.00	0.00	161.26	0.00	17.83	0.00	179.09
23 · Repairs and Maintenance	160.00	160.00	0.00	320.00	160.00	160.00	97.76	60.00	0.00	1,117.76
24 · Dues and Subscriptions	19.99	19.99	19.99	19.99	19.99	119.99	19.99	90.95	75.95	406.83
25 · Insurance	0.00	0.00	0.00	706.70	0.00	0.00	0.00	0.00	0.00	706.70
26 · Affinipay Service Fees	2.59	0.00	3.88	7.53	3.18	4.48	17.38	1.86	11.12	52.02
28 · Meals and Entertainment	0.00	0.00	0.00	0.00	13.23	0.00	13.50	72.13	0.00	98.86
7 · Payroll - Executive Director	4,166.67	4,166.67	4,166.67	4,166.67	4,566.67	4,166.67	4,566.67	6,933.34	1,400.00	38,300.03
8 · Office Assistant	0.00	0.00	0.00	0.00	919.75	1,005.00	1,328.29	585.00	795.00	4,633.04
859 · Bank Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	108.00	108.00
879 · Donations	0.00	0.00	0.00	0.00	0.00	50.00	300.00	0.00	0.00	350.00
9 · Payroll - Interns	250.00	250.00	275.00	250.00	250.00	544.50	458.00	551.50	418.00	3,247.00
916 · Miscellaneous	65.00	0.00	0.00	900.00	0.00	520.00	0.00	0.00	0.00	1,485.00
916.1 · Flowers	0.00	107.92	0.00	0.00	0.00	0.00	132.94	0.00	0.00	240.86
927 · Postage and Shipping	8.99	0.00	0.00	0.00	0.00	116.00	0.00	0.00	0.00	124.99
935 · Services (Outside)	427.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	427.20
938 · Supplies	0.00	0.00	0.00	0.00	47.49	139.82	0.00	0.00	0.00	187.31
Total OPEX	9,238.38	5,788.01	5,569.94	7,860.06	7,473.66	8,310.35	8,200.06	10,051.68	4,206.48	66,698.62
Program Expense										
29 · Program Expense - Books	0.00	0.00	0.00	0.00	40.55	0.00	0.00	22.52	0.00	63.07
701.1 · Program Expense	531.98	31.98	31.98	531.98	516.94	505.92	124.81	0.00	0.00	2,275.59
Total Program Expense	531.98	31.98	31.98	531.98	557.49	505.92	124.81	22.52	0.00	2,338.66
Total Expense	9,770.36	5,819.99	5,601.92	8,392.04	8,031.15	8,816.27	8,324.87	10,074.20	4,206.48	69,037.28
Net Income	**4,843.73**	**-5,614.99**	**3,428.16**	**-2,042.04**	**-3,699.37**	**2,096.20**	**2,995.89**	**684.14**	**-3,647.68**	**-955.96**

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
AE									0.00
Total AE									0.00
104 · Checking									-333.24
Deposit	04/01/24				Deposit	-SPLIT-	11,320.76		10,987.52
Check	04/01/24			Payroll		7 · Payroll - E...		2,766.67	8,220.85
Check	04/01/24			DocuSign		21 · Office Su...		15.00	8,205.85
Check	04/01/24			Sigma Accounting		10 · Accounti...		325.00	7,880.85
Check	04/01/24			FPL		19 · Utilities		130.23	7,750.62
Check	04/01/24			AffiniPay		26 · Affinipay ...		17.38	7,733.24
Check	04/01/24			ECUA		19 · Utilities		51.65	7,681.59
Check	04/01/24			Cox		19 · Utilities		337.12	7,344.47
Check	04/01/24			Tribute Store Flow...		916.1 · Flowers		132.94	7,211.53
Check	04/01/24			Dropbox		21 · Office Su...		11.99	7,199.54
Check	04/01/24			Earthlink		19 · Utilities		11.90	7,187.64
Check	04/01/24			Zoom		701.1 · Progr...		31.98	7,155.66
Check	04/01/24			Constant Contact		20 · Advertising		52.00	7,103.66
Check	04/01/24			Payroll		9 · Payroll - In...		250.00	6,853.66
Check	04/01/24			Payroll		7 · Payroll - E...		1,400.00	5,453.66
Check	04/01/24			ATL Beercode		28 · Meals an...		13.50	5,440.16
Check	04/01/24			City of Pensacola		19 · Utilities		33.06	5,407.10
Check	04/01/24			Dropbox		21 · Office Su...		11.99	5,395.11
Check	04/01/24			Lowes		23 · Repairs a...		97.76	5,297.35
Check	04/01/24			Best Buy		21 · Office Su...		128.99	5,168.36
Check	04/01/24			Adobe		24 · Dues and...		19.99	5,148.37
Check	04/01/24			Wild Apricot		21 · Office Su...		140.00	5,008.37
Check	04/01/24			HP Instant Ink		21 · Office Su...		1.60	5,006.77
Check	04/01/24			DocuSign		21 · Office Su...		15.00	4,991.77
Check	04/01/24	1026		Barbara Charles		8 · Office Assi...		450.00	4,541.77
Check	04/01/24	1027		Cheryl Howard		7 · Payroll - E...		400.00	4,141.77
Check	04/01/24	1028		Cheryl Howard		701.1 · Progr...		92.83	4,048.94
Check	04/01/24	1029		Pamela Johnson		9 · Payroll - In...		168.00	3,880.94
Check	04/01/24	1030		Barbara Charles		8 · Office Assi...		420.00	3,460.94
Check	04/01/24	1031		James Williams		9 · Payroll - In...		40.00	3,420.94
Check	04/01/24	1032		Barbara Charles		8 · Office Assi...		400.00	3,020.94
Check	04/01/24	1033		Barbara Charles		8 · Office Assi...		58.29	2,962.65
Check	04/01/24	1035		AKA-D10		879 · Donations		300.00	2,662.65
Check	05/01/24			Cheryl Howard		7 · Payroll - E...		2,766.67	-104.02
Check	05/01/24			Sigma Accounting		10 · Accounti...		325.00	-429.02
Check	05/01/24			AffiniPay		26 · Affinipay ...		1.86	-430.88
Check	05/01/24			Sam's Club		21 · Office Su...		55.84	-486.72
Check	05/01/24			FPL		19 · Utilities		84.81	-571.53
Check	05/01/24			Dollar General		21 · Office Su...		19.35	-590.88
Check	05/01/24			Office Depot		21 · Office Su...		82.77	-673.65
Check	05/01/24			Dropbox		24 · Dues and...		11.99	-685.64
Check	05/01/24			Cox		19 · Utilities		336.90	-1,022.54
Check	05/01/24			Earthlink		20 · Advertising		14.90	-1,037.44
Check	05/01/24			ECUA		19 · Utilities		51.79	-1,089.23
Check	05/01/24			City of Pensacola		19 · Utilities		33.06	-1,122.29
Check	05/01/24			Zoom		24 · Dues and...		31.98	-1,154.27
Check	05/01/24			Constant Contact		20 · Advertising		52.00	-1,206.27
Check	05/01/24			Best Buy		21 · Office Su...		124.99	-1,331.26
Check	05/01/24			Payroll		9 · Payroll - In...		250.00	-1,581.26
Check	05/01/24			Payroll		7 · Payroll - E...		1,400.00	-2,981.26
Check	05/01/24			Dropbox		24 · Dues and...		11.99	-2,993.25
Check	05/01/24			FL Dept of Revenue		22 · License a...		17.83	-3,011.08
Check	05/01/24			Office Depot		21 · Office Su...		9.02	-3,020.10
Check	05/01/24			BlueHost.com		20 · Advertising		35.99	-3,056.09
Check	05/01/24			Adobe		24 · Dues and...		19.99	-3,076.08
Check	05/01/24			Olde East Hill Grill		28 · Meals an...		72.13	-3,148.21
Check	05/01/24			Wild Apricot		21 · Office Su...		140.00	-3,288.21
Check	05/01/24			HP Instant Ink		21 · Office Su...		1.60	-3,289.81
Check	05/01/24			Office Depot		21 · Office Su...		174.47	-3,464.28
Check	05/01/24			Barnes & Noble		29 · Program ...		22.52	-3,486.80
Check	05/01/24			Office Depot		21 · Office Su...		106.19	-3,592.99
Check	05/01/24			DocuSign		24 · Dues and...		15.00	-3,607.99
Check	05/01/24			Sam's Club		21 · Office Su...		281.91	-3,889.90
Check	05/01/24			Payroll		7 · Payroll - E...		2,766.67	-6,656.57
Deposit	05/01/24				Deposit	-SPLIT-	535.00		-6,121.57
Deposit	05/01/24			Office Depot	Deposit	21 · Office Su...	28.78		-6,092.79
Deposit	05/01/24			Escambia County	Deposit	1 · Grants fro...	6,458.34		365.55
Deposit	05/01/24			Best Buy	Deposit	21 · Office Su...	124.99		490.54
Deposit	05/01/24				Deposit	4 · Membershi...	35.00		525.54
Deposit	05/01/24			Sam's Club	Deposit	21 · Office Su...	11.99		537.53
Deposit	05/01/24			Office Depot	Deposit	21 · Office Su...	25.76		563.29
Check	05/01/24	1039		James Williams		9 · Payroll - In...		112.50	450.79
Check	05/04/24	1036		Pamela Johnson		9 · Payroll - In...		189.00	261.79
Check	05/04/24	1037		Barbara Charles		8 · Office Assi...		585.00	-323.21
Check	05/04/24	1038		John Hunter		23 · Repairs a...		60.00	-383.21

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
General Journal	05/31/24	cpa	*		void old outst...	955 · Misc. In...	3,730.00		3,346.79
Check	06/01/24			Lowes		21 · Office Su...		98.77	3,248.02
Check	06/01/24			FPL		19 · Utilities		110.46	3,137.56
Check	06/01/24			AffiniPay		26 · Affinipay ...		11.12	3,126.44
Check	06/01/24			ECUA		19 · Utilities		51.50	3,074.94
Check	06/01/24			Cox		19 · Utilities		336.90	2,738.04
Check	06/01/24			Dropbox		24 · Dues and...		11.99	2,726.05
Check	06/01/24			Earthlink		20 · Advertising		14.90	2,711.15
Check	06/01/24			Zoom		24 · Dues and...		31.98	2,679.17
Check	06/01/24			City of Pensacola		19 · Utilities		33.06	2,646.11
Check	06/01/24			Constant Contact		20 · Advertising		52.00	2,594.11
Check	06/01/24			Dashaun McKenzie		9 · Payroll - In...		250.00	2,344.11
Check	06/01/24			Intuit		10 · Accounti...		90.00	2,254.11
Check	06/01/24			Dropbox		24 · Dues and...		11.99	2,242.12
Check	06/01/24			Adobe		24 · Dues and...		19.99	2,222.13
Check	06/01/24			Intuit		10 · Accounti...		10.00	2,212.13
Check	06/01/24			Bass & Sandfort		10 · Accounti...		500.00	1,712.13
Check	06/01/24			Wild Apricot		20 · Advertising		140.00	1,572.13
Check	06/01/24			Overdaft Fee		859 · Bank C...		36.00	1,536.13
Check	06/01/24			Overdaft Fee		859 · Bank C...		36.00	1,500.13
Check	06/01/24			HP Instant Ink		21 · Office Su...		1.60	1,498.53
Check	06/01/24			Overdaft Fee		859 · Bank C...		36.00	1,462.53
Deposit	06/01/24				Deposit	4 · Membershi...	310.00		1,772.53
Deposit	06/01/24				Deposit	5 · Book Sales	28.80		1,801.33
Deposit	06/01/24			Lowes	Deposit	21 · Office Su...	40.78		1,842.11
Deposit	06/01/24				Belk Sale	6 · Donations	170.00		2,012.11
Deposit	06/01/24				Wiggins Belk	6 · Donations	50.00		2,062.11
Transfer	06/01/24				Funds Transfer	502 · Loan fro...	500.00		2,562.11
Check	06/01/24	1042		Barbara Charles		8 · Office Assi...		270.00	2,292.11
Check	06/01/24	1044		Barbara Charles		8 · Office Assi...		525.00	1,767.11
Check	06/01/24	1045		Cheryl Howard		7 · Payroll - E...		1,400.00	367.11
Check	06/01/24	1046		Pamela Johnson		9 · Payroll - In...		168.00	199.11
Total 104 · Checking							23,370.20	22,837.85	199.11
105 · Checking #2									0.00
Total 105 · Checking #2									0.00
100 · SUSPENED									0.00
Total 100 · SUSPENED									0.00
102 · Transfer Account									0.00
Total 102 · Transfer Account									0.00
103 · Cash on Hand									0.00
Total 103 · Cash on Hand									0.00
115 · Accounts Receivable									0.00
Total 115 · Accounts Receivable									0.00
119 · Returned Checks									0.00
Total 119 · Returned Checks									0.00
120 · Inventory									0.00
Total 120 · Inventory									0.00
132 · Employee Loans									0.00
Total 132 · Employee Loans									0.00
140 · Work In Progress									0.00
Total 140 · Work In Progress									0.00
1499 · Undeposited									0.00
Total 1499 · Undeposited									0.00
150 · Prepaid Insurance									0.00
Total 150 · Prepaid Insurance									0.00
151 · Prepaid Interest									0.00
Total 151 · Prepaid Interest									0.00
152 · Prepaid Rent									0.00
Total 152 · Prepaid Rent									0.00
251 · Autos and Trucks									0.00
Total 251 · Autos and Trucks									0.00
254 · Buildings									0.00
Total 254 · Buildings									0.00
259 · Leasehold Improvement									0.00

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
Total 259 · Leasehold Improvement									0.00
269 · Equipment & Furniture									0.00
Total 269 · Equipment & Furniture									0.00
279 · Land									0.00
Total 279 · Land									0.00
280 · xx Accum Depreciation									0.00
Total 280 · xx Accum Depreciation									0.00
313 · Goodwill									0.00
Total 313 · Goodwill									0.00
351 · x Deposits									0.00
Total 351 · x Deposits									0.00
352 · x Prepaid Interest									0.00
Total 352 · x Prepaid Interest									0.00
353 · x Incorporation Costs									0.00
Total 353 · x Incorporation Costs									0.00
354 · Non Compete Agreement									0.00
Total 354 · Non Compete Agreement									0.00
355 · Other									0.00
Total 355 · Other									0.00
401 · Accounts Payable									0.00
Total 401 · Accounts Payable									0.00
404 · Payroll Tax Payable									0.00
Total 404 · Payroll Tax Payable									0.00
407 · Sales Tax Payable									0.00
Total 407 · Sales Tax Payable									0.00
411 · Credit Cards Payable									0.00
Total 411 · Credit Cards Payable									0.00
412 · Note Paybable < 1 yr									0.00
Total 412 · Note Paybable < 1 yr									0.00
501 · N/P Officers									0.00
Total 501 · N/P Officers									0.00
502 · Loan from Cheryl Howard									0.00
Transfer	06/01/24				Funds Transfer	104 · Checking		500.00	-500.00
Total 502 · Loan from Cheryl Howard							0.00	500.00	-500.00
512 · Notes Payable > 1yr									0.00
Total 512 · Notes Payable > 1yr									0.00
3000 · Opening Bal Equity									0.00
Total 3000 · Opening Bal Equity									0.00
580 · Addt'l Paid Capital									0.00
Total 580 · Addt'l Paid Capital									0.00
581 · Common Stock									0.00
Total 581 · Common Stock									0.00
582 · Capital									0.00
Total 582 · Capital									0.00
583 · Draw									0.00
Total 583 · Draw									0.00
584 · Distributions									0.00
Total 584 · Distributions									0.00
585 · Retained Earnings									-655.07
Total 585 · Retained Earnings									-655.07
587 · Current Earnings									0.00
Total 587 · Current Earnings									0.00
Inc/Sales									-45,443.42
Income									-45,443.42
Fundraising									-1,764.71
3 · Board Giving									-570.00

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
Total 3 · Board Giving									-570.00
4 · Memberships									-455.00
Deposit	04/01/24				-MULTIPLE-	104 · Checking		105.00	-560.00
Deposit	05/01/24				Deposit	104 · Checking		35.00	-595.00
Deposit	05/01/24				Deposit	104 · Checking		35.00	-630.00
Deposit	06/01/24				Deposit	104 · Checking		310.00	-940.00
Total 4 · Memberships							0.00	485.00	-940.00
5 · Book Sales									-489.71
Deposit	06/01/24				Deposit	104 · Checking		28.80	-518.51
Total 5 · Book Sales							0.00	28.80	-518.51
6 · Donations									-250.00
Deposit	04/01/24				Deposit	104 · Checking		1,000.00	-1,250.00
Deposit	05/01/24				Deposit	104 · Checking		500.00	-1,750.00
Deposit	06/01/24				Belk Sale	104 · Checking		170.00	-1,920.00
Deposit	06/01/24				Wiggins Belk	104 · Checking		50.00	-1,970.00
Total 6 · Donations							0.00	1,720.00	-1,970.00
Fundraising - Other									0.00
Total Fundraising - Other									0.00
Total Fundraising							0.00	2,233.80	-3,998.51
Grants									-43,678.71
1 · Grants from Escambia County									-43,678.71
Deposit	04/01/24				-MULTIPLE-	104 · Checking		10,215.76	-53,894.47
Deposit	05/01/24			Escambia County	Deposit	104 · Checking		6,458.34	-60,352.81
Total 1 · Grants from Escambia County							0.00	16,674.10	-60,352.81
2 · Grants from FAAHPN									0.00
Total 2 · Grants from FAAHPN									0.00
Grants - Other									0.00
Total Grants - Other									0.00
Total Grants							0.00	16,674.10	-60,352.81
Income - Other									0.00
Total Income - Other									0.00
Total Income							0.00	18,907.90	-64,351.32
610 · xx Returns and Allowances									0.00
Total 610 · xx Returns and Allowances									0.00
Inc/Sales - Other									0.00
Total Inc/Sales - Other									0.00
Total Inc/Sales							0.00	18,907.90	-64,351.32
Inc/Var									0.00
954 · Gain on Disposition Asset									0.00
Total 954 · Gain on Disposition Asset									0.00
955 · Misc. Income									0.00
General Journal	05/31/24	cpa	*		void old outst...	104 · Checking		3,730.00	-3,730.00
Total 955 · Misc. Income							0.00	3,730.00	-3,730.00
957 · Interest									0.00
Total 957 · Interest									0.00
958 · Dividends									0.00
Total 958 · Dividends									0.00
959 · Rental Income									0.00
Total 959 · Rental Income									0.00
Inc/Var - Other									0.00
Total Inc/Var - Other									0.00
Total Inc/Var							0.00	3,730.00	-3,730.00
OPEX									44,240.40
10 · Accounting & Legal									1,950.00
18 · Audit									0.00
Total 18 · Audit									0.00

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
10 · Accounting & Legal - Other									1,950.00
Check	04/01/24			Sigma Accounting		104 · Checking	325.00		2,275.00
Check	05/01/24			Sigma Accounting		104 · Checking	325.00		2,600.00
Check	06/01/24			Intuit		104 · Checking	90.00		2,690.00
Check	06/01/24			Intuit		104 · Checking	10.00		2,700.00
Check	06/01/24			Bass & Sandfort		104 · Checking	500.00		3,200.00
Total 10 · Accounting & Legal - Other							1,250.00	0.00	3,200.00
Total 10 · Accounting & Legal							1,250.00	0.00	3,200.00
19 · Utilities									3,265.83
Check	04/01/24			FPL		104 · Checking	130.23		3,396.06
Check	04/01/24			ECUA		104 · Checking	51.65		3,447.71
Check	04/01/24			Cox		104 · Checking	337.12		3,784.83
Check	04/01/24			Earthlink		104 · Checking	11.90		3,796.73
Check	04/01/24			City of Pensacola		104 · Checking	33.06		3,829.79
Check	05/01/24			FPL		104 · Checking	84.81		3,914.60
Check	05/01/24			Cox		104 · Checking	336.90		4,251.50
Check	05/01/24			ECUA		104 · Checking	51.79		4,303.29
Check	05/01/24			City of Pensacola		104 · Checking	33.06		4,336.35
Check	06/01/24			FPL		104 · Checking	110.46		4,446.81
Check	06/01/24			ECUA		104 · Checking	51.50		4,498.31
Check	06/01/24			Cox		104 · Checking	336.90		4,835.21
Check	06/01/24			City of Pensacola		104 · Checking	33.06		4,868.27
Total 19 · Utilities							1,602.44	0.00	4,868.27
20 · Advertising									713.00
Check	04/01/24			Constant Contact		104 · Checking	52.00		765.00
Check	05/01/24			Earthlink		104 · Checking	14.90		779.90
Check	05/01/24			Constant Contact		104 · Checking	52.00		831.90
Check	05/01/24			BlueHost.com		104 · Checking	35.99		867.89
Check	06/01/24			Earthlink		104 · Checking	14.90		882.79
Check	06/01/24			Constant Contact		104 · Checking	52.00		934.79
Check	06/01/24			Wild Apricot		104 · Checking	140.00		1,074.79
Total 20 · Advertising							361.79	0.00	1,074.79
21 · Office Supplies									4,702.09
Check	04/01/24			DocuSign		104 · Checking	15.00		4,717.09
Check	04/01/24			Dropbox		104 · Checking	11.99		4,729.08
Check	04/01/24			Dropbox		104 · Checking	11.99		4,741.07
Check	04/01/24			Best Buy		104 · Checking	128.99		4,870.06
Check	04/01/24			Wild Apricot		104 · Checking	140.00		5,010.06
Check	04/01/24			HP Instant Ink		104 · Checking	1.60		5,011.66
Check	04/01/24			DocuSign		104 · Checking	15.00		5,026.66
Check	05/01/24			Sam's Club		104 · Checking	55.84		5,082.50
Check	05/01/24			Dollar General		104 · Checking	19.35		5,101.85
Check	05/01/24			Office Depot		104 · Checking	82.77		5,184.62
Check	05/01/24			Best Buy		104 · Checking	124.99		5,309.61
Check	05/01/24			Office Depot		104 · Checking	9.02		5,318.63
Check	05/01/24			Wild Apricot		104 · Checking	140.00		5,458.63
Check	05/01/24			HP Instant Ink		104 · Checking	1.60		5,460.23
Check	05/01/24			Office Depot		104 · Checking	174.47		5,634.70
Check	05/01/24			Office Depot		104 · Checking	106.19		5,740.89
Check	05/01/24			Sam's Club		104 · Checking	281.91		6,022.80
Deposit	05/01/24			Office Depot	Deposit	104 · Checking		28.78	5,994.02
Deposit	05/01/24			Best Buy	Deposit	104 · Checking		124.99	5,869.03
Deposit	05/01/24			Sam's Club	Deposit	104 · Checking		11.99	5,857.04
Deposit	05/01/24			Office Depot	Deposit	104 · Checking		25.76	5,831.28
Check	06/01/24			Lowes		104 · Checking	98.77		5,930.05
Check	06/01/24			HP Instant Ink		104 · Checking	1.60		5,931.65
Deposit	06/01/24			Lowes	Deposit	104 · Checking		40.78	5,890.87
Total 21 · Office Supplies							1,421.08	232.30	5,890.87
22 · License and Taxes									161.26
Check	05/01/24			FL Dept of Revenue		104 · Checking	17.83		179.09
Total 22 · License and Taxes							17.83	0.00	179.09
23 · Repairs and Maintenance									960.00
Check	04/01/24			Lowes		104 · Checking	97.76		1,057.76
Check	05/04/24	1038		John Hunter		104 · Checking	60.00		1,117.76
Total 23 · Repairs and Maintenance							157.76	0.00	1,117.76
24 · Dues and Subscriptions									219.94
Check	04/01/24			Adobe		104 · Checking	19.99		239.93
Check	05/01/24			Dropbox		104 · Checking	11.99		251.92

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
Check	05/01/24			Zoom		104 · Checking	31.98		283.90
Check	05/01/24			Dropbox		104 · Checking	11.99		295.89
Check	05/01/24			Adobe		104 · Checking	19.99		315.88
Check	05/01/24			DocuSign		104 · Checking	15.00		330.88
Check	06/01/24			Dropbox		104 · Checking	11.99		342.87
Check	06/01/24			Zoom		104 · Checking	31.98		374.85
Check	06/01/24			Dropbox		104 · Checking	11.99		386.84
Check	06/01/24			Adobe		104 · Checking	19.99		406.83
Total 24 · Dues and Subscriptions							186.89	0.00	406.83
25 · Insurance									706.70
Total 25 · Insurance									706.70
26 · Affinipay Service Fees									21.66
Check	04/01/24			AffiniPay		104 · Checking	17.38		39.04
Check	05/01/24			AffiniPay		104 · Checking	1.86		40.90
Check	06/01/24			AffiniPay		104 · Checking	11.12		52.02
Total 26 · Affinipay Service Fees							30.36	0.00	52.02
27 · Square Service Fees									0.00
Total 27 · Square Service Fees									0.00
28 · Meals and Entertainment									13.23
Check	04/01/24			ATL Beercode		104 · Checking	13.50		26.73
Check	05/01/24			Olde East Hill Grill		104 · Checking	72.13		98.86
Total 28 · Meals and Entertainment							85.63	0.00	98.86
7 · Payroll - Executive Director									25,400.02
Check	04/01/24			Payroll		104 · Checking	2,766.67		28,166.69
Check	04/01/24			Payroll		104 · Checking	1,400.00		29,566.69
Check	04/01/24	1027		Cheryl Howard		104 · Checking	400.00		29,966.69
Check	05/01/24			Cheryl Howard		104 · Checking	2,766.67		32,733.36
Check	05/01/24			Payroll		104 · Checking	1,400.00		34,133.36
Check	05/01/24			Payroll		104 · Checking	2,766.67		36,900.03
Check	06/01/24	1045		Cheryl Howard		104 · Checking	1,400.00		38,300.03
Total 7 · Payroll - Executive Director							12,900.01	0.00	38,300.03
8 · Office Assistant									1,924.75
Check	04/01/24	1026		Barbara Charles		104 · Checking	450.00		2,374.75
Check	04/01/24	1030		Barbara Charles		104 · Checking	420.00		2,794.75
Check	04/01/24	1032		Barbara Charles		104 · Checking	400.00		3,194.75
Check	04/01/24	1033		Barbara Charles		104 · Checking	58.29		3,253.04
Check	05/04/24	1037		Barbara Charles		104 · Checking	585.00		3,838.04
Check	06/01/24	1042		Barbara Charles		104 · Checking	270.00		4,108.04
Check	06/01/24	1044		Barbara Charles		104 · Checking	525.00		4,633.04
Total 8 · Office Assistant							2,708.29	0.00	4,633.04
853 · Auto and Truck									0.00
Total 853 · Auto and Truck									0.00
856 · Amortization									0.00
Total 856 · Amortization									0.00
857 · Bad Debts									0.00
Total 857 · Bad Debts									0.00
859 · Bank Charges									0.00
Check	06/01/24			Overdaft Fee		104 · Checking	36.00		36.00
Check	06/01/24			Overdaft Fee		104 · Checking	36.00		72.00
Check	06/01/24			Overdaft Fee		104 · Checking	36.00		108.00
Total 859 · Bank Charges							108.00	0.00	108.00
873 · Commissions									0.00
Total 873 · Commissions									0.00
874 · Cash Short or Over									0.00
Total 874 · Cash Short or Over									0.00
875 · Contract Labor									0.00
Total 875 · Contract Labor									0.00
877 · Depreciation Bonus*									0.00
Total 877 · Depreciation Bonus*									0.00
878 · Depreciation									0.00
Total 878 · Depreciation									0.00

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
879 · Donations									50.00
Check	04/01/24	1035		AKA-D10		104 · Checking	300.00		350.00
Total 879 · Donations							300.00	0.00	350.00
885 · Education									0.00
Total 885 · Education									0.00
886 · Event Expense									0.00
Total 886 · Event Expense									0.00
890 · Equipment Lease									0.00
Total 890 · Equipment Lease									0.00
891 · Fines and Penalties*									0.00
Total 891 · Fines and Penalties*									0.00
892 · Fuel									0.00
Total 892 · Fuel									0.00
9 · Payroll - Interns									1,819.50
Check	04/01/24			Payroll		104 · Checking	250.00		2,069.50
Check	04/01/24	1029		Pamela Johnson		104 · Checking	168.00		2,237.50
Check	04/01/24	1031		James Williams		104 · Checking	40.00		2,277.50
Check	05/01/24			Payroll		104 · Checking	250.00		2,527.50
Check	05/01/24	1039		James Williams		104 · Checking	112.50		2,640.00
Check	05/04/24	1036		Pamela Johnson		104 · Checking	189.00		2,829.00
Check	06/01/24			Dashaun McKenzie		104 · Checking	250.00		3,079.00
Check	06/01/24	1046		Pamela Johnson		104 · Checking	168.00		3,247.00
Total 9 · Payroll - Interns							1,427.50	0.00	3,247.00
902 · Health Insurance									0.00
Total 902 · Health Insurance									0.00
903 · Interest									0.00
Total 903 · Interest									0.00
905 · Life Insurance Officers									0.00
Total 905 · Life Insurance Officers									0.00
909 · Labor, Salaries and Wages									0.00
Total 909 · Labor, Salaries and Wages									0.00
910.1 · Sales & Use Tax									0.00
Total 910.1 · Sales & Use Tax									0.00
912 · Linen and Laundry									0.00
Total 912 · Linen and Laundry									0.00
916 · Miscellaneous									1,485.00
Total 916 · Miscellaneous									1,485.00
916.1 · Flowers									107.92
Check	04/01/24			Tribute Store Flow...		104 · Checking	132.94		240.86
Total 916.1 · Flowers							132.94	0.00	240.86
919 · Officers Salaries									0.00
Total 919 · Officers Salaries									0.00
922 · Payroll Taxes									0.00
Total 922 · Payroll Taxes									0.00
926 · Professional Services									0.00
Total 926 · Professional Services									0.00
927 · Postage and Shipping									124.99
Total 927 · Postage and Shipping									124.99
928 · Rent									0.00
Total 928 · Rent									0.00
935 · Services (Outside)									427.20
Total 935 · Services (Outside)									427.20
938 · Supplies									187.31
Total 938 · Supplies									187.31
939 · Travel									0.00
Total 939 · Travel									0.00
941 · Telephone									0.00

African American Heritage Society, Inc.
General Ledger
As of June 30, 2024

Type	Date	Num	Adj	Name	Memo	Split	Debit	Credit	Balance
Total 941 · Telephone									0.00
950 · Uniforms									0.00
Total 950 · Uniforms									0.00
OPEX - Other									0.00
Total OPEX - Other									0.00
Total OPEX							22,690.52	232.30	66,698.62
Program Expense									2,191.33
29 · Program Expense - Books									40.55
Check	05/01/24			Barnes & Noble		104 · Checking	22.52		63.07
Total 29 · Program Expense - Books							22.52	0.00	63.07
701 · Purchases									0.00
Total 701 · Purchases									0.00
701.1 · Program Expense									2,150.78
Check	04/01/24			Zoom		104 · Checking	31.98		2,182.76
Check	04/01/24	1028		Cheryl Howard		104 · Checking	92.83		2,275.59
Total 701.1 · Program Expense							124.81	0.00	2,275.59
704 · Freight									0.00
Total 704 · Freight									0.00
707 · Purchase Discounts									0.00
Total 707 · Purchase Discounts									0.00
708 · Inventory Variances									0.00
Total 708 · Inventory Variances									0.00
709 · Discounts Earned									0.00
Total 709 · Discounts Earned									0.00
Program Expense - Other									0.00
Total Program Expense - Other									0.00
Total Program Expense							147.33	0.00	2,338.66
No accnt									0.00
Total no accnt									0.00
TOTAL							**46,208.05**	**46,208.05**	**0.00**

Tourist Development Tax Fund 108

Pensacola Area Chamber of Commerce

16

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2022 or 2023 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2021 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: _____Greater Pensacola Chamber Foundation_____

Agency Address:_____418 West Garden St., 4th Floor, Pensacola, FL 32502_____

_____

Program Name for which funding is being requested: Fourth of July Fireworks_____

Amount Requested: $_____106,000_____

Program Contact: __Todd Thomson_____

Contact Email: _____tthomson@pensacolachamber.com_____

Contact Phone: (850) _475-4999__

25-Word Description of Program: ___Fourth of July Fireworks Show in Downtown Pensacola. annually attracts visitors from across the Gulf Coast to enjoy with our Escambia County residents. _____

_____

How many years has your organization been providing services in the County? _____136____

How many years has your organization received funding from the County? _____2_____

Explain how receiving funds from the County would have a significant impact on your organization: _____These funds will go to support the Fourth of July Fireworks Show in Pensacola. These funds will be used for the preparation and execution of the fireworks show. The majority of the funds go to the execution of the fireworks show that attracts so many visitors to our area._____

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: _____96,000_____

Briefly discuss how last year's funds were used? _____Funds were used to pay for the fireworks and other activities during the day. Funds paid for insurance, road barricades, clean up services, advertising, and other associated costs._____

_____

_____

_____

_____

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? ____These funds provided for a high-quality Fourth of July fireworks show enjoyed by county residents and visitors. This event provided a positive economic impact for our community._____

_____

_____

_____

_____

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? _____The majority of funding will be used for the fireworks themselves, but also for other associated costs. Other costs include insurance, road barricades, clean up services, and other activities needed to ensure a positive experience for our visitors and residents. See Appendix for detailed data.

_____

_____

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain:

No

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: We partner with the Pensacola Young Professionals on this event.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. We have the capacity to manage this event. There is not another organization doing this in Escambia County.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 0%

- Percentage for direct programming costs: _____100_____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? _____We would have to secure private sponsors.

_____

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: ___N/A_____

_____

_____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. _____No_____

_____

_____

_____

_____

_____

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only) _____We work with local radio, television, and billboard companies on marketing. Most of our marketing is in-kind._____

_____

_____

_____

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only)

N/A

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1.Number of destination visitors that come to Pensacola for this event	12,000	13,000	14,000	8%
2. Number of room nights generated for this event	1,100	1,200	1,300	7%
3. . Total economic impact generated by this event	4,000,00	4,300,00	4,500,00	7%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY25
1.Increase Attendance in 2025-26 by 10%	10% to 60,500
2.Increase the number of hotel room nights generated by this event	7%
3.	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1.Attendance in FY 24	55,0000
2. Number of Room Nights generated by this event	4,300

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for

which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2023	Current Budget Year FY 2024	Proposed Budget Year FY 2025
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$3,000	$3,600	$4,000
County Funding/Direct Contribution	$96,000	$96,000	$106,000
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$99,000	$99,600	$110,000

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____

_____

_____

_____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2023	Current Budget Year FY 2024	Proposed Budget Year FY 2025
Total Number of Staff	0	0	0
Salaries and Wages	$	$	$
Employee Benefits	$	$	$
Professional Services	$10,000	$10000	$10,000
Contractual Services	$65,000	$65,000	$75,000
Travel Expenses	$	$	$
Rentals and Leases	$	$	$
Communication	$5000	$5000	$4000
Postage and Freight	$	$	$
Repair and Maintenance	$	$	$
Printing and Binding	$	$	$
Marketing and Promotion	$5000	$5000	$6500
Fuel	$	$	$
Supplies	$1000	$1000	$500
Event Expenses	$10,000	$10,000	$10,000
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$	$	$
Total Expenses	$96,000	$96,000	$106,000
Net Income - (Revenue minus Expense)	$0	$0	$4000

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. _____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item. _____

_____

_____

_____

_____

_____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? __FY_____

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. _____

_____

_____

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

_____N/A_____

_____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
N/A		$
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. ____N/A_____

_____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

_____$260 for food trucks to participate_____

7. Does your organization require background checks from volunteers and staff? __Staff only_____

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____N/A_____

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

_____

_____

_____

_____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

_____

_____

_____

_____

3. Was there any increase in membership for the local chambers? _____

_____

_____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

5. Can we reduce the taxpayer subsidy? _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Name

President — 5/16/25

Title — Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9): Pensacola Area Foundation, Inc.
Contact: Todd Thomson
Title: President
Mailing Address: 418 West Garden St. Pensacola, FL 32502
Grant Amount Received: $96,000

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?

The 2024 Fourth of July Fireworks provided Escambia County citizens and visitors a dazzling fireworks show over Pensacola Bay. The show brought in visitors to our community, providing a positive economic impact.

Is this a new or repeat grant? Repeat

If Repeat, how many years? 3rd

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

The Fourth of July Fireworks show is the largest in our region and brings thousands of visitors to our area to enjoy their holiday experience.

How did your organization/event benefit tourism in Escambia County?

It brought in visitors to enjoy the fireworks.

How were Tourist Development Tax Dollars spent?

Primarily on the fireworks themselves, but also for insurance, road closure and management, waste management, marketing, and EMTs.

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Goals and Metrics Scorecard: Fourth of July Fireworks FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?				**50,000**
How many people who attended/visited your organization/event stayed in area hotel/motels?				**500**
How many nights did those people stay in area hotels/motels?				**4**
On average, how much did each family spend at the organization/event?				**$100**

Twelve vendors (food trucks, etc.) participated in the 2024 event and we have surpassed that already in 2025.

Tourism Narrative Summary:

The Greater Pensacola Chamber and Pensacola Young Professionals collaborated to host the 'Pensacola's 4th of July' event on the waterfront of Pensacola Bay, attracting a large crowd of locals and visitors alike. The festivities kicked off at 4pm with a variety of food trucks lining Bayfront Parkway, offering a range of delicious cuisines to fuel the excitement for the evening's events. This was the longest fireworks show in years.

As the sun began to set, the atmosphere was further enhanced by the Symphony Sparks and Stars event with the Pensacola Symphony at Community Maritime Park which provided a soundtrack of upbeat music to set the mood for the evening. Our continued partnership with Cat Country was a breathtaking fireworks show choreographed to a soundtrack of American favorites.

This year's show was again shot from the Port of Pensacola with the backdrop of the lighted Pensacola Bay Bridge. This was well-received by the community, with many praising the improved visibility and overall quality of the show, combined with the red, white, and blue lights from the bridge.

Thank you for the generous support from Escambia County, providing $96,000 in funding to ensure its success. This support was instrumental in bringing the community together for a memorable and successful celebration of Independence Day.

Overall, the 'Pensacola's 4th of July' event was a resounding success, providing a fun and entertaining evening for all who attended. The Greater Pensacola Chamber and Pensacola Young Professionals are already looking forward to next year's event and the opportunity to once again bring the community together for a memorable celebration. This event capped off the Fourth of July celebration and served as a draw for visitors to come to our community.

The bulk of the Tourism Development Tax dollars were spent on the actual fireworks show, but funds were also spent on marketing, insurance, and necessities for day-of activities.

Tens of thousands of people lined Bayfront Parkway and set up in Maritime Park and other areas in Downtown Pensacola to enjoy the show,

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Pensacola Area Chamber Foundation, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
418 West Garden St., 4th Floor

Requester's name and address (optional)

6 City, state, and ZIP code
Pensacola, FL 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
[ ][ ][ ] - [ ][ ] - [ ][ ][ ][ ]

or

Employer identification number
5 9 - 2 2 9 7 8 2 6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person ▶** [signature] | **Date ▶** 1-2-24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Internal Revenue Service
Room 310, Screening Unit
P. O. Box 941
Atlanta, Georgia 30370

Department of the Treasury

LETTER 1046

JUN 13 1984

RECEIVED JUN 25 1984

Our Letter Dated:
November 30, 1983
Advance Ruling Period:
March, 1982
through June 30, 1984
Person to Contact:
R. Mitchell/tlb
Contact Telephone Number:
(404) 221-4627
Employer Identification
Number:
59-2297826
File Folder Number:
580044577

Pensacola Area Chamber
Foundation, Inc.
P. O. Box 550
Pensacola, FL 32593

Dear Sir or Madam:

Our letter of the above date stated that you would be treated as a publicly supported organization and not as a private foundation during your advance ruling period. This was based on our determination that you could reasonably be expected to be an organization described in sections 170(b)(1)(A)(vi) and 509(a)(1) or in section 509(a)(2) of the Internal Revenue Code.

We also stated that at the end of your advance ruling period you would have to establish that you were in fact an organization described in one of the above sections.

Our records indicate your advance ruling period ends on the date shown above. Therefore, to establish that you are an organization described in sections 170(b)(1)(A)(vi) and 509(a)(1) or in section 509(a)(2), please send us the following information for each of the tax years in your advance ruling period:

1. Amount of gifts, grants, and contributions received.

2. Amount of membership fees received.

3. Amount of gross income from interest, dividends, rents, and royalties.

4. Amount of net income from unrelated business activities.

5. Amount of tax revenue levied for your benefit and either paid to you or spent on your behalf.

6. The value of services or facilities furnished to you by a governmental unit without charge. (Do not include the value of services or facilities generally furnished to the public without charge.)

7. Amount of other receipts. Please specify their nature. (Do not include gain (or loss) from the sale or exchange of capital assets or gross receipts from the sources described in item 10, below.)

8. The total amount of the above items for each year and the total for the advance ruling period.

9. A statement showing the name of and amount received from each person (individual, estate, trust, organization, or foundation) who contributed more than 2 percent of the aggregate total in item 8 for the advance ruling period. If such amounts were other than cash, please indicate the nature or type of receipt and the method of valuation.

10. Amount of gross receipts from admissions, sale of merchandise, performance of services, or furnishing of facilities in any activity that is not an unrelated business within the meaning of section 513. Furnish the following information unless you do not wish consideration of your status under section 509(a)(2):

11. The total amount of items 8 and 10 for each tax year.

12. A statement showing the name of, and amount received in each year from, each disqualified person (as defined in section 4946 of the Code) and each organization described in section 170(b)(1)(A)(vii) or (viii) of the Code from whom you received amounts included in items 1, 2, or 10, above.

13. With respect to the amounts included in item 10, above: the name of each bureau or agency of a governmental unit and each person from whom you received an amount in excess of the greater of $5,000 or 1 percent of the total amount shown for each year in item 11, above, and the amount received from each. There is no need to repeat information shown for item 12, above.

The information requested in this letter is required to support your claim to be other than a private foundation. It is needed in addition to any required Form 990 or other annual return or report. Please send it to us within 90 days from the end of your advance ruling period. An addressed envelope is enclosed for your convenience.

If we do not receive this information, we will presume you are a private foundation and you will be treated as a private foundation as of the first day of your first tax year for purposes of sections 507(d) and 4940 of the Code. In addition, if you do not provide the information by the time requested, it will be considered by the Internal Revenue Service that you have not taken all reasonable steps to secure the determination you requested. Under section 7428 (b)(2) of the Code, not taking all reasonable steps, in a timely manner, to secure the determination may be considered as a failure to exhaust administrative remedies available to you within the Service, and may preclude the issuance of a declaratory judgment in the matter under judicial proceedings.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Thank you for your cooperation.

Sincerely yours,

Artemus Jewell

Exempt Organization Specialist

Enclosure:
Envelope

Your response to letter 1046 must be furnished under signature of a principal officer. (If submitted under a signature other than a principal officer please submit proper authorization)

Please furnish the name and telephone number of a principal officer who may be contacted during business hours.

Reference Item 2 of Letter 1046

Membership Fees:

Membership fees may be classified as donations and reported in item 2, or gross receipts and reported in item 10, depending on their nature as described below:

Gross Receipts: Membership fees include the sales of admissions merchandise, services, of the use of facilities to the public.

Donations: Membership fee is to provide support to the organization without receipt of any benefits as refered to above.

Reference Item 12 of Letter 1046

A disqualified person is generally;

a) a substantial contributor. (a substantial contributor includes any person whether or not exempt from tax, who contributed or bequeathed a total amount of more than $5,000 if the amount is more than 2% of the total contributions received. For a trust, a substantial contributor includes the creator of the trust. However, in no case does the term include a governmental unit.)

b) An officer, director, trustee or an individual having powers of responsibilities similar to those of officers, director, or trustee of the organization.

c) An owner of more than 20% of:

1. The total combined voting power of a corporation,
2. The profits interest of a partnership, or
3. The beneficial interest of a trust or unincorporated enterprise,

which is (during the ownership) a substantial contributor to the foundation.

d) A member of the family (spouse, ancestors, descendents, and spouses of lineal descendents) of any of the individuals described in a,b, or c above;

e) A corporation of which more than 35% of the total combined voting power is owned by persons described in a,b,c, or d above;

f) A partnership of which more then 35% of the profits interest in owned by persons described in a,b,c, or d;

g) A trust, estate, or unincorporated enterprise of which more than 35% of the beneficial interest is owned by person described in a,b,c, or d.

An organization described in IRC 170(b)(1)(A)(vii) is a private foundation.

An organization described in IRC 170(b)(1)(A)(viii) is an organization described in section 509(a)(2) or 509(a)(3). An organization is described in 509(a)(2) if it normally receives more than one-third of its support from any combination of gifts of membership fees receipts from related activities and less than one-third from investment income. An organization is described in 509(a)(3) if it is operated, supervised or controlled by or in connection with one or more organizations described in IRC 509(a)(1) or 509(a)(2) and is rated for the benefit of, or to carry out the purposes of one or more of these organizations.

	2024 Budget Total	2024 Budget Chamber	2024 Expenses Total
Advertsing			
Biilboards	5,000	5,000	**5000**
Digital Marketing	3,200	3,200	**1700.62**
Website	200		
Bank Charges	50	50	**50**
T Shrits	4500	4500	**4500**
Entertainment			
Fireworks	65,000	19,000	**65,000**
Permits			
Fire/EMT	2,500	2,500	**3,570**
Police			
Keep Pensacola Beautifu	3,200	3,200	**2,082**
Insurance	8,000	8,000	**6,879.11**
L30 Traffic Control	3,000	3,000	**2837.5**
Tug/Barge			
HQ supplies	500	500	
Port o' Potties	6,000	6,000	**6,405**
Sand	250	250	**280**
ATV	500	500	
TOTAL	101900	55700	98304.23

2025 Budget Total	2025 Budget Chamber
5,000	5,000
1,700	1,700
50	50
68,250	19,000
4,000	4,000
2,500	2,500
8,000	8,000
2,082	3,000
6,500	6,500
300	300
98382	50050

Forms 990 / 990-EZ Return Summary

For calendar year 2021, or tax year beginning **10/01/21** , and ending **09/30/22**

Pensacola Area Chamber Foundation, Inc. **59-2297826**

Net Asset / Fund Balance at Beginning of Year			**372,697**
Revenue			
Contributions	**122,850**		
Program service revenue	**158,590**		
Investment income	**191**		
Capital gain / loss			
Fundraising / Gaming:			
Gross revenue			
Direct expenses			
Net income			
Other income	**0**		
Total revenue		**281,631**	
Expenses			
Program services	**206,722**		
Management and general	**68,086**		
Fundraising			
Total expenses		**274,808**	
Excess / (deficit)			**6,823**
Changes			
Net Asset / Fund Balance at End of Year			**379,520**

Reconciliation of Revenue

Total revenue per financial statements	
Less:	
Unrealized gains	
Donated services	
Recoveries	
Other	
Plus:	
Investment expenses	
Other	
Total revenue per return	**281,631**

Reconciliation of Expenses

Total expenses per financial statements	
Less:	
Donated services	
Prior year adjustments	
Losses	
Other	
Plus:	
Investment expenses	
Other	
Total expenses per return	**274,808**

Balance Sheet

	Beginning	Ending	Differences
Assets	**487,151**	**498,558**	
Liabilities	**114,454**	**119,038**	
Net assets	**372,697**	**379,520**	**6,823**

Miscellaneous Information

Amended return	
Return / extended due date	**08/15/23**
Failure to file penalty	

Form **8879-TE**

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2021, or fiscal year beginning 10/01, 2021, and ending 9/30, 20 22

▶ **Do not send to the IRS. Keep for your records.**

▶ **Go to** *www.irs.gov/Form8879TE* **for the latest information.**

OMB No. 1545-0047

2021

Department of the Treasury
Internal Revenue Service

Name of filer: **Pensacola Area Chamber Foundation, Inc.**

EIN or SSN: **59-2297826**

Name and title of officer or person subject to tax: **Todd Thomson**
President

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here ▶	[X]	**b**	**Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b** 281,631
2a	**Form 990-EZ** check here ▶	[ ]	**b**	**Total revenue,** if any (Form 990-EZ, line 9)	**2b**
3a	**Form 1120-POL** check here ▶	[ ]	**b**	**Total tax** (Form 1120-POL, line 22)	**3b**
4a	**Form 990-PF** check here ▶	[ ]	**b**	**Tax based on investment income** (Form 990-PF, Part VI, line 5)	**4b**
5a	**Form 8868** check here ▶	[ ]	**b**	**Balance due** (Form 8868, line 3c)	**5b**
6a	**Form 990-T** check here ▶	[ ]	**b**	**Total tax** (Form 990-T, Part III, line 4)	**6b**
7a	**Form 4720** check here ▶	[ ]	**b**	**Total tax** (Form 4720, Part III, line 1)	**7b**
8a	**Form 5227** check here ▶	[ ]	**b**	**FMV of assets at end of tax year** (Form 5227, Item D)	**8b**
9a	**Form 5330** check here ▶	[ ]	**b**	**Tax due** (Form 5330, Part II, line 19)	**9b**
10a	**Form 8038-CP** check here ▶	[ ]	**b**	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize **Brown Thornton Pacenta & Company, P** to enter my PIN **97826** as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ▶ _____ Date ▶ **08/15/23**

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. **50371142178**

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature ▶ _____ Date ▶ **08/15/23**

ERO Must Retain This Form — See Instructions

Do Not Submit This Form to the IRS Unless Requested To Do So

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ **Do not enter social security numbers on this form as it may be made public.**

▶ **Go to** *www.irs.gov/Form990* **for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 10/01/21 **, and ending** 09/30/22

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Pensacola Area Chamber Foundation, Inc.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): P.O. Box 550

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: Pensacola FL 32591-0550

D Employer identification number: 59-2297826

E Telephone number: 850-438-4081

G Gross receipts $: 281,631

F Name and address of principal officer:
Todd Thomson
P.O. Box 550
Pensacola FL 32591

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ www.pensacolachamber.com

H(c) Group exemption number ▶

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1982

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
The Foundation is a related organization to the Pensacola Area Chamber of Commerce which periodically provides funding to the Chamber to support the Chamber's activites.

2 Check this box ▶ ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	5
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	5
5 Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	0
6 Total number of volunteers (estimate if necessary)	6	0
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	131,887	122,850
9 Program service revenue (Part VIII, line 2g)	65,407	158,590
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	222	191
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	197,516	281,631

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)		0
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) ▶ 0		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	211,203	274,808
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	211,203	274,808
19 Revenue less expenses. Subtract line 18 from line 12	-13,687	6,823

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	487,151	498,558
21 Total liabilities (Part X, line 26)	114,454	119,038
22 Net assets or fund balances. Subtract line 21 from line 20	372,697	379,520

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

▶ Signature of officer — Date

▶ Todd Thomson — President

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Michael D. Thornton				P00150049

Firm's name ▶ Brown Thornton Pacenta & Company, PA — Firm's EIN ▶ 59-3478013

Firm's address ▶ P.O. Box 12484 Pensacola, FL 32591 — Phone no. 850-434-3146

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

DAA

Form **990** (2021)

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III ☒

1 Briefly describe the organization's mission:

The Foundation is a related organization to the Pensacola Area Chamber of Commerce which periodically provides funding to the Chamber to support the Chamber's activites.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ **75,168** including grants of $) (Revenue $ **158,595**)

Leadership Pensacola is a program for training future leaders of Pensacola.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

Ship Commissioning- The Chamber of Commerce and the Foundation, in partnership with other organizations, had planned to host ship commissioning ceremonies during 2020 and 2021.

4c (Code:) (Expenses $ **131,554** including grants of $) (Revenue $ **122,850**)

Military Development Program - for identifying and executing military friendly initiatives to enhance the region's military value and improve the quality of life for active and reitred military, and veterans.

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses ▶ **206,722**

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors* (see instructions)?	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV **Checklist of Required Schedules** *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34	X	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V **Statements Regarding Other IRS Filings and Tax Compliance**

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	**2a**	**0**		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		**2b**		
	Note: If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file.* See instructions.				
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		**3a**		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*		**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		**4a**		X
b	If "Yes," enter the name of the foreign country ▶				
	See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		**5b**		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		**6a**		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		**7a**		X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		**7c**		X
d	If "Yes," indicate the number of Forms 8282 filed during the year	**7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		**7e**		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		**7f**		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		**7g**		X
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		**7h**		X
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		**8**		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?		**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		**9b**		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	**10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	**10b**			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	**11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	**11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	**12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state?		**13a**		
	Note: See the instructions for additional information the organization must report on Schedule O.				
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	**13b**			
c	Enter the amount of reserves on hand	**13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		**14a**		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*		**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year?		**15**		X
	If "Yes," see instructions and file Form 4720, Schedule N.				
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income?		**16**		X
	If "Yes," complete Form 4720, Schedule O.				
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified person, or mine operator engage in activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953?		**17**		
	If "Yes," complete Form 6069.				

Part VI **Governance, Management, and Disclosure** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	5		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	5		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ **None**

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records ▶

Todd Thomson **P.O. Box 550**

Pensacola **FL 32591** **850-438-4081**

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Todd Thomson	1.00									
President	40.00	X		X				0	105,684	13,585
(2) Ray Walker	1.00									
Chair	1.00	X		X				0	0	0
(3) David Deliman	1.00									
Vice Chair	1.00	X		X				0	0	0
(4) Fred Robbins	1.00									
Treasurer	1.00	X		X				0	0	0
(5) Jennifer Grove	1.00									
Secretary	1.00	X		X				0	0	0
(6) Justin Beck	1.00									
Past President	1.00	X		X				0	0	0
(7)										
(8)										
(9)										
(10)										
(11)										

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Subtotal ▶									**105,684**	**13,585**
c Total from continuation sheets to Part VII, Section A ▶										
d Total (add lines 1b and 1c) ▶									**105,684**	**13,585**

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶ **0**

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		**X**
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		**X**
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		**X**

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ **0**

Part VIII **Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	90,000				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	32,850				
	g Noncash contributions included in lines 1a-1f	1g	$				
	h **Total.** Add lines 1a–1f ▶			122,850			
Program Service Revenue		Business Code					
	2a **Leadership Pensacola**	611430		158,590	158,590		
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a–2f ▶			158,590			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts) ▶			191			191
	4 Income from investment of tax-exempt bond proceeds ▶						
	5 Royalties ▶						
		(i) Real	(ii) Personal				
	6a Gross rents 6a						
	b Less: rental expenses 6b						
	c Rental inc. or (loss) 6c						
	d Net rental income or (loss) ▶						
		(i) Securities	(ii) Other				
	7a Gross amount from sales of assets other than inventory 7a						
	b Less: cost or other basis and sales exps. 7b						
	c Gain or (loss) 7c						
	d Net gain or (loss) ▶						
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c). See Part IV, line 18	8a					
	b Less: direct expenses	8b					
	c Net income or (loss) from fundraising events ▶						
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities ▶						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory ▶						
Miscellaneous Revenue		Business Code					
	11a						
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a–11d ▶						
	12 **Total revenue.** See instructions ▶			281,631	158,590	0	191

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)				
12 Advertising and promotion				
13 Office expenses	**12,891**	**6,150**	**6,741**	
14 Information technology				
15 Royalties				
16 Occupancy				
17 Travel	**1,181**		**1,181**	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates	**90,000**	**30,000**	**60,000**	
22 Depreciation, depletion, and amortization				
23 Insurance				
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a **Military Development**	**98,479**	**98,479**		
b **Leadership Pensacola**	**72,093**	**72,093**		
c **Dues and Subscriptions**	**164**		**164**	
d				
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	**274,808**	**206,722**	**68,086**	**0**
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	75,729	1	94,158
	2	Savings and temporary cash investments	411,422	2	404,400
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net		4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges		9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a			
	b	Less: accumulated depreciation — 10b		10c	
	11	Investments—publicly traded securities		11	
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	487,151	16	498,558
Liabilities	17	Accounts payable and accrued expenses	7,910	17	7,814
	18	Grants payable		18	
	19	Deferred revenue	15,500	19	15,500
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	91,044	25	95,724
	26	**Total liabilities.** Add lines 17 through 25	114,454	26	119,038
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ▶ ☒ and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	372,697	27	379,520
	28	Net assets with donor restrictions		28	
		Organizations that do not follow FASB ASC 958, check here ▶ ☐ and complete lines 29 through 33.			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	372,697	32	379,520
	33	Total liabilities and net assets/fund balances	487,151	33	498,558

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	281,631
2	Total expenses (must equal Part IX, column (A), line 25)	2	274,808
3	Revenue less expenses. Subtract line 2 from line 1	3	6,823
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	372,697
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	379,520

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis	2a	X	
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b		X
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ **Attach to Form 990 or Form 990-EZ.**

▶ **Go to** *www.irs.gov/Form990* **for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization Pensacola Area Chamber Foundation, Inc.

Employer identification number 59-2297826

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: .....

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: .....

10 ☒ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations .....

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 Public support. Subtract line 5 from line 4						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions) **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2021 (line 6, column (f) divided by line 11, column (f)) **14** %

15 Public support percentage from 2020 Schedule A, Part II, line 14 **15** %

16a **33 1/3% support test—2021.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

b **33 1/3% support test—2020.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

17a **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ▶ ☐

b **10%-facts-and-circumstances test—2020.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ▶ ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ▶ ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	53,618	81,300	91,655	131,887	122,850	481,310
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	87,094	156,141	153,553	65,407	158,590	620,785
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5	140,712	237,441	245,208	197,294	281,440	1,102,095
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						1,102,095

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
9 Amounts from line 6	140,712	237,441	245,208	197,294	281,440	1,102,095
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	7,923	7,215	3,306	222	191	18,857
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	7,923	7,215	3,306	222	191	18,857
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	148,635	244,656	248,514	197,516	281,631	1,120,952

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f))	15	98.32 %
16	Public support percentage from 2020 Schedule A, Part III, line 15	16	97.49 %

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2021** (line 10c, column (f), divided by line 13, column (f))	17	2 %
18	Investment income percentage from **2020** Schedule A, Part III, line 17	18	3 %

19a **33 1/3% support tests—2021.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☒

b **33 1/3% support tests—2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ▶ ☐

DAA

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in Part VI when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in Part VI what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in Part VI.*	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in Part VI.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in Part VI.*	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in Part VI.*	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	**11a**		
b	A family member of a person described on line 11a above?	**11b**		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.*	**11c**		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	**1**		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	**2**		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	**1**		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	**1**		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).*	**2**		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.*	**3**		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).*

- **a** ☐ The organization satisfied the Activities Test. *Complete line 2 below.*
- **b** ☐ The organization is the parent of each of its supported organizations. *Complete line 3 below.*
- **c** ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. *Answer lines 2a and 2b below.*			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	**2a**		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	**2b**		
3	Parent of Supported Organizations. *Answer lines 3a and 3b below.*			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in Part VI.*	**3a**		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in Part VI the role played by the organization in this regard.*	**3b**		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors *(explain in detail in Part VI)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D – Distributions		**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	
4	Amounts paid to acquire exempt-use assets	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in Part VI*)	
6	Other distributions (*describe in Part VI*). See instructions.	
7	**Total annual distributions.** Add lines 1 through 6.	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in Part VI*). See instructions.	
9	Distributable amount for 2021 from Section C, line 6	
10	Line 8 amount divided by line 9 amount	

Section E – Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2021**	**(iii) Distributable Amount for 2021**
1	Distributable amount for 2021 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required–*explain in Part VI*). See instructions.			
3	Excess distributions carryover, if any, to 2021			
a	From 2016			
b	From 2017			
c	From 2018			
d	From 2019			
e	From 2020			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2021 distributable amount			
i	Carryover from 2016 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2021 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2021 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in Part VI*. See instructions.			
6	Remaining underdistributions for 2021 Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in Part VI*. See instructions.			
7	**Excess distributions carryover to 2022.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2017			
b	Excess from 2018			
c	Excess from 2019			
d	Excess from 2020			
e	Excess from 2021			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ **Attach to Form 990 or Form 990-PF.**
▶ **Go to** *www.irs.gov/Form990* **for the latest information.**

OMB No. 1545-0047

2021

Name of the organization
Pensacola Area Chamber Foundation, Inc.

Employer identification number
59-2297826

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(**3**) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☒ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33$^{1}/_{3}$% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . ▶ $ . . . . . .

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
Pensacola Area Chamber

Employer identification number
59-2297826

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	Gulf Power 1 Energy Place Pensacola FL 32520	$ 10,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	State of Florida, DEO 107 East Madison St Tallahassee FL 32399	$ 90,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	Navy Federal 6200 N Davis Hwy Pensacola FL 32504	$ 10,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	Pen Air 1289 Airport Blvd Pensacola FL 32504	$ 10,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990.
▶ Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization
Pensacola Area Chamber Foundation, Inc.

Employer identification number
59-2297826

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶

4 Number of states where property subject to conservation easement is located ▶

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ $

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 ▶ $
(ii) Assets included in Form 990, Part X ▶ $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ▶ $
b Assets included in Form 990, Part X ▶ $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- **a** ☐ Public exhibition
- **b** ☐ Scholarly research
- **c** ☐ Preservation for future generations
- **d** ☐ Loan or exchange program
- **e** ☐ Other .....

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ..... ☐ **Yes** ☐ **No**

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ..... ☐ **Yes** ☐ **No**

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	**1c**	
d Additions during the year	**1d**	
e Distributions during the year	**1e**	
f Ending balance	**1f**	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ..... ☐ **Yes** ☐ **No**

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ..... ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- **a** Board designated or quasi-endowment ▶ ..... %
- **b** Permanent endowment ▶ ..... %
- **c** Term endowment ▶ ..... %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	**3a(i)**		
(ii) Related organizations	**3a(ii)**		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	**3b**		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment				
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)* ..... ▶				

Part VII Investments – Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 12.)* ▶		

Part VIII Investments – Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 13.)* ▶		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)* ▶	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) **Due to Chamber**	**95,724**
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)* ▶	**95,724**

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			**1**	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	**2a**			
b	Donated services and use of facilities	**2b**			
c	Recoveries of prior year grants	**2c**			
d	Other (Describe in Part XIII.)	**2d**			
e	Add lines **2a** through **2d**			**2e**	
3	Subtract line **2e** from line **1**			**3**	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	**4a**			
b	Other (Describe in Part XIII.)	**4b**			
c	Add lines **4a** and **4b**			**4c**	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			**5**	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			**1**	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	**2a**			
b	Prior year adjustments	**2b**			
c	Other losses	**2c**			
d	Other (Describe in Part XIII.)	**2d**			
e	Add lines **2a** through **2d**			**2e**	
3	Subtract line **2e** from line **1**			**3**	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	**4a**			
b	Other (Describe in Part XIII.)	**4b**			
c	Add lines **4a** and **4b**			**4c**	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			**5**	

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part XIII Supplemental Information *(continued)*

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization: **Pensacola Area Chamber Foundation, Inc.**

Employer identification number: **59-2297826**

Form 990, Part III, Line 4d - All Other Accomplishments

Partnership Services and miscellaneous activities

Form 990, Part VI, Line 11b - Organization's Process to Review Form 990

The 990 is presented to the Board for approval once the return is received from the CPA firm.

Form 990, Part VI, Line 12c - Enforcement of Conflicts Policy

Officers and directors annually sign a conflict of interest form where they disclose their business conflicts. The organization's staff monitors any votes that may pose a conflict and ensure appropriate members abstain from voting.

Form 990, Part VI, Line 19 - Governing Documents Disclosure Explanation

The Foundation's 990 is available upon request.

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.**

▶ **Attach to Form 990.**

▶ **Go to** *www.irs.gov/Form990* **for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization: **Pensacola Area Chamber Foundation, Inc.**

Employer identification number: **59-2297826**

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1)					
(2)					
(3)					
(4)					
(5)					

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) Section 512(b)(13) controlled entity? No
(1) Pensacola Bay Area Chamber of P.O. Box 550 59-0190330 Pensacola FL 32593	Commerce	FL	501c6		N/A		X
(2)							
(3)							
(4)							
(5)							

Part III Identification of Related Organizations Taxable as a Partnership.

Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

	(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Dispro-portionate alloc.? Yes	(h) Dispro-portionate alloc.? No	(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) General or managing partner? No	(k) Percentage ownership
(1)													
(2)													
(3)													
(4)													

Part IV Identification of Related Organizations Taxable as a Corporation or Trust.

Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

	(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) Section 512(b)(13) controlled entity? No
(1)										
(2)										
(3)										
(4)										

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

			Yes	No
1	During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II–IV?			
a	Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a		X
b	Gift, grant, or capital contribution to related organization(s)	1b		X
c	Gift, grant, or capital contribution from related organization(s)	1c		X
d	Loans or loan guarantees to or for related organization(s)	1d		X
e	Loans or loan guarantees by related organization(s)	1e		X
f	Dividends from related organization(s)	1f		X
g	Sale of assets to related organization(s)	1g		X
h	Purchase of assets from related organization(s)	1h		X
i	Exchange of assets with related organization(s)	1i		X
j	Lease of facilities, equipment, or other assets to related organization(s)	1j		X
k	Lease of facilities, equipment, or other assets from related organization(s)	1k		X
l	Performance of services or membership or fundraising solicitations for related organization(s)	1l		X
m	Performance of services or membership or fundraising solicitations by related organization(s)	1m	X	
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	X	
o	Sharing of paid employees with related organization(s)	1o	X	
p	Reimbursement paid to related organization(s) for expenses	1p		X
q	Reimbursement paid by related organization(s) for expenses	1q		X
r	Other transfer of cash or property to related organization(s)	1r	X	
s	Other transfer of cash or property from related organization(s)	1s		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a–s)	(c) Amount involved	(d) Method of determining amount involved
(1)	**Pensacola Bay Area Chamber of**	**m**	**90,000**	**By Agreement**
(2)				
(3)				
(4)				
(5)				
(6)				

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	
(1)													
(2)													
(3)													
(4)													
(5)													
(6)													
(7)													
(8)													
(9)													
(10)													
(11)													

Part VII **Supplemental Information.**
Provide additional information for responses to questions on Schedule R. See instructions.

Form **990**

Two Year Comparison Report

For calendar year 2021, or tax year beginning **10/01/21** , ending **09/30/22**

2020 & 2021

Name

Pensacola Area Chamber Foundation, Inc.

Taxpayer Identification Number

59-2297826

			2020	2021	Differences
Revenue	1. Contributions, gifts, grants	1.	131,887	32,850	-99,037
	2. Membership dues and assessments	2.			
	3. Government contributions and grants	3.		90,000	90,000
	4. Program service revenue	4.	65,407	158,590	93,183
	5. Investment income	5.	222	191	-31
	6. Proceeds from tax exempt bonds	6.			
	7. Net gain or (loss) from sale of assets other than inventory	7.			
	8. Net income or (loss) from fundraising events	8.			
	9. Net income or (loss) from gaming	9.			
	10. Net gain or (loss) on sales of inventory	10.			
	11. Other revenue	11.			
	12. **Total revenue.** Add lines 1 through 11	12.	197,516	281,631	84,115
Expenses	13. Grants and similar amounts paid	13.			
	14. Benefits paid to or for members	14.			
	15. Compensation of officers, directors, trustees, etc.	15.			
	16. Salaries, other compensation, and employee benefits	16.			
	17. Professional fundraising fees	17.			
	18. Other professional fees	18.			
	19. Occupancy, rent, utilities, and maintenance	19.			
	20. Depreciation and Depletion	20.			
	21. Other expenses	21.	211,203	274,808	63,605
	22. **Total expenses.** Add lines 13 through 21	22.	211,203	274,808	63,605
	23. **Excess or (Deficit).** Subtract line 22 from line 12	23.	-13,687	6,823	20,510
Other Information	24. Total exempt revenue	24.	197,516	281,631	84,115
	25. Total unrelated revenue	25.			
	26. Total excludable revenue	26.	65,629	158,781	93,152
	27. Total assets	27.	487,151	498,558	11,407
	28. Total liabilities	28.	114,454	119,038	4,584
	29. Retained earnings	29.	372,697	379,520	6,823
	30. Number of voting members of governing body	30.	5	5	
	31. Number of independent voting members of governing body	31.	5	5	
	32. Number of employees	32.	0	0	
	33. Number of volunteers	33.			

Form **990**

Tax Return History

2021

Name: **Pensacola Area Chamber Foundation, Inc.**

Employer Identification Number: **59-2297826**

	2017	2018	2019	2020	2021	2022
Contributions, gifts, grants	53,618	81,300	91,655	131,887	122,850	
Membership dues						
Program service revenue	87,094	156,141	153,553	65,407	158,590	
Capital gain or loss						
Investment income	7,923	7,215	3,306	222	191	
Fundraising revenue (income/loss)						
Gaming revenue (income/loss)						
Other revenue						
Total revenue	148,635	244,656	248,514	197,516	281,631	
Grants and similar amounts paid						
Benefits paid to or for members						
Compensation of officers, etc.						
Other compensation						
Professional fees		2,500	70,023			
Occupancy costs						
Depreciation and depletion						
Other expenses	316,534	387,641	304,095	211,203	274,808	
Total expenses	316,534	390,141	374,118	211,203	274,808	
Excess or (Deficit)	-167,899	-145,485	-125,604	-13,687	6,823	
Total exempt revenue	148,635	244,656	248,514	197,516	281,631	
Total unrelated revenue						
Total excludable revenue	95,017	163,356	156,859	65,629	158,781	
Total Assets	721,725	650,986	489,276	487,151	498,558	
Total Liabilities	64,252	138,998	102,892	114,454	119,038	
Net Fund Balances	657,473	511,988	386,384	372,697	379,520	

Taxable Interest on Investments

Description	Amount	Unrelated Business	Exclusion Code	Postal Code	Acquired after 6/30/75	US Obs ($ or %)
Interest Income						
	$ 191		14			
Total	$ 191					

Federal Statements

Schedule A, Part III, Line 1(e)

Description	Amount
Military Development	$ 90,000
Military Development	32,850
Total	$ 122,850

Schedule A, Part III, Line 2(e)

Description	Amount
Leadership Pensacola Workshops & Seminars	$ 158,590
Total	$ 158,590

Schedule A, Part III, Line 10a(e)

Description	Amount
Interest Income	$ 191
Total	$ 191

Tourist Development Tax Fund 108

Juneteenth Fireworks (Place holder)

17

Tourist Promotion Fund

108

Pensacola Beach Chamber of Commerce

18

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director



March 31, 2025
Escambia County Tourist Development Council
221 Palafox Place
Pensacola, FL 32502

Dear Tourist Development Council Members:

The Pensacola Beach Chamber of Commerce is thrilled to report that thanks to the generous support of the Escambia County Board Of Commissioners and the Tourist Development Council, we were able to provide another exciting, sky-rocketing, colorful, professional, dynamic and extraordinary 4th of July Fireworks Extravaganza Display on Pensacola Beach this year and the largest New Year's Eve Fireworks Display on the Florida Panhandle Coast!

This year, FY 2025-26 we are requesting $100,500 to finance the entire 2025 Pensacola Beach New Year's Eve Fireworks Display ($69,500) and a portion of the expense for the 2026 Pensacola Beach 4th of July Fireworks Display ($29,000) . The cost of the New Year's Eve Display will increase 4% while the 4th of July show will increase 8% based on the proposed tariffs that will affect the fireworks market. PyroShows has committed to updating the proposed costs closer to the shows in hopes the tariffs will not have as large an impact.

Both 2024 shows were designed, produced and executed by Pyro Shows out of Tennessee who also produced the 4th of July Fireworks show for Downtown Pensacola.

As in the past, both the Pensacola Beach and Downtown Pensacola 4th of July shows are synchronized to the same patriotic music provided by our partners at Cat Country 98.7.



On December 31, 2024, thanks to the generous funding from the TDC, the Pensacola Beach Chamber was also able to host the largest New Year's Eve Fireworks display on the Florida Panhandle Coast!

***** Here is the link to a video on YouTube of the 2024 New Year's Eve Fireworks Show Finale from offshore aboard the Frisky Mermaid Dolphin NY Eve's Fireworks Cruise.**

https://youtube.com/shorts/fyREsfG1Ub4

Pensacola Beach had huge crowds all afternoon and evening celebrating New Year's Eve, especially at midnight, in anticipation of the Fireworks Display and the annual countdown to the New Year 2025. The 15-minute Fireworks display was spectacular!

We couldn't provide these special Fireworks displays without the support of Escambia County and the Tourist Development Council so on behalf of our Pensacola Beach Chamber members and all of our Pensacola Beach businesses, we are very grateful for the support, thank you so much. If you have any questions or concerns regarding our request for FY 2025-26, please don't hesitate to contact me.

Thank you for all you do,

Jessica Simpson
President/CEO
Pensacola Beach Chamber of Commerce
7 Casino Beach Boardwalk
Pensacola Beach, FL 32561
VIC: 850-932-1500 Cell: 850-529-2544
e-mail: jessica@visitpensacolabeach.com
Website: www.pensacolabeachchamber.com






LIVINGSTON
PHOTOGRAPHY

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

_X_ Submit a fully completed Agency Funding Request Application
_X_ Submit a copy of your organization's current W-9
_X_ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
_X Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

_X_ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: ___ Pensacola Beach Chamber of Commerce_____

Agency Address: __7 Casino Beach Boardwalk, Pensacola, FL 32561_____

Program Name for which funding is being requested: __2025-2026 New Years' Eve and 4th of July Firework Displays on Pensacola Beach

Amount Requested: $__$100,500*_____

Program Contact: __ Jessica Simpson, President/CEO_____

Contact Email: _ jessica@visitpensacolabeach.com___ Contact Phone: (850) 529-2544_

25-Word Description of Program: _The Pensacola Beach Chamber of Commerce proudly coordinates New Year's Eve and Fourth of July fireworks, attracting visitors, boosting tourism, and enhancing the island's vibrant holiday atmosphere._____

How many years has your organization been providing services in the County? __37_____

How many years has your organization received funding from the County? _3_____

Explain how receiving funds from the County would have a significant impact on your organization:

Securing funding from Escambia County for the July 4th ($31,000) and New Year's Eve ($69,500) fireworks would significantly benefit the Pensacola Beach Chamber of Commerce by alleviating financial strain and allowing us to reinvest in initiatives that support local businesses and tourism growth. Currently, the cost of these two fireworks displays accounts for 25% of our total budget, which limits our ability to expand member engagement programs, marketing efforts, and off-season events. While the fireworks attract thousands of visitors, generating economic benefits

for the island, funding support would ensure that the Chamber can continue delivering high-quality events without jeopardizing other key programs.

By receiving assistance from the county, we could redirect resources toward initiatives such as small business networking, tourism promotions, and community development, all of which contribute to a stronger, more sustainable local economy. Without this support, the increasing cost of these displays could negatively impact our ability to serve members effectively while maintaining Pensacola Beach as a premier year-round destination.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $87,750

Briefly discuss how last year's funds were used? The funds were specifically designated to cover the remaining costs of the 2025 July 4th fireworks display and the total cost of the 2025 New Year's Eve fireworks display on Pensacola Beach, including the marketing & promotion of both displays.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? The New Year's Eve and Fourth of July fireworks displays had a tremendous positive impact on the citizens of Escambia County, driving tourism, boosting local businesses, and increasing tax revenue. With hotel occupancy reaching 97%-100%, both events brought thousands of visitors to Pensacola Beach, leading to a multi-million dollar economic impact through hotel stays, dining, retail, and recreational activities.

The surge in tourism directly contributed to higher sales tax and bed tax revenue, benefiting county-wide infrastructure, public services, and future tourism initiatives. These fireworks displays not only enhanced community pride and engagement but also reinforced Pensacola Beach's reputation as a top-tier destination for holiday celebrations, ensuring continued economic growth for the region.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? _Funding from the Tourist Development Council (TDC) for New Year's Eve and Fourth of July fireworks will fully cover the firework displays and promotional efforts, ensuring these high-impact events continue driving tourism to Pensacola Beach. Through contracts with PyroShows, the Chamber will secure professionally produced firework displays, delivering a spectacular experience for residents and visitors alike. Additionally, partnering with EW Bullock for marketing will maximize event visibility through strategic advertising, social media, and public relations efforts, attracting more visitors and boosting the local economy. As part of this funding request, $31,000 will cover the remaining show expenses including $2,000 towards marketing for the 2026 Fourth of July fireworks show, while $69,500 will fully fund the 2026 New Year's Eve fireworks show, including $2,000 towards marketing. By securing this funding, the Chamber can continue hosting these signature events without straining our budget, allowing more resources to be allocated toward business engagement, tourism development, and community programs that further enhance Pensacola Beach's year-round appeal and ability to generate the highest TDT revenue for Escambia County. *The attached proposal from PyroShows includes a significant price increase based on impending tariffs. PyroShows will provide an updated proposal closer to show dates that may decrease the current proposed cost. Additionally, we are requesting an advance of $34,750 on October 31, 2025 to cover the deposit for the NYE show. ___

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: _No_____

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: The Pensacola Beach Chamber of Commerce is the only entity that provides fireworks on the 4th of July and New Year's Eve, however there are local businesses that fund their own firework displays on other dates that align with other major community events like the Holiday Lighted Boat Parade. Bamboo Willies funds the fireworks display to close out the Lighted Boat Parade. In 2025, Senor Frogs, Flounders and Bamboo Willies joined together to fund the green firework display to close out the St. Paddy's Day Pub Crawl. By working together, these businesses help spread out the investment in things like fireworks, reducing the financial burden on any single entity while maximizing economic impact.

This cooperative approach allows fireworks to coincide with key events like holiday celebrations and festivals, driving increased tourism, extended hotel stays, and higher local spending. As a result, the entire Pensacola Beach community prospers, with businesses benefiting from larger crowds, boosted revenue, overnight stays and heightened visibility, reinforcing the island's reputation as a premier destination for unforgettable experiences.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

As the official community event organization for Pensacola Beach, our Chamber is responsible for planning and executing island-wide events that enhance the local economy and visitor experience. It makes the most sense for us to coordinate these fireworks displays, as we have the experience, partnerships, and infrastructure to effectively manage logistics, secure funding, and maximize community impact. By leading these efforts, we ensure Pensacola Beach remains a top destination for holiday celebrations, attracting visitors, supporting businesses, and strengthening the local economy.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: ___0_____%
- Percentage for direct programming costs: __100_____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? __We would work to solicit additional sponsorships from the community or resort to shorter shows in an effort to cut costs without canceling altogether.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: __N/A

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. ___There is no duplication of funding. The Chamber will receive $55,000 in restricted funds from the Santa Rosa Island Authority for the 2025 4th of July display.

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only) __ The Pensacola Beach Chamber of Commerce will partner with E.W. Bullock, a professional marketing firm with over 10 years of experience promoting island events, to execute a comprehensive marketing plan for the Fourth of July and New Year's Eve fireworks.
This strategy includes targeted advertising, social media campaigns, radio & TV ads, local newspaper, press releases, collateral material and regional promotions to maximize attendance and drive tourism. Leveraging E.W. Bullock's deep knowledge of Pensacola Beach's visitor demographics and marketing trends, the campaign will ensure widespread visibility, attracting both locals and tourists to these signature events.

Please provide the details and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only) _There are no ticket sales associated with either the July 4th or New Year's Eve fireworks displays. Both events are free for the public to experience; an effort to drive visitors to local business and strengthen the local economy. For the July 4th Fireworks only, we have secured an additional $3,000 in private sponsorship dollars earmarked for local marketing efforts.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Tourist/visitor numbers as measured by toll booth vehicle traffic day of Dec. 31st for New Year's Eve fireworks display	16,284	17,586	18,328	13% increase
2. Tourist/visitor numbers as measured by toll both vehicle traffic day of July 4th fireworks display	24,450	26,406	Projected 28,518	8%
3. Hotel occupancy rates: Dec. 31 July 4th	 85-90% 95-100%	 90-95% 98-100%	 97% projected 100%	 14% 5% & at capacity

*Data sourced through direct reports through partnerships with island hotels, property management companies and toll bridge weekly vehicle reports.

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Increased number of tourists/visitors measured by toll booth vehicle numbers	
2. Increased bed tax revenue as measured by hotel occupancy rates	
3. Increased local economic impact measured by reported sales increase/decrease %s from local business owners	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
4. Increased number of tourists/visitors measured by toll booth vehicle numbers	NYE: 17,586 4th: 26,406
5. Increased bed tax revenue as measured by hotel occupancy rates	NYE: 90% 4th: 98%
6. Increased local economic impact measured by reported sales increase/decrease % from local business owners	New metric, not reported in FY24

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round the figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$3,000	$3,000
Programmatic Income	$	$	$
County Funding/Direct Contribution	$85,000	$87,750	$100,500
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$55,000	$55,000	$55,000
Total Income	$140,000	$145,750	$158,500

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _N/A_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _$55,000 towards funding the 4th of July firework display is committed through restricted from from the Santa Rosa Island Authority._____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$	$	$
Employee Benefits	$	$	$
Professional Services	$	$	$
Contractual Services	$ $140,000	$ $145,7500	$ $151,500
Travel Expenses	$	$	$
Rentals and Leases	$	$	$
Communication	$	$	$
Postage and Freight	$	$	$
Repair and Maintenance	$	$	$
Printing and Binding	$	$	$
Marketing and Promotion	$	$3,000	$7,000
Fuel	$	$	$
Supplies	$	$	$
Event Expenses			
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$	$	$
Total Expenses	$140,000	$145,7500	$158,500
Net Income - (Revenue minus Expense)	$0	$0	$0

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. _N/A

(b) Please explain any request listed in the "Other Expenses" line item. ___N/A

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Calendar_
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. _The financials are organizational, and the tables are programmatic
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these leftover/residual funds? No net income from this program
4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
NA		$
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. _$240,000___

6. Does your organization charge fees for services? If so, provide a list of fees charged.

   __The Pensacola Beach Chamber of Commerce is a non-profit membership organization. Unlike fee-for-service organizations, the Chamber is funded solely through annual membership dues, which range from $200 to $400 per member. These funds enable the Chamber to coordinate community events, advocate for business interests, and drive economic growth.

7. Does your organization require background checks from volunteers and staff?

   Yes - staff

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: __N/A___

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

   _____

   _____

   _____

   _____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   _____

   _____

   _____

   _____

3. Was there any increase in membership for the local chambers? _____

   _____

   _____

   _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

   _____

   _____

   _____

   _____

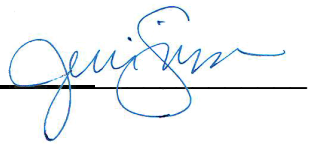
   _____

5. Can we reduce the taxpayer subsidy? _____

   _____

   _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.



Jessica Simpson
Name

President/CEO 3/25/2025
Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors

Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

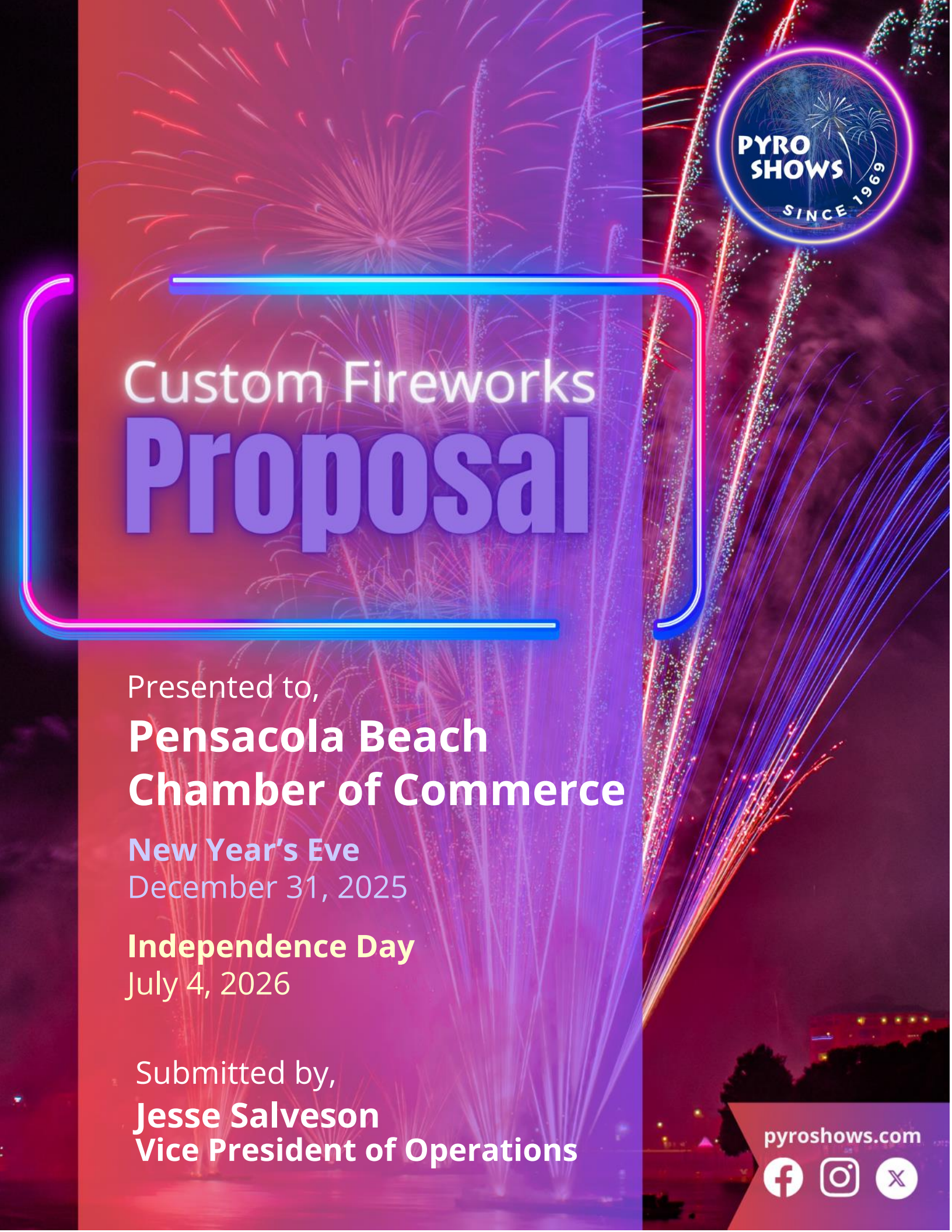
4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.



Custom Fireworks Proposal

Presented to,

Pensacola Beach Chamber of Commerce

New Year's Eve
December 31, 2025

Independence Day
July 4, 2026

Submitted by,

Jesse Salveson
Vice President of Operations

pyroshows.com

Your Event



Pensacola Beach Chamber

NYE: December 31, 2025

IDC: July 4, 2026

As a professional firework display company, Pyro Shows' key objectives are to provide a **SAFE** and **EPIC** show! Several factors must align to achieve a successful production at a cost-effective price point for you.

Pyro Shows uses a combination of proprietary methods along with the latest technology.

Safety

Anytime explosives are handled, safety should be at the absolute top of the priority list. Pyro Shows' company culture begins with safety and exceeds beyond regulatory requirements.

Innovative Technology

Our firing method for professional displays is a combination of firing equipment developed by Pyro Shows in conjunction with the latest firing systems technology.

Production Value

We begin with your vision and bring it to life by designing a custom, turn-key production. Our products are carefully selected from reputable suppliers, then tested internally to monitor safety and evaluate performance.

All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

Insurance & Compliance



Included

All pyrotechnic permit applications, supporting documents, and processing fees required by:

City	FAA NOTAM
County	USCG
State	State Resource & Mgt Agencies

Insurance Coverage

General Liability	$10,000,000
Auto Liability	$10,000,000
Workers Comp	$ 1,000,000

Workers Comp includes U.S. Longshoreman and Harbormaster coverage.

Insurance Agencies:

Britton-Gallagher- Acrisure Partner

E.E. Hill Insurance

Compliance

BATFE—Bureau Alcohol, Tobacco, Firearms & Explosives

FAA—Federal Aviation Administration

U.S. Coast Guard

***NFPA* 1123 & 1124**

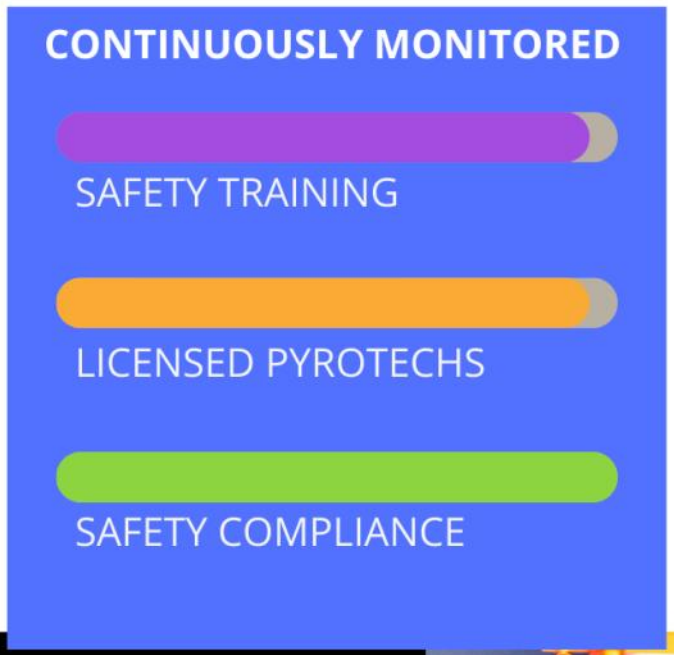
Seriously Safe

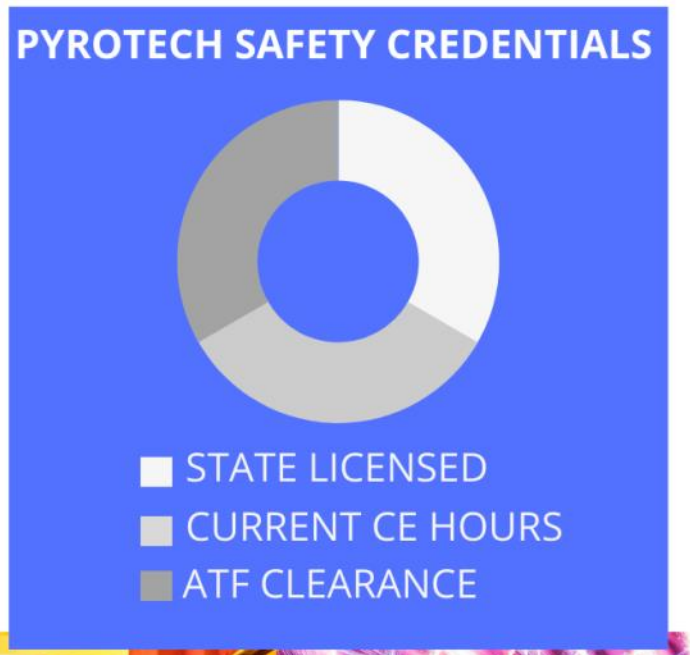
Pyro Shows Safety Protocols

Although fireworks are fun and festive, Pyro Shows is very serious about safety. Our company culture revolves around “best safety practices” and routine safety training. Safety is not just our job, it’s our number one priority!

Check the Facts

We get it. Business is business, but before anyone hires a fireworks company, we encourage fact-checking all firework companies who are contenders! Although it often comes down to dollars and ***cents***, choosing the right company should always make ***sense***. We recommend considering specific criteria including company experience, reputation, regulatory compliance, customer service, and insurance coverage (general liability, auto, workers compensation). Also, verify the company has a USDOT number and Hazmat Safety Permit, specifically for 1.3g explosives.





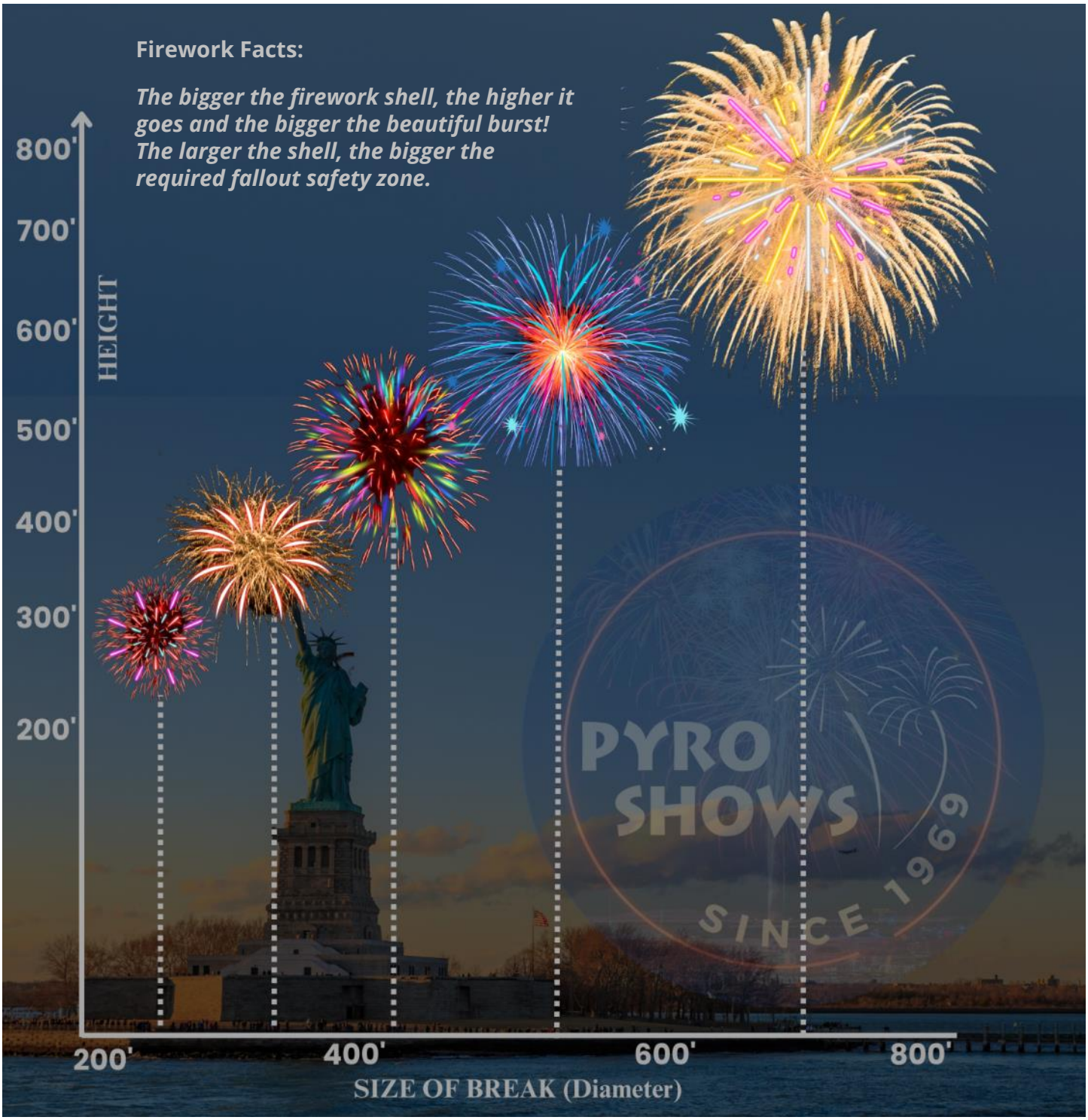






Aerial Shells 101

When you think firework "shell", think of a rounded firecracker that comes in various sizes. Check our graphic below. If a 3-inch shell goes 300 feet high and has a 300 foot diameter burst, an 8-inch shell climbs 800 feet with a burst 800 feet in diameter! We've checked your venue with satellite imaging and have determined the largest fireworks that may be launched safely.



All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

Show Design

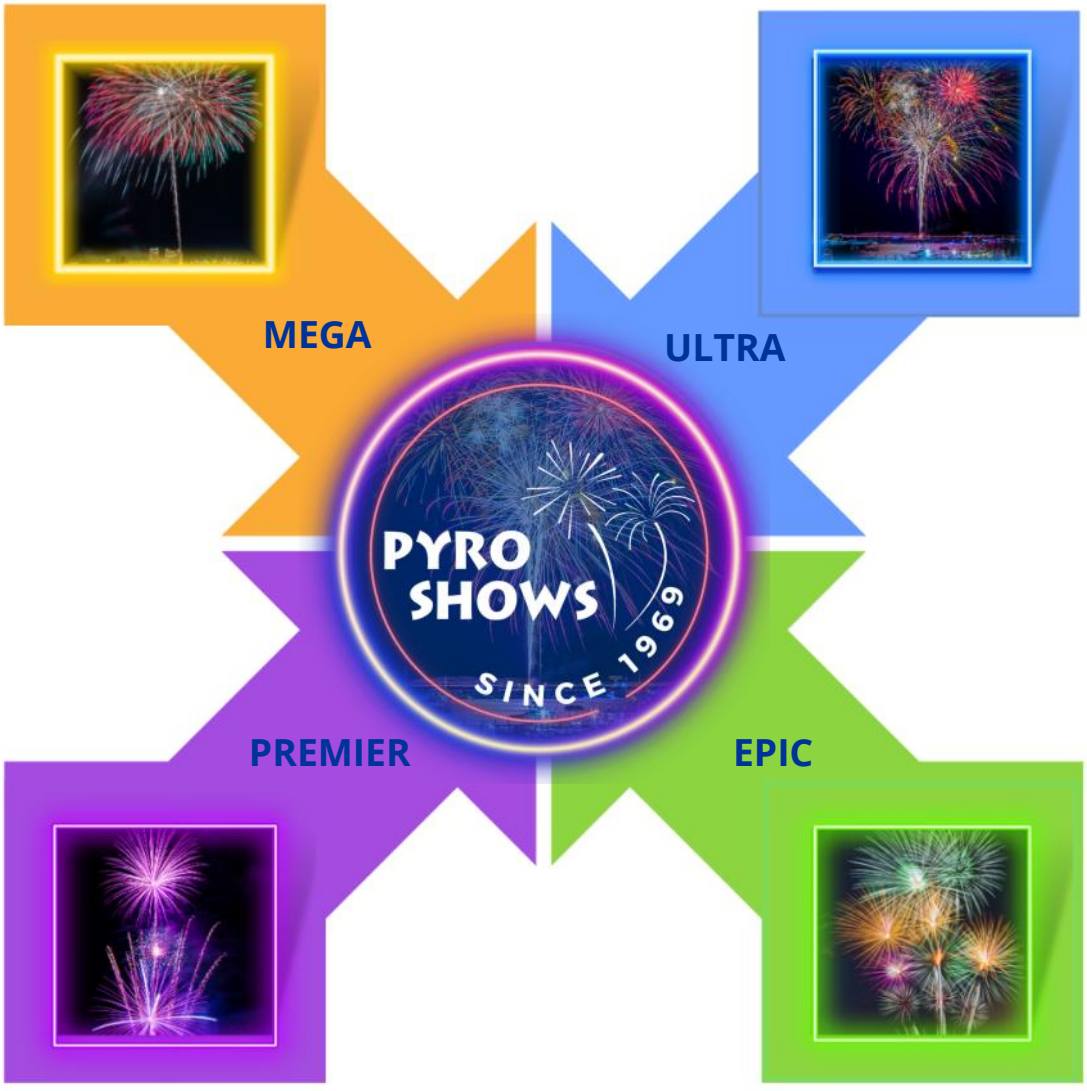
Your custom show has been designed using 4 classifications of visual effects.

MEGA effects are classic designs including chrysanthemum, dahlia, and stained glass.

ULTRA effects are more intricate multiple effects and are comprised of premium imported shells.

PREMIER effects are the brightest, most vivid colors available and often break with size, pattern, and density of shells twice their size.

EPIC effects are multiple effects of two or more shells stacked.



All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

NYE Summary

Pensacola Beach Chamber of Commerce
Show Date: December 31, 2025
Show Time: 11:59 PM CT
Show Duration: 15 Minutes
Show Price: $49,500.00
Barge Price: $18,000.00
Total: $67,500.00

Main Body

Size	Mega Qty	Ultra Qty	Premier QTY	Epic Qty	Sub Total
4" Shell	100	`100	25	25	250
5" Shell	80	80	20	20	200
6" Shell	60	60	15	15	150
8" Shell	4	4	1	1	10
1.25" Cake	2 100-Shot Popping Flower				200
1.25" Cake	2 100-Shot Peachblow & Lemon Yellow Tail				200
1.25" Cake	100-Shot Peacock Thunder				200
1.25" Cake	100-Shot gold Tail to Silver Glitter Willow				200
				Main Body Total	1,410

Grand Finale

	Mega Qty	Ultra Qty	Premier QTY	Epic Qty	
3" Shell	120	120	30	30	300
4" Shell	20	20	5	5	50
5" Shell	16	16	4	4	40
6" Shell	12	12	3	3	30
8" Shell	1	1	1	1	4
				Grand Finale total	424
				Total Main Body and Grand Finale	1,834

All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

July 4 Summary

Pensacola Beach Chamber of Commerce
Show Date: July 4, 2026
Show Time: 9:05PM CT
Show Duration: 18 Minutes
Show Price: $66,000.00
Barge Price: $18,000.00
Total: $84,000.00

Main Body

Size	Mega Qty	Ultra Qty	Premier QTY	Epic Qty	Sub Total
4" Shell	102	102	26	25	255
5" Shell	88	88	22	22	220
6" Shell	66	66	17	16	165
8" Shell	8	8	2	2	20
1.25"	2 100-Shot Popping Flower				200
1.25"	2 100-Shot Peachblow & Lemon Yellow Tail				200
1.25"	2 100-Shot Red, White, Blue Peony				200
				Main Body Total	1,260

Grand Finale

	Mega Qty	Ultra Qty	Premier QTY	Epic Qty	
3" Shell	144	144	36	36	360
4" Shell	20	20	5	5	50
5" Shell	16	16	4	4	40
6" Shell	12	12	3	3	30
8" Shell	2	1	1	1	5
1.50" Cake	4 - 100 Shot Peacock with Thunder Salutes				400
				Grand Finale total	885
				Total Main Body and Grand Finale	2,145

All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

Workflow Process

The professional fireworks industry is a very unique industry. For every show we do, whether it's a small birthday party to an extravaganza on the 4th of July, *each show* goes through a workflow of multiple layers.

Here is a ***brief*** summary of the attention Pyro Shows will give YOUR show!

1 Administrative

Once Show Directors have performed site evaluations, completed the show design process, and coordinated crews—the admin process may begin!

Lots of moving documents! Contracts, sales orders, insurance certificates, site diagrams, product summaries, regulatory information, processing paperwork for local and state permit applications. The list goes on!



2 Design and Scripting

Select each firework based on color, visual effect, and timing. Write the show script that goes to the field operations team and to the Pyrotech. If the show is musically accompanied, create the soundtrack. If choreographed, create the custom soundtrack and script each firework to the beat of the music.

3 Field Operations

Gather fireworks from storage magazines based on design script. Scan firework bar codes of each piece of product for internal inventory and ATF compliance. Pack and secure each show with all fireworks, mortar racks, fire extinguishers, PPE equipment, and post-show cleanup supplies. Once each show is "compiled", then they are loaded onto trucks.

4 Firework Show Day

Pyrotech Crew Chief and crew members arrive on site the morning of show (or days before the show depending on the show size). Survey and monitor fallout safety area, mark launch site safety zone, begin unloading equipment, assembling racks, placing racks in accordance to show design script. Load explosives into mortars, cover/waterproof loaded fireworks. Wire explosives, check wiring, continuity, firing system and backup firing system. Get ready for showtime!

All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

PYROfessionals

At Pyro Shows, we believe that the mark of a good fireworks company is not the absence of an occasional "dud", but what **WE DO FOR YOU** if there is a "dud".

- Superior Customer Service
- Satisfaction Guaranteed
- Permit Processing
- Expertise
- $10M Insurance Coverage
- Experience

Next Steps

We hope you've enjoyed reviewing our ideas for your show and taking a peek into our process that makes it all happen!

Now that you have the show summary and pricing, let's move on to the next steps.

Ask questions and discuss any desired changes

If you're new to this process, it's typical to have questions so ask away! Remember that customization is key! We will make the changes necessary to bring the vision of your event to life. If you have no questions, then please proceed to the next step.

Accept the proposal as presented

Contact us via phone and/or email to let us know you're happy with our proposal and are ready to move forward with booking your show!

Finalize and sign the contract

We will send you a show contract. A signed contract finalizes the specific details of your show and reserves your show date. A signed contract is the document required by our insurance carrier to ensure that you, our customer, and your audience are covered under our General Liability policy.

Submit an initial deposit payment

The payment terms are agreed upon in advance and referenced in the show contract.



Thank you!

We appreciate your interest in fireworks for your event and for considering Pyro Shows as your fireworks vendor.

Please feel free to reach out to us with any comments or questions. We hope to have the chance to work for you and make your event an ***EPIC*** one!



Contact Us

Jesse@pyroshows.com, alison@pyroshows.com

423.494.4202, 800.662.1331

www.pyroshows.com

115 North 1st Street, P.O. Box 1776, LaFollette, TN 37766

All information is proprietary and confidential. No part may be copied or forwarded without the expressed permission of Pyro Shows.

Internal Revenue Service
District Director

Department of the Treasury

C - 1130
ATLANTA, GA 30301

Date:

JAN 03 1990

THE PENSACOLA BEACH CHAMBER OF COMMERCE INC
PO BOX 1174
PENSACOLA BEACH, FL 32561

Employer Identification Number:
59-2918198
Contact Person:
ED BRADLEY
Contact Telephone Number:
(404) 331-4989

Internal Revenue Code
Section 501(c)(6)
Accounting Period Ending:
December 31
Form 990 Required:
Yes
Addendum Applies:
No

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(a) of the Internal Revenue Code as an organization described in the section indicated above.

Unless specifically excepted, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) for each employee to whom you pay $100 or more during a calendar year. And, unless excepted, you are also liable for tax under the Federal Unemployment Tax Act for each employee to whom you pay $50 or more during a calendar quarter if, during the current or preceding calendar year, you had one or more employees at any time in each of 20 calendar weeks or you paid wages of $1,500 or more in any calendar quarter. If you have any questions about excise, employment, or other Federal taxes, please address them to this office.

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

In the heading of this letter we have indicated whether you must file Form 990, Return of Organization Exempt From Income Tax. If Yes is indicated, you are required to file Form 990 only if your gross receipts each year are normally more than $25,000. However, if you receive a Form 990 package in the mail, please file the return even if you do not exceed the gross receipts test. If you are not required to file, simply attach the label provided, check the box in the heading to indicate that your annual gross receipts are normally $25,000 or less, and sign the return.

If a return is required, it must be filed by the 15th day of the fifth month after the end of your annual accounting period. A penalty of $10 a day

is charged when a return is filed late, unless there is reasonable cause for the delay. However, the maximum penalty charged cannot exceed $5,000 or 5 percent of your gross receipts for the year, whichever is less. This penalty may also be charged if a return is not complete, so please be sure your return is complete before you file it.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

If we have indicated in the heading of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

Because this letter could help resolve any questions about your exempt status, you should keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

Paul Williams
District Director

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Pensacola Beach Chamber of Commerce

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

7 Casino Beach Boardwalk

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola Beach, Florida 32561

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

5	9	–	2	9	1	8	1	9	8

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** [signature] **Date** 3/24/25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning _____, 2023, and ending _____, 20_____

Do not send to the IRS. Keep for your records.
Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer
PENSACOLA BEACH CHAMBER OF COMMERCE

EIN or SSN
59-2918198

Name and title of officer or person subject to tax
MARGARET PELTIER, PRESIDENT/CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a**, **2a**, **3a**, **4a**, **5a**, **6a**, **7a**, **8a**, **9a**, or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b**, **2b**, **3b**, **4b**, **5b**, **6b**, **7b**, **8b**, **9b**, or **10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here . . . ☒	**b**	**Total revenue**, if any (Form 990, Part VIII, column (A), line 12) . .	**1b**	401,580.
2a	**Form 990-EZ** check here . . ☐	**b**	**Total revenue**, if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here . . ☐	**b**	**Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here . . ☐	**b**	**Tax based on investment income** (Form 990-PF, Part V, line 5) .	**4b**	
5a	**Form 8868** check here . . . ☐	**b**	**Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here . . ☐	**b**	**Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here . . . ☐	**b**	**Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here . . . ☐	**b**	**FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here . . . ☐	**b**	**Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here . . ☐	**b**	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (**a**) an acknowledgement of receipt or reason for rejection of the transmission, (**b**) the reason for any delay in processing the return or refund, and (**c**) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize KURBEC & CANTIN CPA, PA to enter my PIN 3 2 5 6 1 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax Margaret Peltier as President/CEO Date 07/02/2024

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 5 9 4 2 9 8 2 2 2 2 2

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature _____ Date 07/02/2024

ERO Must Retain This Form — See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , 2023, and ending , 20

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: PENSACOLA BEACH CHAMBER OF COMMERCE

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 7 CASINO BEACH BOARDWALK

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA BEACH, FL 32561

D Employer identification number: 59-2918198

E Telephone number: (850)932-1500

G Gross receipts $ 402,751.

F Name and address of principal officer: MARGARET PELTIER, 7 CASINO BEACH, PENSACOLA BEACH, FL 32561

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions.

H(c) Group exemption number

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c) (6) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.PENSACOLABEACHCHAMBER.COM

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1988

M State of legal domicile: FL

Part I Summary

1	Briefly describe the organization's mission or most significant activities: DEVELOPMENT OF COMMERCE ON PENSACOLA BEACH		
2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
3	Number of voting members of the governing body (Part VI, line 1a)	3	11
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	11
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	0
6	Total number of volunteers (estimate if necessary)	6	138
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	197,149.	288,199.
9	Program service revenue (Part VIII, line 2g)	90,222.	104,576.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	334.	6,765.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-1,007.	2,040.
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	286,698.	401,580.
13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	3,800.	461.
14	Benefits paid to or for members (Part IX, column (A), line 4)		
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	117,388.	157,800.
16a	Professional fundraising fees (Part IX, column (A), line 11e)		
b	Total fundraising expenses (Part IX, column (D), line 25)		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	177,224.	254,870.
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	298,412.	413,131.
19	Revenue less expenses. Subtract line 18 from line 12	-11,714.	-11,551.

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	246,746.	235,195.
21	Total liabilities (Part X, line 26)		
22	Net assets or fund balances. Subtract line 21 from line 20	246,746.	235,195.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Margaret Peltier
Signature of officer

07/02/2024
Date

MARGARET PELTIER, PRESIDENT/CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Joseph Kurbec		07/02/2024		P02108140

Firm's name: KURBEC & CANTIN CPA PA — Firm's EIN: 27-0113179

Firm's address: 913 GULF BREEZE PARKWAY, STE 14, GULF BREEZE, FL 32561 — Phone no. (850)934-3730

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2024

	Jan - Dec 24
Ordinary Income/Expense	
Income	
Event Income	
4th of July Fireworks Sponsor	3,000.00
Art & Wine Festival	
A&W Sponsorships	5,000.00
Vendor/Artist	2,000.00
Wine Tasting Tickets	16,018.03
Total Art & Wine Festival	23,018.03
Beach Ball Breakfast	
Entry (w/breakfast)	2,206.00
Sponsorships	1,050.00
Beach Ball Breakfast - Other	100.00
Total Beach Ball Breakfast	3,356.00
Blue Wahoos	440.00
Business After Hours	
Entry Fee	267.00
Raffle - 50/50	438.00
Sponsorships	400.00
Business After Hours - Other	105.00
Total Business After Hours	1,210.00
Crawfish Festival	3,950.00
Halloween Pub Crawl	400.00
Holiday Party	45.00
Red, White & Blues Airshow	
Airshow Sponsors	1,772.10
Airshow Vendors	19,650.00
Total Red, White & Blues Airshow	21,422.10
Season Your Holidays	
Lighted Boat Parade	
Registration Fees	245.00
Lighted Boat Parade - Other	715.00
Total Lighted Boat Parade	960.00
Polar Bear Plunge	
Sales	3,889.39
Polar Bear Plunge - Other	6,736.58
Total Polar Bear Plunge	10,625.97
Surfing Santa Parade	1,015.00
Total Season Your Holidays	12,600.97
St. Paddy's Day Pub Crawl	
Stop Fee	2,800.00
T-Shirts	7,580.00
St. Paddy's Day Pub Crawl - Other	1,600.00
Total St. Paddy's Day Pub Crawl	11,980.00

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2024

	Jan - Dec 24	
Taste of the Beach		
Frozen Zone Sales	3,027.08	
Sponsorships	6,553.48	
Sunset Cruise	2,850.00	
TOB Hospitality Sales	1,451.74	
TOB Kid's Cooking Classes	353.99	
VIP Trolley Dinner	31,143.75	
Water sales	2,376.75	
Taste of the Beach - Other	86.00	
Total Taste of the Beach		47,842.79
Total Event Income		129,264.89
Operations Income		
Interest - Savings Account		7,443.89
Membership Fees		63,590.00
VIC (Visitor Center)		
Sales - Gift Shop	2,505.92	
Tumbler Sales	21,186.11	
VIC Supplies	-10.03	
Total VIC (Visitor Center)		23,682.00
Total Operations Income		94,715.89
Vistor Center - IN Kind		2,132.00
Total Income		226,112.78
Gross Profit		226,112.78
Expense		
Ambassadors		2,020.14
Board of Directors		
Board of Directors Retreat-		1,308.22
Executive Board Expense		911.63
Board of Directors - Other		145.12
Total Board of Directors		2,364.97
Event Expense		
4th of July		
Advertising	21.53	
EMS Standby	320.00	
4th of July - Other	177.60	
Total 4th of July		519.13
Airshow		
Advertising	716.41	
Blues Reception (drinks)	309.18	
Lodging	1,635.28	
Postage	34.00	
Tent/Tables	3,825.52	
Water	1,824.00	
Airshow - Other	50.00	
Total Airshow		8,394.39
Art & Wine Festival		
A&W Supplies	3,779.60	
Advertising	56.70	
Wine	25.00	
Art & Wine Festival - Other	643.32	
Total Art & Wine Festival		4,504.62

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2024

	Jan - Dec 24	
Beach Ball Breakfast		
Food	1,950.00	
Total Beach Ball Breakfast		1,950.00
Beach0Ween		1,650.29
Blue Wahoos		1,850.00
Season Your Holidays		
Lighted Boat Parade		
Boat Awards	150.36	
Lighted Boat Parade - Other	692.71	
Total Lighted Boat Parade	843.07	
Polar Bear Plunge	5,732.31	
Surfing Santa Beach Parade	3,115.89	
Total Season Your Holidays		9,691.27
Snowbird Breakfast Beach Bash		1,027.43
St. Paddy's Day Pub Crawl		
Advertising	149.70	
Annual Event Donation	1,500.00	
St. Paddy's T-Shirts	6,582.60	
St. Paddy's Day Pub Crawl - Other	5.48	
Total St. Paddy's Day Pub Crawl		8,237.78
Taste of the Beach		
Advertising	75.04	
Alcohol beverages	25.00	
Band	2,450.00	
Security	860.00	
Supplies	4,511.89	
TOB Sunset Cruise	3,000.00	
TOB T-shirts	4,559.03	
VIP Trolley Dinner	3,900.00	
Taste of the Beach - Other	5,447.85	
Total Taste of the Beach		24,828.81
Total Event Expense		62,653.72
Insurance		
General Liability Insuracne		2,616.76
Insurance - Other		2,000.80
Total Insurance		4,617.56
Membership Expenses		
Chamber Holiday Cards		219.00
Member Awards		743.18
Membership Expenses - Other		-750.00
Total Membership Expenses		212.18
Operations Expense		
Bank Fees		36.00
Chamber Advertising		
Dues/Memberships	905.25	
Networking Event	140.00	
Website	529.50	
Chamber Advertising - Other	100.00	
Total Chamber Advertising		1,674.75
Corporate Fees		131.25
Credit Card Fees		4,213.81

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2024

	Jan - Dec 24	
Donations		
Charitable Donation	675.12	
Volunteer Dinner	-15.00	
Total Donations		660.12
Employee Education/Development		
FLP-Gulf Power Conference	1,530.23	
Governors Conference	475.00	
Webinars/Seminars	22.90	
Employee Education/Development - Other	350.00	
Total Employee Education/Development		2,378.13
Employees		
Gift (Get Well/Going Away)	5,472.00	
Mileage Reimbursement	44.00	
Payroll Liability Insurance	288.00	
Payroll Processing Fees	18,655.26	
Salary/Wages	167,946.02	
Transponder-Beach Pass	22.00	
X Offset - Management Fees	-87,083.26	
Total Employees		105,344.02
Office Supplies		1,082.47
President/CEO expense		813.42
Software - Programs		6,525.27
Storage Unit		2,450.10
Taxes		
Sales & Use	1,891.76	
Tax Prep/File	975.00	
Total Taxes		2,866.76
VIC		
SRIA Expenses	19.80	
Supplies	4,236.45	
Total VIC		4,256.25
VIC Gift Shop		
Stickers	1,286.04	
T-Shirts	1,019.95	
Tumblers	11,201.87	
Total VIC Gift Shop		13,507.86
Total Operations Expense		145,940.21
Vistor Center Volunteer Hour		2,132.00
Total Expense		219,940.78
Net Ordinary Income		6,172.00
Net Income		**6,172.00**

The Pensacola Beach Chamber of Commerce
Balance Sheet
As of December 31, 2023

	Dec 31, 23
ASSETS	
Current Assets	
Checking/Savings	
Petty Cash - VIC	200.00
Synovus CD (6 mo)	55,000.00
Synovus CD (9 mo)	116,898.15
Synovus Checking 9752	38,053.03
Synovus Money Mkt 9760	22,750.12
Total Checking/Savings	232,901.30
Other Current Assets	
Prepaid - Fireworks 4th of July	8,530.16
Prepaid Advertisting Expense	16,885.50
Prepaid Fireworks - New Years	22,500.00
Total Other Current Assets	47,915.66
Total Current Assets	280,816.96
Fixed Assets	
Accumulated Depreciation	-5,740.00
Furniture and Equipment	8,858.52
Total Fixed Assets	3,118.52
TOTAL ASSETS	**283,935.48**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	16,582.14
Total Accounts Payable	16,582.14
Other Current Liabilities	
Sales and Use Tax	52.28
Total Other Current Liabilities	52.28
Total Current Liabilities	16,634.42
Total Liabilities	16,634.42
Equity	
Unrestricted Net Assets	247,100.94
Net Income	20,200.12
Total Equity	267,301.06
TOTAL LIABILITIES & EQUITY	**283,935.48**

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2023

		Jan - Dec 23
Ordinary Income/Expense		
Income		
Event Income		
Art & Wine Festival		
A&W Sponsorships	1,069.10	
Advertising	8,850.00	
Vendor/Artist	1,875.00	
Wine Tasting Tickets	11,583.41	
Total Art & Wine Festival		23,377.51
Beach Ball Breakfast		
Entry (w/breakfast)	1,540.21	
Sponsorships	1,200.00	
Total Beach Ball Breakfast		2,740.21
Blue Wahoos		1,437.00
Business After Hours		
Raffle - 50/50	1,388.00	
Sponsorships	100.00	
Business After Hours - Other	200.00	
Total Business After Hours		1,688.00
Crawfish Festival		3,752.00
Halloween Pub Crawl		4,432.00
Holiday Party		4,751.84
Red, White & Blues Airshow		
Air Show Reception Drinks	3,895.37	
Airshow Vendors	9,500.00	
Total Red, White & Blues Airshow		13,395.37
Season Your Holidays		
Lighted Boat Parade		
Registration Fees	315.00	
Total Lighted Boat Parade		315.00
Polar Bear Plunge		
Sales	11,077.38	
Total Polar Bear Plunge		11,077.38
Surfing Santa Parade	1,030.00	
Total Season Your Holidays		12,422.38
St. Paddy's Day Pub Crawl		
Stop Fee	2,600.00	
T-Shirts	6,580.00	
Total St. Paddy's Day Pub Crawl		9,180.00
Taste of the Beach		
Sponsorships	7,100.00	
TOB Entry Fees	1,950.00	
TOB Kid's Cooking Classes	50.00	
TOB T-shirt sales	475.00	
VIP Trolley Dinner	17,414.61	
Taste of the Beach - Other	400.00	
Total Taste of the Beach		27,389.61
Event Income - Other		10.00
Total Event Income		104,575.92

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2023

	Jan - Dec 23	
Operations Income		
Ambasssadors Income-Donations		280.00
Interest - Savings Account		6,916.07
Membership Fees		53,151.61
VIC (Visitor Center)		
Sales - Gift Shop	3,211.04	
Total VIC (Visitor Center)		3,211.04
Total Operations Income		63,558.72
Vistor Center - IN Kind		25,818.00
Total Income		193,952.64
Gross Profit		193,952.64
Expense		
Ambassadors		316.80
Board of Directors		
Board of Directors Retreat-		824.00
Executive Board Expense		257.53
Board of Directors - Other		1,025.71
Total Board of Directors		2,107.24
Event Expense		
4th of July		209.72
Airshow		
Advertising	477.73	
Airshow - Other	418.88	
Total Airshow		896.61
Art & Wine Festival		
A&W Supplies	17.82	
Wine	3,136.01	
Art & Wine Festival - Other	874.37	
Total Art & Wine Festival		4,028.20
Beach Ball Breakfast		
Food	1,650.00	
Total Beach Ball Breakfast		1,650.00
Beach0Ween		1,262.34
Blue Wahoos		1,800.00
Business After Hours		701.93
Halloween Pub Crawl		3,849.88
Holiday Party (Annual MTG)		
Food (Venue)	6,291.46	
Holiday Party Annual Awards	923.80	
Holiday Party (Annual MTG) - Other	509.10	
Total Holiday Party (Annual MTG)		7,724.36
Season Your Holidays		
Lighted Boat Parade		
Boat Awards	167.01	
Lighted Boat Parade - Other	523.80	
Total Lighted Boat Parade	690.81	
Polar Bear Plunge	518.79	
Surfing Santa Beach Parade	2,203.67	
Total Season Your Holidays		3,413.27
Snowbird Beach Bash		25.94

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2023

	Jan - Dec 23	
St. Paddy's Day Pub Crawl		
St. Paddy's T-Shirts	5,152.05	
St. Paddy's Day Pub Crawl - Other	1,812.45	
Total St. Paddy's Day Pub Crawl		6,964.50
Taste of the Beach		
Band	1,000.00	
Security	480.00	
Supplies	578.95	
VIP Trolley Dinner	3,603.75	
Taste of the Beach - Other	7,502.08	
Total Taste of the Beach		13,164.78
Total Event Expense		45,691.53
Insurance		
Directors/Officer Insurance		1,120.90
General Liability Insuracne		3,706.16
Professional Liability Ins		1,335.32
Total Insurance		6,162.38
Membership Expenses		
Chamber Holiday Cards		612.02
Member Awards		737.65
Retention Expense		23.32
Total Membership Expenses		1,372.99
Operations Expense		
Bank Fees		784.31
Chamber Advertising		
Dues/Memberships	2,085.00	
Flyers/Nametags/Signage	532.66	
Networking Event	483.29	
Website	301.92	
Chamber Advertising - Other	697.15	
Total Chamber Advertising		4,100.02
Corporate Fees		70.00
Credit Card Fees		1,153.91
Donations		
Charitable Donation	60.51	
Donations - Other	400.00	
Total Donations		460.51
Employee Education/Development		
FLP-Gulf Power Conference	265.69	
Webinars/Seminars	1,000.00	
Employee Education/Development - Other	1,169.66	
Total Employee Education/Development		2,435.35
Employees		
Background Check	40.00	
Gift (Get Well/Going Away)	305.78	
Incentive (memberships)	1,027.29	
Payroll Liability Insurance	288.00	
Payroll Processing Fees	15,807.04	
Salary/Wages	141,992.99	
Transponder-Beach Pass	66.00	
X Offset - Management Fees	-94,999.92	
Total Employees		64,527.18

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2023

		Jan - Dec 23
Office Supplies		2,079.09
Postage (Chamber)		169.46
President/CEO expense		2.98
Professional Services		20.00
Software - Programs		6,138.26
Storage Unit		1,089.48
Taxes		
Sales & Use	853.75	
Tax Prep/File	825.00	
Total Taxes		1,678.75
Travel/Lodging		1,755.67
VIC		
SRIA Expenses	103.09	
Supplies	4,343.86	
VIC - Other	141.90	
Total VIC		4,588.85
VIC Gift Shop		
Stickers	971.10	
VIC Gift Shop - Other	200.00	
Total VIC Gift Shop		1,171.10
Operations Expense - Other		58.66
Total Operations Expense		92,283.58
Vistor Center Volunteer Hour		25,818.00
Total Expense		173,752.52
Net Ordinary Income		20,200.12
Net Income		**20,200.12**

The Pensacola Beach Chamber of Commerce
Balance Sheet
As of December 31, 2022

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
Petty Cash - VIC	135.00
Synovus CD (3 mo)	55,000.00
Synovus CD (6 mo)	55,000.00
Synovus CD (9 mo)	110,000.00
Synovus Checking 9752	4,615.22
Synovus Money Mkt 9760	19,232.20
Total Checking/Savings	243,982.42
Total Current Assets	243,982.42
Fixed Assets	
Accumulated Depreciation	-5,740.00
Furniture and Equipment	8,858.52
Total Fixed Assets	3,118.52
TOTAL ASSETS	**247,100.94**
LIABILITIES & EQUITY	
Equity	
Unrestricted Net Assets	258,462.65
Net Income	-11,361.71
Total Equity	247,100.94
TOTAL LIABILITIES & EQUITY	**247,100.94**

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2022

		Jan - Dec 22
Ordinary Income/Expense		
Income		
Bank Credit fee		36.00
Donations		1,020.00
Event Income		
Art & Wine Festival		
A&W Sponsorships	1,944.10	
Vendor/Artist	2,113.46	
Wine Tasting Tickets	10,145.61	
Total Art & Wine Festival		14,203.17
Beach Ball Breakfast		
Entry (w/breakfast)	844.37	
Sponsorships	493.28	
Beach Ball Breakfast - Other	204.71	
Total Beach Ball Breakfast		1,542.36
Business After Hours		
Raffle - 50/50	497.00	
Sponsorships	297.86	
Business After Hours - Other	25.00	
Total Business After Hours		819.86
Crawfish Festival		976.00
Halloween Pub Crawl		
Stop Fee	1,800.00	
Tumbler Sales	5,233.11	
Halloween Pub Crawl - Other	608.00	
Total Halloween Pub Crawl		7,641.11
Holiday Party		218.75
Lighted Boat Parade		
Registration Fees	585.91	
Total Lighted Boat Parade		585.91
NY Eve Fireworks Sponsor		2,500.00
Red, White & Blues Airshow		
Air Show Reception Drinks	3,660.13	
Airshow Vendors	6,969.76	
Total Red, White & Blues Airshow		10,629.89

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2022

		Jan - Dec 22
Season Your Holidays		
Polar Bear Plunge		
Sales	6,104.00	
Total Polar Bear Plunge		6,104.00
Surfing Santa Parade		500.00
Total Season Your Holidays		6,604.00
St. Paddy's Day Pub Crawl		
Stop Fee		3,000.00
T-Shirts		6,938.94
St. Paddy's Day Pub Crawl - Other		1,950.00
Total St. Paddy's Day Pub Crawl		11,888.94
Taste of the Beach		
Bar Sales-Beer		4,493.25
Frozen Zone Sales		1,936.00
Sponsorships		1,500.00
TOB Cash Bank		3,000.00
TOB Entry Fees		888.92
TOB Kid's Cooking Classes		450.00
TOB T-shirt sales		2,092.94
VIP Trolley Dinner		14,305.80
Water sales		2,816.00
Taste of the Beach - Other		1,092.64
Total Taste of the Beach		32,575.55
Total Event Income		90,185.54
Operations Income		
Interest - Savings Account		334.35
Membership Fees		42,869.55
Restricted Funds		
Events		13,115.00
Fireworks		45,000.00
Total Restricted Funds		58,115.00
VIC (Visitor Center)		
Management Fees		95,144.39
Sales - Merchandise		2,281.90
Total VIC (Visitor Center)		97,426.29
Total Operations Income		198,745.19

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2022

		Jan - Dec 22
Uncategorized Income		18.93
Total Income		290,005.66
Gross Profit		290,005.66
Expense		
Ambassadors		364.30
Art & Wine Festival		
A&W Supplies	949.31	
Advertising	8,850.00	
Wine	2,400.00	
Art & Wine Festival - Other	800.00	
Total Art & Wine Festival		12,999.31
Board of Directors		695.18
Computer/ Software		46.18
Event Expense		
4th of July		
EMS Standby	403.00	
Fireworks	61,662.50	
Total 4th of July		62,065.50
Airshow		
Advertising	95.00	
Blues Reception (drinks)	3,660.13	
Postage	51.00	
Tent/Tables	2,106.00	
Airshow - Other	518.52	
Total Airshow		6,430.65
Beach Ball Breakfast		
Food	1,800.00	
Beach Ball Breakfast - Other	113.25	
Total Beach Ball Breakfast		1,913.25
Beach0Ween		1,526.80
Halloween Pub Crawl		
Advertising	765.00	
Halloween Pub Crawl - Other	4,982.59	
Total Halloween Pub Crawl		5,747.59

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2022

	Jan - Dec 22	
Holiday Party (Annual MTG)		
Food (Venue)	10,718.57	
Postage	180.00	
Holiday Party (Annual MTG) - Other	482.05	
Total Holiday Party (Annual MTG)		11,380.62
Season Your Holidays		
Advertising	7,682.50	
Boat Awards	154.42	
Chamber Holiday Cards	384.82	
Kids Pre Show Party	450.00	
Lighted Boat Parade	66.61	
New Years Eve Fireworks	7,000.00	
Polar Bear Plunge	5,998.80	
Surfing Santa Beach Parade	2,402.82	
Season Your Holidays - Other	76.57	
Total Season Your Holidays		24,216.54
Snowbird Breakfast Beach Bash		530.81
St. Paddy's Day Pub Crawl		
Advertising	0.00	
St. Paddy's T-Shirts	3,408.18	
Total St. Paddy's Day Pub Crawl		3,408.18
Taste of the Beach		
Alcohol beverages	1,274.54	
Band	1,050.00	
Security	480.00	
Supplies	551.52	
Tent Permit	95.00	
TOB T-shirts	1,231.01	
VIP Trolley Dinner	4,000.00	
Taste of the Beach - Other	10,273.13	
Total Taste of the Beach		18,955.20
Event Expense - Other		135.45
Total Event Expense		136,310.59
Operations Expense		
Bank Fees		205.94

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2022

	Jan - Dec 22
Chamber Advertising	
Door Prize	21.34
Dues/Memberships	505.42
Flyers/Nametags/Signage	2,163.88
Member Awards	649.97
Networking Event	180.00
Website	1,282.50
Chamber Advertising - Other	205.10
Total Chamber Advertising	5,008.21
Corporate Fees	70.00
Directors/Officer Insurance	1,110.08
Donations	
Charitable Donation	3,800.00
Volunteer Gifts	304.59
Total Donations	4,104.59
Employees	
Background Check	10.00
Gift (Get Well/Going Away)	325.87
Salary/Wages	117,388.41
Transponder-Beach Pass	22.00
Employees - Other	86.95
Total Employees	117,833.23
General Liability Insuracne	5,308.15
Office Supplies	1,354.27
Petty Cash	255.00
Planning/Training	
FACP Conference	628.45
FLP-Gulf Power Conference	459.00
Planning/Training - Other	665.00
Total Planning/Training	1,752.45
Postage (Chamber)	311.03
President/CEO expense	325.66
Professional Services	100.00
Software - Programs	4,901.86
Storage Unit	1,089.48
Taxes	
Sales & Use	2,768.36
Tax Prep/File	1,065.00
Total Taxes	3,833.36

The Pensacola Beach Chamber of Commerce
Profit & Loss
January through December 2022

	Jan - Dec 22	
VIC		
Supplies	3,069.22	
VIC - Other	238.89	
Total VIC		3,308.11
Operations Expense - Other		80.39
Total Operations Expense		150,951.81
Total Expense		301,367.37
Net Ordinary Income		-11,361.71
Net Income		**-11,361.71**

Tourist Promotion Fund

108

Pensacola Cigar Weekend

19

This application was pulled by the TDC due to lack of response from the applicant.

DEADLINE - Monday, April 3, 2023

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

___ Submit a fully completed Agency Funding Request Application

___ Submit a copy of your organization's current W-9

___ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

___ Submit a copy of your organization's 2021 or 2022 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2020 tax return along with explanation for late filing.

___ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Jemmott Enterprises

Agency Address: 2167 Paddlewheel Way
Cantonment, FL 32533

Program Name for which funding is being requested: Pensacola Cigar Weekend

Amount Requested: $ 3000.00

Program Contact: John Hairston

Contact Email: pensacolacigarweekend@gmail.com Contact Phone: (678) 654-8401

25-Word Description of Program: PCW is a premier celebration that brings together a diverse community of cigar enthusiasts.

How many years has your organization been providing services in the County? 71

How many years has your organization received funding from the County? N/A

Explain how receiving funds from the County would have a significant impact on your organization: Would impact marketing and vendor services.

☐PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: N/A

Briefly discuss how last year's funds were used? _____

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? _____

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? The funding would assist with our marketing campaigns and with entertainment costs. Patrons will be traveling from all over the Southeast to enjoy this experience. Many local businesses would be financially impacted.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: N/A

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: N/A

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. N/A

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____% N/A
- Percentage for direct programming costs: _____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference?
We are offsetting the difference with ticket sales and financial sponsorship.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. N/A

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

N/A – (our 1st year)

Goals & Metrics Scorecard	FY21	FY22	FY23	% Change
1.				%
2.				%
3.				%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

N/A

Program Goals	FY24
1.	
2.	
3.	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

N/A

Baseline for Goals	FY23
1.	
2.	

3.	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

□INCOME TABLE			
	Most Recently Completed Budget Year - FY 2022	Current Budget Year FY 2023	Proposed Budget Year FY 2024
Contributions/Donations from Private Sources			
Programmatic Income			
County Funding/Direct Contribution			
County Funding by Other Source (a)			
City Funding			
Local Non-Profit Funding			
State Funding			
Federal Funding			
Memberships			
Investment Income			
Other Income (b)			
Total Income			

N/A-(we are in our 1st year)

□

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) N/A

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. N/A

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2022	Current Budget Year FY 2023	Proposed Budget Year FY 2024
Total Number of Staff			
Salaries and Wages			
Employee Benefits			
Professional Services			
Contractual Services			
Travel Expenses			
Rentals and Leases			
Communication			

N/A

Postage and Freight			
Repair and Maintenance			
Printing and Binding			
Marketing and Promotion			
Fuel			
Supplies			
Event Expenses			
Capitalizable Assets for County Funding (a)			
Other Expenses (b)			
Total Expenses			
Net Income - (Revenue minus Expense)			

(a) □Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.
N/A

(b) Please explain any request listed in the "Other Expenses" line item. N/A

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? _____
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. N/A
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? N/A
4. Please list the salary of the top 5 employees, names and positions of your organization.

Name	Position	Salary

N/A

5. Please provide the total amount of cash and investments on hand. N/A
6. Does your organization charge fees for services? If so, provide a list of fees charged.
No we do not.
7. Does your organization require background checks from volunteers and staff? N/A

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? _____
2. How many jobs were created this year over last year by zip code? N/A

3. What is the net cost per job created? _____

☐**ADDITIONAL QUESTIONS (Economic Development)**

1. What was done by your agency to address the "Pockets of Poverty"? N/A

2. Did your agency receive any grants? List the amount and a detailed use of the funds.
N/A

3. Was there any increase in membership for the local chambers? N/A

4. What are your agency's statistics on business creation and minority businesses by zip code?
N/A

5. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

John Hairston
Name

Co-Owner 4/1/2025
Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

How did you measure the success of your organization/event?

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

Tourist Promotion Fund

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Pensacola Mardi Gras Foundation

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PMG Foundation

Danny A. Zimmern
President
Amy G. Newman
Executive Director, PMGI
Hannah Zimmern
Vice President

March 31, 2025

Allyson Parden
Director's Aide
Office of Management & Budget
Escambia County
221 Palafox Place
Pensacola, FL 32502

Dear Ms. Parden,

Attached please find our 2026 Escambia County Tourism Promotion Agency Application. We have included a current W-9, Secretary of State Divisions of Corporations Sunbiz Recognition of our Foundation, and our Articles of Incorporation. For the sake of time and meeting the application deadline, we will send the supporting metrics in the coming days.

Pensacola Mardi Gras Foundation, Inc. was formed in May 2023. Additionally, our bookkeepers are organizing and finalizing the 2025 Mardi Gras accounts. Once all accounts and invoices owed to us have been paid, we will supply your office with our final financial data as well. When they are complete, we are forwarding them to an independent accountant for review. Upon receipt of the full profit and loss statement, balance sheet, and independent review, we will forward those to your office.

Thank you for accepting this application and please contact us with any questions.

We are very proud of the growth of Pensacola Mardi Gras over the past 25+ years and last year's grant, along with this year's grant, will continue that growth. Our application is a bit lengthy and often a bit repetitive, however, the facts are the facts, and we felt that it was better to err on the side of repetition than leave anything to chance.

Thank you again.

Sincerely,

Danny Zimmern

124 E Wright Street, Suite B/ Pensacola, FL 32502
850-465-4657 (office) / 850-434-7780 (fax)
www.pensacolamardigras.com

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2025-2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:
Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2022 or 2023 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2021 tax return along with an explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: **Pensacola Mardi Gras Foundation, Inc.**

Agency Address: **124 E. Wright Street, Suite B, Pensacola, Fl 32502**

Program Name for which funding is being requested: **2026 Pensacola Mardi Gras Season (January 3, 2026 - February 17, 2026**

Amount Requested: **$250,000.00**

Program Contact: **Danny A. Zimmern**

Contact Email: **pensacolamardigras@gmail.com** Contact Phone: **850-232-1944**

25-Word Description of Program:

Pensacola Mardi Gras Foundation promotes tourism and community through parades, events, and festivals celebrating Pensacola's culture, boosting visitor and community engagement, economic growth, and exposure.

How many years has your organization been providing services in the County? **2 (as PMGF, but over 25 years as an event organizer under a different LLC, which was not a non-profit.)**

How many years has your organization received funding from the County? **2**

Explain how receiving funds from the County would have a significant impact on your organization:

County funding enables us to expand tourism and community exposure, increase event quality, and grow visitor participation during the Mardi Gras Season, which annually is during January and February, and in some years, a portion of March. With the 2026 season aligning with key regional calendars, County support allows us to strategically market Pensacola Mardi Gras across target cities, largely focused in the Southeast US. Although, with the regional marketing and energy it creates, in the past two years, Pensacola Mardi Gras has received hundreds of thousands of dollars in earned media, who report on Northwest Florida's culturally rich Mardi Gras events that celebrate local heritage and generate measurable tourism and economic impact.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: **$250,000.00**

Briefly discuss how last year's funds were used? **Marketing and event programming, including major parades and regional promotions primarily across the Southern states.**

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? **Pensacola's Mardi Gras Krewe Community has grown from approximately 500 members to over 6,000 Krewe members, who are extremely active in our community and engage in philanthropic activities that pour resources into organizations, agencies, and those in need throughout Escambia County and the surrounding areas. Pensacola Mardi Gras is the social engine of Northwest Florida acting as an inclusive umbrella that allows Krewes to come together and support the local community in a fun atmosphere that promotes friendly competition and camaraderie. This exposure of a positive and fun environment in Escambia County translates into an attractive region for investment and relocation. Because of the longstanding success of bringing various facets of the community together, particularly on the Pensacola Grand Mardi Gras Parade Weekend in Downtown Pensacola, new events have been created and organized during the Season as a testament to the vast growth and energy that surrounds Pensacola Mardi Gras events. The positive energy surrounding Pensacola's Mardi Gras Season continues to grow the attractiveness of Escambia County.**

Estimated Totals from 2025 Pensacola Mardi Gras Season (final economic data is not yet final as of the date of this submission and will be updated upon receipt by Pensacola Mardi Gras Foundation):

- **250,000+ attendees**
- **60,000+ out-of-county visitors**
- **10,000+ room nights (multiple night average stays)**
- **$10M+ economic impact based on 6 surveyed events (does not include total economic impact in the community)**
- **$3.5M+ additional Krewe event impact**

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?

The 2026 Pensacola Mardi Gras season will build on the tremendous success of prior years by expanding regional tourism through enhanced programming and strategic marketing and storytelling.

TDC funding will directly support the planning, production, and promotion of the Pensacola Mardi Gras cornerstone events, including:

- **The Official Kickoff Event – Saturday, January 3, 2026**
- **3rd Annual Pensacola Mardi Gras Mambo – Planning is underway for this large-scale entertainment event. As the event grows closer and talent is booked and scheduled, we will**

announce the date and target audience.

- **Krewe of Lafitte Parade – Friday, February 13, 2026**
- **Grand Mardi Gras Parade – Saturday, February 14, 2026**
- **Krewe of Wrecks Parade on Pensacola Beach – Sunday, February 15, 2026**
- **Fat Tuesday Festivities – Tuesday, February 17, 2026**
- **A new regional event is being explored and is expected to be announced prior to the 2026 season.**

All events are designed to attract out-of-county visitors, extend overnight stays, provide an outlet for 6,000+/- Krewe members to lead Florida in inclusive community engagement, and boost economic activity during Escambia County's shoulder season. TDC funds will be used solely for programming and marketing, in full alignment with County goals.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirements. Please explain: **No**

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:

PMGF collaborates with the City of Pensacola and Escambia County for public safety, logistics, and event oversight. We also partner with regional Krewes and their events, downtown organizations, local businesses, hospitality partners, and private sponsors to deliver high-quality, well-attended events that boost community engagement, pride, and tourism.

Additionally, we cooperate seasonally with Visit Pensacola on cross-promotional marketing efforts. Mardi Gras serves as an attraction for Northwest Florida, drawing attention to Escambia County during the winter-spring shoulder season from early January through late February. PMGF's campaigns actively drive interested visitors to both our website and Visit Pensacola's platform, reinforcing the season as a central tourism draw.

The season highlight known as Mardi Gras Weekend (Friday, Saturday, and Sunday before Fat Tuesday) even attracted an additional new event to Escambia County with Foiling Week Pensacola taking place simultaneously within the Mardi Gras footprint of both Downtown Pensacola and Pensacola Beach. Multiple smaller events continue to be created and grow, harnessing the energy of Escambia County's longest standing celebration and traditions and allowing PMGF to grow and develop as well.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

PMGF has over 25 years of Mardi Gras event leadership and unmatched regional experience. We manage every aspect of the Pensacola Mardi Gras season — not just parades, but immersive, multi-week experiences designed to drive tourism. We are the only organization with the infrastructure, partnerships, and marketing strategy in Escambia County to continue to expand Pensacola's Mardi Gras brand into a major economic driver and cultural attraction.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: **0.00%**
- Percentage for direct programming costs: **100% of the grant funds will be used for marketing and programming costs. The ratio of programming to marketing percentages vary from year to year.**

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

With the prior two-year funding that PMGF has received from the TDC, Pensacola Mardi Gras has been able to expand and grow our reach to tourists outside of our local market. The increased funding has allowed PMGF to reach audiences that it has not previously had the capacity to reach due to financial constraints. With the addition of the newest Pensacola Mardi Gras event, the Pensacola Mardi Gras Mambo, we have been able to market and promote Pensacola's season of events in new markets and to new audiences. This Mardi Gras themed event included participation by local Krewes, traditional mardi gras music, and nationally recognized music artists. The event marketing efforts attracted great attention through the high profile performing artists, and allowed the general public, both locally and nationally, to be educated on the rich traditions of Mardi Gras in historic Pensacola, FL.

Virtually all Pensacola Mardi Gras Mambo marketing directed viewers back to the Pensacola Mardi Gras website–the information hub on all things Pensacola Mardi Gras, including a wide variety of events from Krewes, local community partners, and vendors. Since so much of the marketing materials for the Mambo were targeting areas outside of the local market, a significant portion of the traffic that Mambo received also viewed and learned about the rest of what Pensacola has to offer during the winter-spring months in Pensacola.

Without the financial support of the requested TDC grant, Pensacola Mardi Gras will rely upon sponsorships, event entry fees, and barter trade agreements to account for any financial shortcomings, however, this will reduce our ability to produce the tourism boost that Escambia County, has grown to love and appreciate in the past two years. Exact repercussions on specific events is unknown at this time and may result in a reduction in the events produced and offered by PMGF.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: **N/A**

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. **The City of Pensacola is not duplicitous in any funding; however, with the support of the City of Pensacola in providing parade route safety and Pensacola Police Department presence, PMG has been able to grow and create new events without any negative safety impact. PMGF prides itself on our relationship with the City of Pensacola and always works closely with all applicable governmental agencies.**

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only)

For the past two years, PMGF has created an established marketing footprint that is used each year and modified annually in accordance with performance from the previous year. PMGF maintains a lighter marketing presence during the off-season months of April through October. Starting in October each year, the marketing efforts begin to ramp up and ultimately reach its peak impressions and engagement during the months of the actual Mardi Gras Season (typically January, February, and sometimes March).

PMGF maintains various advertisements for a variety of purposes: brand recognition, event promotion, support of community partners, etc. These advertisements come in various forms:

- **Geo-targeted digital ads (social media, search engines, YouTube, etc.)**
- **Print, radio, and TV spots in both local and out-of-area markets.**
- **Website content, posts, and engagement**
- **Email and influencer campaigns**

Markets targeted: Atlanta, Birmingham, Huntsville, Montgomery, Tallahassee, Mobile, New Orleans, Baton Rouge, and others within a 250-mile radius.

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only)

Most events are free to the public. Sponsorships from $250 to $25,000 provide promotional exposure, VIP access, and underwriting for marketing and production.

The Pensacola Mardi Gras Mambo is the only ticketed event produced by PMGF that charges a fee for the public to participate. All ticketing services have been created and maintained by Ticketmaster for the event each year. The tickets have four different tiers of cost ranging from $35 - $150. This past year, the second ever Pensacola Mardi Gras Mambo saw a significant increase in ticket sales from the inaugural year, with visitors coming in from more than seven states and contributing to a significant bump in hotel reservations and airport traffic for the area. Pensacola International Airport reported that airport traffic during Mardi Gras weekend increased 20 percent over the same weekend the previous year, and was a record for that weekend (year-over-year).

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

   NOTE: 2025 final economic data is not yet final as of the date of this submission and will be updated upon receipt by Pensacola Mardi Gras Foundation.

Goals & Metrics Scorecard	FY24	FY25	FY26	% Change

1. **Increase Tourism**	**200,000**	**250,000+**	**275,000+**	**+10-12%**
2. **Economic Impact**	**$7.7M**	**$9.5-10M+**	**$11M+**	**+15%**
3. **Community Satisfaction**	**97%**	**99%**	**98%**	**Stable%**

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY25
1. **Grow tourism attendance**	**Increase by 10-12%**
2. **Increase visitor economic impact**	**Increase by 10-15%**
3.**Maintain 98%+ community satisfaction via post-event surveys and business feedback**	**Maintain**

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. **250,000 attendees**	
2**. $11M economic impact**	
3. **99% satisfaction rate**	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$193,750	$230,000	$200,000
Programmatic Income	$80,000	$100,000	$125,000
County Funding/Direct Contribution	$250,000	$250,000	$250,000
County Funding by Other Source (a)	$	$	$
City Funding	$50,000	$50,000	$75,000
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$573,750	$630,000	$650,000

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) **"City Funding" - The City of Pensacola has a longstanding arrangement and agreement with PMGF for barricades at the parades and Pensacola Police Department presence at events. In addition to this partnership, the City of Pensacola and its affiliated organizations such as Visit Pensacola work together with PMGF to promote the Mardi Gras Season and events throughout the Season.**

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	1.5	1.5	TBD
Salaries and Wages	$62,500	$70,000	$0.00
Employee Benefits	$	$	$0.00
Professional Services	$40,000	$45,000	$50,000
Contractual Services	$90,000	$100,000	$120,000
Travel Expenses	$	$	$
Rentals and Leases	$15,000	$18,000	$40,000
Communication	$5,000	$5,000	$5,000
Postage and Freight	$2,500	$2,000	$2,000
Repair and Maintenance	$	$	$
Printing and Binding	$20,000	$35,000	$30,000
Marketing and Promotion	$100,000	$120,000	$140,000
Fuel	$	$	$ 10,000.00
Supplies	$15,000	$20,000	$17,500
Event Expenses	$190,000	$200,000	$220,000
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$28,000	$	$
Total Expenses	$568,000	$615,000	$634,500
Net Income - (Revenue minus Expense)	$5,750	$15,000	$ 15,500.00

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. **N/A.**

(b) Please explain any request listed in the "Other Expenses" line item. _____

_____

_____

_____

_____

_____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? **Calendar.**

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. _March 1, 2025 - As of this date, we are awaiting tax returns current balance sheet and income statement along with IRS recogntiion from certified public accountant.

   _____

   _____

   _____

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? **Any and all net income is utilized for operating expenses in planning the next Mardi Gras season.**
4. Please list the salary of the top 5 employees, names and positions of your organization.

   If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency. **Does not apply.**

Name	Position	Salary
No Employees		$ 0.00
		$

		$
		$
		$

5. Please provide the total amount of cash and investments on hand. **+/- $2,500.00 as of 10/1/2024**

6. Does your organization charge fees for services? If so, provide a list of fees charged. **Pensacola Mardi Gras Foundation Inc. maintains a singular purpose to promote and produce events during the Mardi Gras season and do not provide any services to any other organizations.**

7. Does your organization require background checks from volunteers and staff? **No.**

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: **N/A**

1. What is your agency's Strategic Plan? **N/A**
2. How many jobs were created this year over last year by zip code? **N/A**
3. What is the net cost per job created? **N/A**

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? **N/A**
2. Did your agency receive any grants? List the amount and a detailed use of the funds.

Yes, the Pensacola Mardi Gras Foundation received two grants in the amount of $250,000 from the Tourist Development Council in FY 2024 and FY 2025. These funds were instrumental in expanding Pensacola Mardi Gras by creating and hosting new event opportunities for the community and surrounding area, which allowed for regional marketing to attract visitors. The grant enabled us to introduce and produce the inaugural and subsequent (2024 and 2025) Pensacola Mardi Gras Mambo featuring a nationally recognized artist merged with the energy of Pensacola Mardi Gras, allowing a regional event that has attracted attendees from a 250-mile radius, thereby promoting tourism and bringing in visitors and dollars to Escambia County.

Additionally, a portion of the grant was allocated towards expanding our marketing efforts and

overall reach, ensuring that Pensacola Mardi Gras continues to be a premier destination for both locals and tourists alike. The high energy feel of the marketing materials draws in visitors by showcasing and emphasizing the fun, excitement, and culture that makes Northwest Florida so unique and appealing to adults and families.

The grant provided by the Tourist Development Council was instrumental in fueling the growth and success of Pensacola Mardi Gras, enabling us to expand our event offerings, enhance marketing efforts, and strengthen organizational capacity. These initiatives not only enrich the cultural landscape of Escambia County but also contribute to the economic vitality of the region by attracting visitors and generating revenue for local businesses.

3. Was there any increase in membership for the local chambers? **N/A.**

4. What are your agency's statistics on business creation and minority businesses by zip code? **N/A.**

5. Can we reduce the taxpayer subsidy? **N/A.**

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Name Danny Zimmern

President

Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9): **Pensacola Mardi Gras Foundation Inc.**
Contact: **Danny A. Zimmern**
Title: **President**
Mailing Address: **124 E Wright Street, Suite B, Pensacola, FL 32502**
Grant Amount Received: **$250,000**

Tourism Activity Description:

Brief description of the organization/event.

Pensacola Mardi Gras Foundation (PMGF) is dedicated to celebrating and promoting the rich cultural heritage of Pensacola through its annual Mardi Gras festivities. With over 25 years of experience, PMGF has become synonymous with the vibrant and lively spirit of Mardi Gras in the region. Our events not only showcase Pensacola's history and unique charm but also attract thousands of visitors, leading to increased tourism revenue, economic growth, and resident satisfaction for Escambia County. PMGF's efforts have grown Pensacola Mardi Gras into a season-long celebration that blends tradition, entertainment, and innovation.

What impact did your organization/event have on the citizens of Escambia County?

Pensacola Mardi Gras events play a vital role in driving tourism activity and economic development in Escambia County, benefiting both residents and local businesses. By attracting visitors from across the region, our events contribute to the "heads in beds" metric, resulting in increased occupancy rates for hotels and lodging establishments. This influx of tourists stimulates spending in the hospitality sector, supporting jobs and generating revenue for businesses throughout the county. Additionally, Mardi Gras fosters community pride and engagement, enriching the cultural fabric of Escambia County and enhancing its reputation as a premier travel destination.

One major success of this past season was the continued development and growth of the Pensacola Mardi Gras Mambo. This ticketed event combines the unmistakable culture of Mardi Gras with a nationally recognized musical act that carries the Mardi Gras spirit. The Mambo is more than a single concert — it is a strategic catalyst that introduces broader audiences to Pensacola's Mardi Gras identity. The buzz generated by its entertainment value pulls attention

from across the Southeast, and as potential visitors explore what the Mambo is all about, they discover the vibrance, authenticity, and richness of Pensacola and the larger Northwest Florida region. The Mambo helped build awareness, not only of the season's energy, but of Pensacola as a year-round destination. While the Mambo itself was held on a separate date, it clearly amplified excitement and likely helped convert new interest into physical attendance during Mardi Gras Weekend.

Is this a new or repeat grant?

This grant request represents a repeat grant for PMGF.

If Repeat, how many years?

PMGF has received Visit Pensacola microgrants for multiple years (small marketing grants), demonstrating the ongoing success and impact of our Mardi Gras events on tourism and economic development in Escambia County. FY 2024 and FY 2025 were the first and second time that PMGF received a $250,000 grant.

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

Pensacola Mardi Gras Foundation (PMGF) fulfills a crucial need within the tourism industry by providing unique and engaging cultural experiences that attract visitors to Escambia County. Our Mardi Gras events serve as a significant draw for tourists during the shoulder months of January and February, complementing the county's tourism calendar and filling gaps in the off-peak season. By offering a diverse array of high-quality events and activities, PMGF enhances the overall local tourism product, providing visitors with compelling reasons to choose Pensacola as their destination. The energy of Pensacola Mardi Gras is unmatched and continues to draw in new and exciting events into Pensacola—such as Foiling Week Pensacola.

In fact, Foiling Week Pensacola's choice to debut their new event during Mardi Gras Weekend reflects the increasing gravitational pull of our season. The synergy between Foiling Week and Pensacola Mardi Gras allowed each to benefit from the other's audience — sailing and foiling fans were introduced to the cultural richness of our celebration, while Mardi Gras attendees were able to explore a new international sport experience. The combination of earned media, energized tourism infrastructure, and community-wide engagement created the perfect launch platform for a high-profile event like Foiling Week. Additionally, the visibility of competitive sailing and American Magic in previous PMGF parades had already established a bridge of shared interest.

How did your organization/event benefit tourism in Escambia County?

Pensacola Mardi Gras events make a substantial contribution to tourism in Escambia County by attracting visitors from near and far and generating significant economic impact. Through

our marketing efforts and signature events, we increase awareness of Pensacola as a premier travel destination, enticing visitors to explore the region's cultural heritage, natural beauty, and hospitality offerings. Additionally, the influx of tourists during Mardi Gras season stimulates spending in local businesses, supports job creation, and boosts overall economic activity in the county.

The 2025 Pensacola Mardi Gras season featured record-breaking success, especially during Mardi Gras Weekend (the Friday through Sunday before Fat Tuesday), which included the Krewe of Lafitte Parade, the largest Grand Mardi Gras Parade in Pensacola history, and the Krewe of Wrecks Parade on Pensacola Beach. Pensacola International Airport reported a 20% increase in travel that weekend over the previous year and the highest travel count for that weekend in recorded history — a clear signal of the growing reach and impact of our efforts.

Our emphasis on safety in partnership with the City of Pensacola and Pensacola Police Department also contributed significantly to public confidence and attendance. At a time when public safety is a national concern, PMGF, working with our city partners and leveraging our marketing team, communicated a strong and visible message of safety and professionalism. As a result, families and visitors alike were drawn to our events with trust, which helped boost our numbers and reinforced Pensacola's reputation as a welcoming and well-managed destination. This proactive approach elevated not only the quality of the event but also its perception across regional and national audiences.

Pensacola Mardi Gras, Inc. has been a transformative force in the community, bringing together Pensacola's rich history, vibrant downtown, and stunning beaches with the time-honored tradition of Mardi Gras, which originated in Pensacola in 1874. With over 25 years of constant and continuous leadership, Pensacola Mardi Gras has evolved into a season-long celebration, attracting both regional and national guests to Escambia County and Northwest Florida.

The establishment of the Pensacola Mardi Gras Foundation, Inc. in 2023 marked a new chapter in our commitment to innovation and collaboration. With the support of professionals in advertising and marketing, funded by the grant, we are able to utilize their expertise to promote Pensacola Mardi Gras effectively, enhancing our visibility and reach.

These events not only bring excitement to the community but also contribute significantly to the economic growth and vitality of Escambia County. While the final 2025 economic impact data is still being compiled, all preliminary indicators point to substantial year-over-year growth in both activity and economic return. We expect the final numbers for the 2025 season (FY 2024–FY 2025) to show at least a 15% increase in tourist spending and hotel room nights, if not more. This is reinforced by the Pensacola International Airport's report of a 20%+ increase in traffic during Mardi Gras Weekend — the highest recorded for that specific weekend. These trends strongly suggest that Pensacola Mardi Gras continues to expand its reach and value to Escambia County's tourism economy.

Moreover, Pensacola Mardi Gras serves as a catalyst for visitors to explore and enjoy everything the area has to offer, including its renowned Pensacola Beach with the world's whitest beaches. Visitors who come specifically for Mardi Gras in January and February are more likely to return throughout the year, bolstering tourism revenue and enhancing the

overall appeal of Escambia County as a premier travel destination.

How were Tourist Development Tax Dollars spent?

Tourist Development Tax Dollars were strategically invested to enhance Escambia County's tourism profile and infrastructure. These funds supported the expansion and promotion of the Mardi Gras season by enabling the creation and execution of new large-scale attractions and bolstering the scale and production quality of signature events.

A significant portion of the funding was dedicated to a multi-state marketing campaign that targeted key regional drive and flight markets, spreading awareness of Pensacola Mardi Gras and its broader tourism appeal. Marketing placements and messaging emphasized Pensacola's cultural richness, family-friendly environment, and unique blend of history and celebration. Notably, some of the marketing efforts even highlighted safety and logistical coordination — which proved to be an influential factor for families and visitors seeking high-quality, secure events. Pensacola Mardi Gras provided the content and context to promote Escambia County in a fun and very attractive, but strategic way.

These funds also empowered the Foundation to invest in innovation and support first-time or growing events like the 2nd Pensacola Mardi Gras Mambo and the integration of a new event, Foiling Week Pensacola. Each of these represented forward-thinking strategies to reach new audiences, drive interest, and increase the diversity of experiences available. Collectively, these investments not only increased attendance and engagement, but also ensured continued returns in the form of elevated brand perception, earned media, and sustained tourism growth. The events of the Pensacola Mardi Gras season not only captivated audiences but also contributed to the growth of tourism dollars flowing into the area.

The allocation of Tourist Development Tax Dollars was directed towards strategic initiatives aimed at enhancing Escambia County's tourism landscape. These funds facilitated the expansion of the season's events by introducing two new large-scale attractions, thereby diversifying the tourism offerings available to visitors.

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

The success of our organization and events was measured through various key performance indicators, including event attendance, ticket sales, participant numbers, vendor and sponsor engagement, media coverage, website traffic, and social media engagement. Additionally, we conducted interviews and surveys with stakeholders, including hotel operators and local businesses, to gather feedback on the impact of our events on tourism and economic development in Escambia County. Furthermore, we commissioned an economic impact report to provide a comprehensive analysis of the direct and indirect benefits generated by Pensacola Mardi Gras events. The final statistics have not fully been gathered, and will be presented in full context when we have collected and organized the data.

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your

executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**1k**	**200K+**	**1k**	**0**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**5k+**	**100**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**3 – 4**	**1**	**1**
On average, how much did each family spend at the organization/event?	**$500**	**$1k**	**$500**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

Pensacola Mardi Gras continues to stand as the city's most impactful cultural celebration, uniting residents and drawing thousands of visitors to Escambia County. In 2024, the event drew over 200,000 attendees with significant out-of-county participation. Visitors from outside the region spent over $5

million, generating an economic impact of $7.7 million. Local attendees contributed $4.2 million, while Krewe events added another $4.3 million. Attendees stayed an average of 4.5 nights, resulting in 9,900 paid room nights. Our regional and multi-platform marketing campaign achieved millions of impressions, significantly boosting Pensacola's visibility as a travel destination. The 2024 post-event survey found that 76% of out-of-county attendees came specifically for Pensacola Mardi Gras, and over 80% indicated they planned to return.

While the final data for the 2025 season is still being compiled, as of the date of this submission. Early indications point to another record-setting year. Based on current projections, we anticipate a 10–15% increase in tourist spending and hotel room nights compared to the prior year. This is supported by Pensacola International Airport's report of a more than 20% increase in traffic during Mardi Gras Weekend — the highest for that weekend on record. The growth in attendance, economic activity, and public engagement clearly underscores the significant role that Pensacola Mardi Gras plays in enhancing tourism and economic development throughout Escambia County.

Page 8 provides Program Goals and Event Metrics for events promoted by Pensacola Mardi Gras Foundation, Inc.

Pensacola Mardi Gras Foundation has a leadership board which meets and studies upcoming events very intently. Previous performance, along with aspirational goals are developed by this leadership group which has great experience

Pensacola Mardi Gras Foundation holds multiple meetings with local business owners and merchants and ask for input on year over year metrics. These business include downtown Pensacola Merchants, Pensacola Beach Merchants and many service providers.

This past year Pensacola Regional Airport provided metrics showing 20 % year over year traffic.

Pensacola Mardi Gras Foundation holds post event review meetings with individual sites that host events which this year included: Seville Quarter, Pensacola Bay Center, Pensacola Beach Hilton and others.

Pensacola Mardi Gras Foundation hold post event review meetings with Pensacola Police Department and establishes attendance estimates for events that are public.

Pensacola Mardi Gras Foundation employs professional marketing agencies and outlets who help establish empirical data pointing to Pensacola Mardi Gras Season wide engagement.

Media Totals
Estimated Print Exposure - 389,091 (w/o PNJ)
Estimated Digital - 3,453,336 (w/o PNJ TikTok)
Estimated Broadcast Impressions - 67,643,954
Estimated Billboard & In Person Impressions -
2,840,000 Total Estimated Impressions - *current*
74,526,381

Print
Ballinger Publishing
Downtown Crowd
3 Full Page Ads (Dec, Jan, Feb)
Print Impressions 69,000
Digital Impressions 19,200

Pensacola Magazine
3 Full Page Ads (Dec, Jan, Feb)
Impressions 120,000

Inweekly
4 Quarter Page Ads (2/6, 2/13, 2/20, 2/27)
Print Impressions 95,580
Digital Impressions 15,936

Pensacola News Journal - emailed

FACES
5 Full Page Ads (Dec, Jan, Feb, Mar, Apr)
Print Impressions - 4,375
Digital Impressions - 65,000

Digital
Social Media Organic & Paid

Facebook 10/1/24-3/6/25
Views 2,633,596
Reach 1,288,848
Interactions 14,111
Link Clicks 13,283
Page Visits 49,000
New Follows 1,619

Instagram 10/1/24-3/6/25
Views 267,831
Reach 89,984
Interactions 9,313
Link Clicks 491
Page Visits 4,393
New Follows 906

Spotify
Impressions - 2,640

TikTok
Organic Impressions - 14,963
**Giveaway Impressions (PNJ)* -

Pensacola Bay Center
Ticketmaster Impressions - 15,000

PensacolaMardiGras.com
Impressions - 52,000 (51,000 New)

Pensacola News Journal
pnj.com - 90,003

WEAR
Display Impressions - 150,001
Homepage Takeover Impressions - 227,302

Broadcast

Blab TV
4 Live Shows
Total :30 Spots - 100 (12/1/24-1/6/25)
Estimated Impressions - 4,680,000

WEAR
115 Trade Spots (12/13/24-3/1/25)
1,750 Added Value Spots (12/26/24-3/6/25)
Estimated Impressions - 56,693,141
Live Stream Impressions - 135,348
Compulse CTV (OTT & Broadcast) Impressions - 62,125

Channel 5/CW
Estimated Impressions - 605,340
Multiple Interviews and Promotional Mentions

Cat Country
Estimated Impressions - 2,000,000
6 Paid :30 Spots - Publix
Run Dates - 2/25/25-3/1/25

30 Paid :30 Spots - Nashville
Run Dates - 11/17/24-11/30/24

Promotional Mentions - Approximately 150
Run Dates - 1/1/25-2/28/25

Cumulus
Estimated Impressions - 3,668,000
Total :30 Spots - 268 Cash, 1,282 Trade
Run Dates - 12/1/24-3/4/25
Run Location - Pensacola, New Orleans, Tallahassee and Mobile.

Promotional Mentions - Approximately 600 mentions across 5 Pensacola Stations.

Billboard & In Person Impressions
Pensacola Bay Center
Interior Display Impressions - 135,000
Exterior Display Impressions - 2,700,000
Pensacola Ice Flyers Mardi Gras Night - 5,000

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

► **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See **Specific Instructions** on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Pensacola Mardi Gras Foundation, Inc

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☑ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

124 E Wright Street, Suite C

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola, Fl 32501

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN,* later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

9	3	–	1	3	4	7	1	9	8

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** ► [signature] | **Date** ► 1/3/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9.*

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Electronic Articles of Incorporation For

PENSACOLA MARDI GRAS FOUNDATION, INC.

N23000005976
FILED
May 15, 2023
Sec. Of State
klovelace

The undersigned incorporator, for the purpose of forming a Florida not-for-profit corporation, hereby adopts the following Articles of Incorporation:

Article I

The name of the corporation is:

PENSACOLA MARDI GRAS FOUNDATION, INC.

Article II

The principal place of business address:

124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL. US 32501

The mailing address of the corporation is:

124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL. US 32501

Article III

The specific purpose for which this corporation is organized is:

TO PRESERVE THE ECONOMIC AND CULTURAL VITALITY OF ESCAMBIA COUNTY, FLORIDA BY PRODUCING A CELEBRATION OF MARDI GRAS WHICH ATTRACTS TOURISTS, SUPPORTS LOCAL BUSINESSES, AND ENRICHES THE COMMUNITY.

Article IV

The manner in which directors are elected or appointed is:

AS PROVIDED FOR IN THE BYLAWS.

Article V

The name and Florida street address of the registered agent is:

DANNY A ZIMMERN
124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL. 32501

I certify that I am familiar with and accept the responsibilities of registered agent.

Registered Agent Signature: DANNY A. ZIMMERN

N23000005976
FILED
May 15, 2023
Sec. Of State
klovelace

Article VI

The name and address of the incorporator is:

DANNY A. ZIMMERN
124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL 32501

Electronic Signature of Incorporator: DANNY A. ZIMMERN

I am the incorporator submitting these Articles of Incorporation and affirm that the facts stated herein are true. I am aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S. I understand the requirement to file an annual report between January 1st and May 1st in the calendar year following formation of this corporation and every year thereafter to maintain "active" status.

Article VII

The initial officer(s) and/or director(s) of the corporation is/are:

Title: P
DANNY A ZIMMERN
124 E. WRIGHT ST.
PENSACOLA, FL. 32501 US

Title: VP
BENJAMIN J ZIMMERN
25 E. WRIGHT ST.
PENSACOLA, FL. 32501 US

Title: VP
JADE HOY
124 E. WRIGHT ST.
PENSACOLA, FL. 32501 US

Article VIII

The effective date for this corporation shall be:

05/15/2023

2024 FLORIDA NOT FOR PROFIT CORPORATION ANNUAL REPORT

FILED
Mar 13, 2024
Secretary of State
0709969372CC

DOCUMENT# N23000005976

Entity Name: PENSACOLA MARDI GRAS FOUNDATION, INC.

Current Principal Place of Business:

124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL 32501

Current Mailing Address:

124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL 32501 US

FEI Number: 93-1347198

Certificate of Status Desired: No

Name and Address of Current Registered Agent:

ZIMMERN, DANNY A
124 E. WRIGHT ST.
SUITE C
PENSACOLA, FL 32501 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE:

Electronic Signature of Registered Agent — Date

Officer/Director Detail :

Title	P	Title	VP
Name	ZIMMERN, DANNY A	Name	ZIMMERN, BENJAMIN J
Address	124 E. WRIGHT ST.	Address	25 E. WRIGHT ST.
City-State-Zip:	PENSACOLA FL 32501	City-State-Zip:	PENSACOLA FL 32501

Title	VP
Name	HOY, JADE
Address	124 E. WRIGHT ST.
City-State-Zip:	PENSACOLA FL 32501

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 617, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: DANNY A ZIMMERN PRESIDENT 03/13/2024

Electronic Signature of Signing Officer/Director Detail — Date

Tourist Promotion Fund

108

Pensacola Sports

21

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FISCAL YEAR 2024
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

[illegible] **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

APPLICANTS SHOULD:

- [illegible]
- [illegible]
- [illegible]
- [illegible]

[illegible] support the organization's core mission. **Funds will not be provided for:**

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

[illegible] **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

GENERAL INFORMATION

Pensacola Sports

1000 College Blvd, Bldg 24, Pensacola, FL 32504

Sports Tourism

1,583,221 (11% of the Unified Budget allocation for FY 25-26)

Ray Palmer

rpalmer@pensacolasports.org 850 434 2800

Pensacola Sports is the official sports tourism bureau designated by the Board of County Commissioners. This designation requires the creating, bidding, supporting, managing and hosting sporting events. Providing event and facility development and marketing support to sporting events that attract visitors from outside of our area, generating room nights and increasing local tax collections.

69

30

The funds received from the county are the funding source for the sports tourism program of work and mission. The funds support all aspects of the program including staffing, marketing, travel, event bidding, and support.

PRIOR YEAR FUNDING

$1,457,500 + $75,937 (supplemental) for FY 24/25

Provided sports tourism marketing and development for Escambia County, creating a positive economic benefit for the community. Sports tourism responsibilities included creating, bidding, marketing, and hosting events Provided event development, marketing, and management services to organizations throughout the county in a variety of sports-related fields. Pensacola Sports provides subject specific expertise to various county departments concerning facility investment and development.

Briefly discuss the County's Return on Investment relative to last year's funding? In other

52,205 room nights generated by sporting events created a total direct economic impact of $43,787,189 in the fiscal year. Using these figures and based on $1,330,415 spent by Pensacola Sports for the year, the return to the community is $32.91 for every dollar spent.

CURRENT YEAR REQUEST

Pensacola Sports will continue to focus on creating and attracting new sporting activities, assisting in facility development, developing marketing strategies, administering the sports tourism grant program, and growth of existing events to increase tourism and overnight stays in Escambia County. These efforts create a positive impact to county residents by generating new, outside dollars to enhance the local economy, job growth and economic development.

Pensacola Sports is a part of the tourism promotion effort with Visit Pensacola and ACE which functions under the unified budget created under the direction of the Tourist Development Council and the Board of County Commissioners.

SIMILAR/PARTNER ORGANIZATIONS

Pensacola Sports is the official sports tourism bureau of Escambia County. In addition to our efforts, we partner with Visit Pensacola and other organizations to maximize the return on investment to Escambia County and its residents.

Pensacola Sports has been the sports marketing and tourism agent for Escambia County for over 25 years with a successful record of producing room nights and positive economic impact through sporting events. Pensacola Sports is recognized on the state and national level as a leader in the sports tourism industry. Since 2017, the president of Pensacola Sports has served on the Sports Events & Tourism Association (Sports ETA) Board of Directors.

FUNDING

38 *(32% salaries & 6% operations)*

62

Sports tourism efforts are dependent on Escambia County funding; any shortfall in funding from the county will result in a proportionate decrease in sports tourism marketing efforts.

Some of the funding from Escambia County could be used as a match for event-related funding from the Florida Sports Foundation. For example, to receive a 5K grant we would have to show a 10K expenditure (2-to-1 match ratio).

Pensacola Sports works with a local marketing agency and Visit Pensacola to create marketing plans to attract more sports tourism to Escambia County by leveraging the area's growing reputation for hosting diverse sporting events and scenic destination. Pensacola Sports geographic focus is in the southeast and nationally for high-profile events. Promoting Escambia County as a place where athletes can compete and train while enjoying pristine beaches and unique culture increases length of stay and visitors. This is accomplished by offering not just sporting events, but also entertainment, food, and cultural attractions. Through targeted marketing, strategic partnerships, and effective event promotion, we can ensure sustained growth in sports tourism, contributing to Escambia County's overall tourism revenue and local economic development. Marketing efforts are coordinated with other area hospitality partners to maximize visitation for the entire county and opportunities to bring more visitors when needed most by our partners and the entire community.

The revenue generated from ticket sales and sponsorships associated with sports tourism events in Escambia County serves as a vital income stream to help offset disallowable TDT expenses. These revenues help ensure that the overall costs of hosting large-scale sporting events are met while minimizing the burden on Pensacola Sports private funds and TDT funds, which are typically restricted to specific types of eligible expenses. Depending on the event hosting agreement, a portion or all of the ticket and/or sponsorship revenue may be shared with tourism partner agencies, the facility, event rights holders, or governing bodies of the event.

GOALS AND METRICS

[illegible]

[illegible] [illegible] [illegible] [

[illegible]

[illegible]	[illegible]2[illegible]-25[illegible] *Q1 Metrics*
[illegible] Number of visitors traveling to Escambia County for sporting events	24,083
2[illegible] Number of room nights generated from sporting events in Escambia County	23,036
[illegible] The direct economic impact amount generated by sporting events in Escambia County	$17,232,573

BUDGET

[illegible] **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	M[illegible]R[illegible] [illegible]2[illegible]-24[illegible]	[illegible]24-25[illegible]	[illegible]25-26[illegible]
[illegible]/D[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]/D[illegible]	[illegible] 1,430,000	[illegible] 1,457,500	[illegible]1,583,221
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
M[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible] 1,430,000	[illegible] 1,457,500	[illegible] 1,583,221

[illegible]

[illegible] r [illegible] d [illegible] d [illegible] r [illegible] r [illegible] r D [illegible] r [illegible] r [illegible] d [illegible] Sheriff's [illegible] d [illegible]

N/A

[illegible] r [illegible] d [illegible] r [illegible]

N/A

EXPENSES TABLE			
	M [illegible] R [illegible] d [illegible] d [illegible] r [illegible] 2 [illegible]-24	[illegible] rr [illegible] d [illegible] r [illegible] 2 [illegible]-25	[illegible] r [illegible] d [illegible] d [illegible] r [illegible] 25-26
[illegible] r [illegible]	6.5	7	8.5
[illegible] r [illegible] d [illegible]	450,972	466,400	506,630
[illegible]			
[illegible] r [illegible] r [illegible]	30,000	32,000	32,000
[illegible] r [illegible] r [illegible]			
[illegible] r [illegible]	40,000	40,000	45,000
R [illegible] d [illegible]	14,360	12,000	10,000
[illegible]	12,000	10,000	10,000
[illegible] d [illegible] r [illegible]			
R [illegible] r [illegible] d M [illegible]			
[illegible] r [illegible] d [illegible] d [illegible]			
M [illegible] r [illegible] d [illegible] r [illegible]	369,825	405,000	437,591
[illegible]			
[illegible]	8,000	10,000	10,000
[illegible]	468,698	452,100	502,000
[illegible] r [illegible] d [illegible]			
[illegible] r [illegible]	36,145	30,000	30,000
[illegible]	1,430,000	1,457,500	$1,583,221
[illegible] R [illegible]	0	0	0

None

Other expenses include overhead and utilities.

BUDGET QUESTIONS

Fiscal year

N/A

N/A

□□ □□□□

N/A

N/A

ADDITIONAL QUESTIONS (Economic Development)

N/A

N/A

N/A

N/A

5. N/A

Ray Palmer

President/CEO 3/26/2025

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

FY 2023-24 SPORTS TOURISM EVENTS

October 1 2023 - September 30 2024

EVENT	DATES	VISITORS	ROOM NIGHTS	IMPACT
Blue Angel Classic Soccer	October	2,800	2,139	$1,628,183.00
Santa Rosa Island Triathlon		825	452	$380,797.00
Panhandle Open 7 Disc Golf		140	149	$88,564.00
SEC Soccer		2,032	2,867	$2,215,131.00
Innisfree Basketball	November	285	180	$144,615.00
GSC Volleyball		800	381	$269,310.00
Snowball Derby Racing	December	12,000	7,856	$9,515,527.00
Innisfree Basketball		2,875	2,510	$1,620,202.00
Double Bridge Run	February	2,734	2,083	$1,690,340.00
SBC Basketball Championship	March	3,740	7,250	$3,102,000.00
March Madness Basketball		1,722	703	$739,004.00
Wahoos College Baseball Baseball		450	762	$464,243.00
Aggie Baseball		1,627	2,207	$1,290,656.00
Dog Show		1,080	1,646	$721,539.00
ECNL-RL Soccer		2,628	1,294	$985,541.00
Firefighters Challenge	April	570	508	$444,140.00
Pensacola Classic Soccer		3,354	2,278	$1,953,889.00
US Finals Cheer & Dance		4,900	2,046	$1,483,710.00
Deluna's Open Water Swim		592	659	$494,127.00
SPA Senior Softball		700	579	$437,117.00
Wahoos Spring Exhibition		2,050	889	$979,362.00
Western Gate Soccer Showdown		219	179	$138,910.00
Emerald Coast NIT Baseball		436	387	$238,342.00
Pro Tennis	May	133	924	$423,465.00
Beach Elite Baseball		756	578	$357,575.00
AAU Track & Field	June	655	253	$186,238.00
Revoltion Dance		5,797	4,206	$4,369,964.00
International Billfish Tourn		187	159	$182,502.00
BEST Baseball	July	369	1,166	$502,736.00
World Series Baseball		740	1,924	$954,550.00
South Rush Cup Soccer	August	2,280	1,161	$1,135,892.00
Pensacola State Invitational Volleyball		275	237	$128,947.00
Blizzard Series	September	3,200	1,593	$4,520,071.00
		62,951	**52,205**	**$43,787,189.00**

Impact data generated from the Destinations International Event Impact Calculator, Sports Module.
This is the industry standard for calculating the economic impact of sporting events.

FY 2022/23 SPORTS TOURISM EVENTS

October 1 2022 - September 30 2023

EVENT	DATES	VISITORS	ROOM NIGHTS	IMPACT
Blue Angel Classic Soccer	October	2520	1834	$1,453,134.00
Santa Rosa Island Triathlon		746	572	$376,157.00
Panhandle Open 6 Disc Golf		176	187	$101,683.00
Rattler Bowling		325	459	$227,329.00
SEC Soccer		1998	3383	$2,550,564.00
Snowball Derby Racing	December	13896	8938	$10,531,572.00
Innisfree Basketball		2050	1715	$1,743,876.00
Winter Swim	January	470	359	$405,378.00
Double Bridge Run	February	1301	725	$1,121,479.00
SBC Basketball Championship	March	3900	6930	$2,820,100.00
March Madness Basketball		722	421	$321,974.00
Wavefest Volleyball		900	499	$437,429.00
Blue Wahoo Challenge Baseball		665	1288	$909,920.00
Aggie Baseball		1320	2360	$1,177,967.00
Dog Show		1040	1585	$1,106,216.00
Pounders		900	475	$632,804.00
Firefighters Challenge	April	380	463	$406,711.00
Pensacola Classic Soccer		2907	1890	$1,689,484.00
US Finals Cheer & Dance		3006	1161	$1,483,710.00
Deluna's Open Water Swim		525	585	$435,523.00
SPA Senior Softball		550	536	$635,950.00
NAIA Men's Lacrosse	May	1028	1652	$1,122,697.00
Pro Tennis		127	814	$363,807.00
DII Regional Baseball		1875	1095	$897,996.00
AAU Track & Field	June	734	193	$186,745.00
International Billfish Tourn		174	132	$260,225.00
Revolution Dance		5797	4206	$4,369,964.00
Blizzard Series Racing	September	3294	2124	$4,523,452.00
		53326	**46581**	**$42,293,846.00**

Impact data generated from the Destinations International Event Impact Calculator, Sports Module.
This is the industry standard for calculating the economic impact of sporting events.

FY 2021/22 SPORTS TOURISM EVENTS

October 1 2021 - September 30 2022

EVENT	DATES	VISITORS	ROOM NIGHTS	IMPACT
Blue Angel Classic Soccer	October	2373	1612	$1,854,157.00
Rattler Bowling		211	227	$162,729.00
Women's Half Marathon	November	263	308	$246,326.00
Gulf South Conference Soccer		998	802	$833,202.00
DII Regional Volleyball		505	452	$383,095.00
Snowball Derby Racing	December	8249	7959	$6,725,669.00
Innisfree Basketball		2050	1712	$1,804,068.00
Double Bridge Run	February	1214	676	$1,028,849.00
SBC Basketball Championship	March	3600	4652	$2,436,900.00
March Madness Flag Football		541	402	$361,767.00
Wavefest Volleyball		1070	960	$303,835.26
Blue Wahoo Challenge Baseball		665	1609	$1,113,833.00
Aggie Baseball		1158	1380	$1,177,967.00
Firefighters Challenge	April	380	463	$406,711.00
Zaxbys Classic Soccer		3039	1643	$2,000,204.00
US Finals Cheer & Dance		4058	2249	$2,788,008.00
Deluna's Open Water Swim		525	585	$435,523.00
SPA Senior Softball		960	748	$995,591.00
NAIA Men's Lacrosse	May	1054	1684	$1,211,154.00
GPAC Tom Lalor Swim	June	540	413	$490,894.00
AAU Track & Field		734	0	$243,337.00
International Billfish Tourn		174	132	$244,904.00
Rock the Court Basketball		1750	1337	$1,115,845.00
Queen of the Court Basketball		480	332	$379,660.00
2D Sports Baseball	July	921	823	$705,004.00
Summer Showdown Basketball		1400	951	$1,273,542.00
Kites on the Coast	September	483	357	$627,409.00
Blizzard Series Racing		3294	2119	$3,943,117.00
		42689	**36587**	**$35,293,300.26**

Impact data generated from the Destinations International Event Impact Calculator, Sports Module.
This is the industry standard for calculating the economic impact of sporting events.

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Pensacola Sports Association, Inc

2 Business name/disregarded entity name, if different from above.

dba Pensacola Sports

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

1000 College Blvd, Bldg 24

6 City, state, and ZIP code

Pensacola, FL 32504

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	9	–	2	1	1	3	0	5	0

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** Laura McCullers | **Date** 3/4/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Internal Revenue Service

Department of the Treasury

P. O. Box 2508
Cincinnati, OH 45201

Date: May 16, 2001

Pensacola Sports Association Foundation, Inc.
P.O. Box 12463
Pensacola, FL 32582-2463

Person to Contact:
Jeremy L. Vogelpohl 31-03888
Customer Service Representative
Toll Free Telephone Number:
8:00 a.m. to 9:30 p.m. EST
877-829-5500
Fax Number:
513-263-3756
Federal Identification Number:
59-2113050

Dear Sir or Madam:

This letter is in response to your request for a copy of your organization's determination letter. This letter will take the place of the copy you requested.

Our records indicate that a determination letter issued in September 1981 granted your organization exemption from federal income tax under section 501(c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in section 509(a)(3).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than $25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of $20 a day, up to a maximum of $10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of $100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Pensacola Sports Association Foundation, Inc.
59-2113050

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. If your organization had a copy of its application for recognition of exemption on July 15, 1987, it is also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of $20 a day for each day you do not make these documents available for public inspection (up to a maximum of $10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

This letter affirms your organization's exempt status.

Sincerely,

John E. Ricketts

John E. Ricketts, Director, TE/GE
Customer Account Services

Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
850.435.7400
warrenaverett.com

May 19, 2025

To The Board of Directors and Management
Pensacola Sports Association, Inc.

In planning and performing our audit of the financial statements of Pensacola Sports Association, Inc. (the Association) as of and for the year ended September 30, 2024, in accordance with auditing standards generally accepted in the United States of America, we considered the Association's system of internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we do not express an opinion on the effectiveness of the Association's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies, and, therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified certain deficiencies in internal control that we consider to be significant deficiencies.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the Association's financial statements will not be prevented, or detected and corrected, on a timely basis. We did not identify any deficiencies in internal control that we consider to be material weaknesses.

A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the following deficiency in the Association's internal control to be significant deficiencies:

Financial Reporting

During the audit, we noted areas that required adjustment including accounts payable, cash, revenue and deferred revenue. We recommend that reconciliations for all accounts be reviewed in detail by management and with attention paid to cutoff at the balance sheet date.

This communication is intended solely for the information and use of management, Board of Directors, and others within the Association, and is not intended to be, and should not be, used by anyone other than these specified parties.

Yours truly,

Warren Averett, LLC

Warren Averett, LLC
Pensacola, Florida

Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
850.435.7400
warrenaverett.com

May 19, 2025

To the Board of Directors
Pensacola Sports Association, Inc.
1000 College Blvd, Bldg 24, Pensacola, Florida 32504

We have audited the financial statements of the Pensacola Sports Association (the Association) for the year ended September 30, 2024, and have issued our report thereon dated May 19, 2025. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated March 18, 2025. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Matters

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Organization are described in Note 1 to the financial statements. We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting the financial statements was:

- Management's estimate of the allocation of certain expenses by function is based on estimates of time and effort. We evaluated the methods, assumptions, and data used to develop the allocation of expenses by function in determining that it is reasonable in relation to the financial statements taken as a whole.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit
We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements
Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. A listing of corrected misstatements is attached to this letter.

Disagreements with Management
For purposes of this letter, a disagreement with management is a disagreement on a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations
We have requested certain representations from management that are included in the management representation letter dated May 19, 2025.

Management Consultations with Other Independent Accountants
In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Association's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues
We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Association's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention. A management letter dated May 19, 2025, was provided for review of internal control findings.

Other Matters

This information is intended solely for the use of the Board of Directors of the Pensacola Sports Association, Inc. and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,



Warren Averett LLC

Client: ***39388000 - Pensacola Sports***
Engagement: ***AUDA-2024 - Pensacola Sports***
Period Ending: ***9/30/2024***
Trial Balance: ***400 - Pensacola Sports Association Inc.***
Workpaper: ***405 - Combined Journal Entries Report***

Account	Description	Debit	Credit
Adjusting Journal Entries			
Adjusting Journal Entries JE # 3			
To record in-kind expenses and revenue			
5095	5095 -+ IN-KIND MEMBSERSHIP EXPENSES	51,500.00	
4650	4650 -+ IN-KIND DONATIONS INCOME		51,500.00
Total		**51,500.00**	**51,500.00**
Adjusting Journal Entries JE # 6			
To record depreciation expense			
6235	6235 -+ DEPRECIATION EXP	27,774.00	
1439	ACCUMULATED DEPRECIATION		27,774.00
Total		**27,774.00**	**27,774.00**
Adjusting Journal Entries JE # 7			
To record disposal			
1439	ACCUMULATED DEPRECIATION	1,540.00	
5200	MISC EXPENSES	2,860.00	
1410	LEASEHOLD IMPROVEMENTS		4,400.00
Total		**4,400.00**	**4,400.00**
Adjusting Journal Entries JE # 8			
To reverse transaction for September 2024 salaries and overhead that did not occur in FY24			
1200	SERVIS1ST OPERATING - SM	40,856.00	
1100	SYNOVUS BANK - NEW OPERATING		40,856.00
Total		**40,856.00**	**40,856.00**
Adjusting Journal Entries JE # 9			
To adjust and accrue payment for September 2024 bonuses			
1100	SYNOVUS BANK - NEW OPERATING	13,522.00	
2020	ACCOUNTS PAYABLE - SPORTS MKT		13,522.00
Total		**13,522.00**	**13,522.00**
Adjusting Journal Entries JE # 10			
To reverse payable for that was adjusted for as of 9/30/23 (AJE 5 in PY audit)			
2000	ACCOUNTS PAYABLE - PSA OPER	13,313.00	
4200	MISC REVENUE-PS		13,313.00
Total		**13,313.00**	**13,313.00**
Adjusting Journal Entries JE # 11			
To adjust TDT revenues and agree sports marketing expenses to revenues			
4000	SPT MKT - ESC CO TDC	11,720.00	
2510	DEFERRED REV		11,720.00
Total		**11,720.00**	**11,720.00**
Adjusting Journal Entries JE # 12			
To properly record accrued payroll as of audit date.			
5300	SALARIES-STAFF	5,958.00	
WA3000	Accrued Payroll		5,958.00
Total		**5,958.00**	**5,958.00**
	Total Adjusting Journal Entries	**169,043.00**	**169,043.00**
	Total All Journal Entries	**169,043.00**	**169,043.00**

PENSACOLA SPORTS ASSOCIATION, INC.

FINANCIAL STATEMENTS

SEPTEMBER 30, 2024 AND 2023

Warren Averett
CPAs AND ADVISORS
www.warrenaverett.com

The report accompanying this deliverable was issued by Warren Averett, LLC.

PENSACOLA SPORTS ASSOCIATION, INC.
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Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
850.435.7400
warrenaverett.com

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Pensacola Sports Association, Inc.

Opinion

We have audited the accompanying financial statements of Pensacola Sports Association, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2024 and 2023, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Pensacola Sports Association, Inc. (the "Association") as of September 30, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Association's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Association's ability to continue as a going concern for a reasonable period of time.

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

Warren Averett, LLC

Pensacola, Florida
May 19, 2025

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2024 AND 2023

	2024	2023
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	$ 179,384	$ 918,157
Accounts receivable	150,779	45,177
Prepaid expenses	39,607	17,102
Total current assets	369,770	980,436
OTHER ASSETS		
Investments	1,742,260	1,879,959
Total other assets	1,742,260	1,879,959
PROPERTY AND EQUIPMENT, NET	1,204,265	45,379
TOTAL ASSETS	$ 3,316,295	$ 2,905,774
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	$ 82,107	$ 62,062
Accrued liabilities	5,958	-
Deferred revenue	100,169	97,030
TOTAL LIABILITIES	188,234	159,092
NET ASSETS		
Without donor restrictions	3,128,061	2,746,682
TOTAL LIABILITIES AND NET ASSETS	$ 3,316,295	$ 2,905,774

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

NET ASSETS WITHOUT DONOR RESTRICTIONS		
Revenues and support		
Corporate sponsorship	$ 277,938	$ 294,740
Program revenues	479,341	441,504
Escambia County tourist development contract	1,313,990	1,114,062
Membership dues	9,985	5,550
In-kind donations	51,500	66,875
Total revenues and other support	2,132,754	1,922,731
Expenses		
Program related expenses	1,894,862	1,500,017
Management and general expenses	270,039	326,337
Fundraising expenses	7,201	4,458
Total expenses	2,172,102	1,830,812
(LOSS) INCOME FROM OPERATING ACTIVITIES	(39,348)	91,919
Nonoperating activities		
Interest income, net	85,933	78,371
Employee retention credit	-	65,150
Investment income, net	328,631	140,729
Other	6,163	9,398
Total nonoperating activities	420,727	293,648
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	381,379	385,567
NET ASSETS, BEGINNING	2,746,682	2,361,115
NET ASSETS, ENDING	$ 3,128,061	$ 2,746,682

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2024

	Operating Program Expenses	Sports Marketing Program Expenses	Total Program Expenses	General and Administrative Services	Fundraising Expenses	Total Expenses
Accounting and audit	$ -	$ 17,500	$ 17,500	$ -	$ -	$ 17,500
Advertising	1,032	286,301	287,333	3,321	-	290,654
Conferences, conventions and meetings	35,328	-	35,328	22,438	-	57,766
Depreciation	-	-	-	27,774	-	27,774
Donations and grants	165,750	32,919	198,669	-	-	198,669
Employee benefits	-	-	-	49,702	-	49,702
Equipment and facility rentals	35,176	-	35,176	1	-	35,177
Fundraising and member promotion	-	-	-	-	7,201	7,201
Insurance	-	-	-	26,054	-	26,054
Miscellaneous expenses	445	-	445	13,803	-	14,248
Occupancy expenses	-	-	-	16,055	-	16,055
Office expense	21,740	10,737	32,477	54,146	-	86,623
Fees for services (nonemployees)	65,345	-	65,345	-	-	65,345
Payroll and payroll tax expense	-	449,954	449,954	123,028	-	572,982
Prize and awards	161,935	-	161,935	-	-	161,935
Supplies	83,121	-	83,121	-	-	83,121
Tourist development hosting and bids	-	414,762	414,762	-	-	414,762
Travel expense	11,000	24,184	35,184	11,350	-	46,534
Overhead allocation	-	77,633	77,633	(77,633)	-	-
TOTAL EXPENSES	$ 580,872	$ 1,313,990	$ 1,894,862	$ 270,039	$ 7,201	$ 2,172,102

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2023

	Operating Program Expenses	Sports Marketing Program Expenses	Total Program Expenses	General and Administrative Services	Fundraising Expenses	Total Expenses
Accounting and audit	$ -	$ 20,300	$ 20,300	$ -	$ -	$ 20,300
Advertising	21,807	212,553	234,360	3,050	-	237,410
Conferences, conventions and meetings	17,565	-	17,565	15,142	-	32,707
Depreciation	-	-	-	12,087	-	12,087
Donations and grants	28,150	36,000	64,150	-	-	64,150
Employee benefits	-	-	-	52,880	-	52,880
Equipment and facility rentals	30,615	-	30,615	35,601	-	66,216
Fundraising and member promotion	-	-	-	-	4,458	4,458
Insurance	-	-	-	31,999	-	31,999
Miscellaneous expenses	1,129	-	1,129	1,945	-	3,074
Occupancy expenses	-	11,583	11,583	39,669	-	51,252
Office expense	14,999	20,554	35,553	26,269	-	61,822
Fees for services (nonemployees)	64,880	-	64,880	3,000	-	67,880
Payroll and payroll tax expense	-	353,486	353,486	129,514	-	483,000
Prize and awards	171,093	-	171,093	-	-	171,093
Supplies	23,623	-	23,623	-	-	23,623
Tourist development hosting and bids	-	404,135	404,135	-	-	404,135
Travel expense	12,094	23,272	35,366	7,360	-	42,726
Overhead allocation	-	32,179	32,179	(32,179)	-	-
TOTAL EXPENSES	$ 385,955	$ 1,114,062	$ 1,500,017	$ 326,337	$ 4,458	$ 1,830,812

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 381,379	$ 385,567
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Depreciation	27,774	12,087
Unrealized gain, net	(328,631)	(211,158)
Decrease (increase) in:		
Accounts receivable	(105,602)	258,834
Prepaid expenses	(22,505)	(377)
Increase (decrease) in:		
Accounts payable	20,045	(33,445)
Accrued liabilities	5,958	-
Deferred revenue	3,139	40,163
Net cash (used in) provided by operating activities	(18,443)	451,671
CASH FLOWS FROM INVESTING ACTIVITIES		
Sale of investments, net	466,330	319,893
Purchase of equipment and leasehold improvements	(1,186,660)	(34,570)
Net cash (used in) provided by investing activities	(720,330)	285,323
NET (DECREASE) INCREASE IN CASH	(738,773)	736,994
CASH AND CASH EQUIVALENTS, BEGINNING	918,157	181,163
CASH AND CASH EQUIVALENTS, ENDING	$ 179,384	$ 918,157

See notes to the financial statements

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Organization

Pensacola Sports Association, Inc. (the "Association"), is a not-for-profit corporation organized under the laws of the state of Florida. The Association's purpose is to promote regional economic development through the organization of amateur and professional sports events in Northwest Florida.

Basis of Accounting

The Association follows standards of accounting and financial reporting prescribed for nonprofit organizations using the accrual basis of accounting.

Net Asset Classifications

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

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

Net Assets With Donor Restrictions – net assets subject to donor or grantor-imposed restrictions. Donor or grantor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled or both.

The Association had only net assets without donor restrictions at year-end.

Use of Estimates

The preparation of financial statements under generally accepted accounting principles requires the use of estimates. This will affect the reported amounts of assets, liabilities, disclosures and contingent items at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results may vary from these estimates, and the variances may be material.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Association considers all highly liquid investments purchased within three months of maturity to be cash equivalents.

Investments

Investments consist primarily of equity securities and stocks and are reported at their readily determinable fair values, which is based on quoted market prices in active markets. Realized and unrealized gains and losses are reported in the statements of activities. The Association does not have any investments without readily determinable fair values.

Accounts Receivable
Accounts receivable represent amounts due from grant reimbursements, sponsorships and memberships. Accounts receivable are stated at the amount expected to be collected from outstanding balances. No provision for uncollectible accounts is considered necessary.

Revenue Recognition
Under accounting standards, earned revenue measurement is driven via a principles-based process that requires the entity 1) identify the contract with the customer, 2) identify the performance obligations in the contract, 3) determine the transaction price, 4) allocate the transaction price to the performance obligations, and 5) recognize revenue when (or as) performance obligations are satisfied.

Program and membership fees are recognized as services are performed or by the passage of time. Advance fees for programs are reported as deferred revenue and are recognized as program fee revenue when the performance obligation is satisfied, which is the date of the program. Contributions are recognized as revenues in the period verifiably committed by the donor. Tourist development grant funds from Visit Pensacola, Inc. are recognized as the expenses are incurred.

Property and Equipment
Property and equipment are recorded at the cost of acquisition for purchased items. Donated assets are recorded at the estimated fair market value. Expenditures for additions and major renewals are capitalized. Expenditures for maintenance and repair are expensed. Depreciation is calculated using the straight-line method based on the estimated useful lives of the individual assets. Estimated useful lives are:

Vehicles	5 - 7 years
Office equipment	5 - 7 years

Functional Allocation of Expenses
The costs of program and supporting services have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Expenses, which are directly related to the various programs or supporting services, are charged directly against the related program or service and are shown as program related expenses. General and administrative expenses include those expenses not directly identifiable to a specific program or event. Payroll and payroll tax expenses are allocated on the basis of estimates of time and effort.

Donated Materials and Services
Donated materials and services are reflected in the financial statements at the fair market value of the services rendered. The contributions of services are recognized if the services received create or enhance assets, require specialized skills that are provided by individuals possessing those skills, are objectively measurable and would typically need to be purchased if not provided by donation. The Association receives in-kind donations for advertising, land usage and refreshments at sponsored events.

The Association also benefits from non-skilled services donated by volunteers. However, the value of these donated non-skilled services is not included in these financial statements since no objective basis is available to measure the value of these services.

Reclassifications
Certain prior period financial statement amounts have been reclassified to conform to current period presentation.

Income Taxes
The Association qualifies as an organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code as a private foundation. Accordingly, no provision for federal or state income taxes has been recorded. Under present regulations the Association does not have any unrelated business income and is not subject to income tax. The Association is required to file an annual information return, Form 990PF, with the IRS and is subject to excise tax on investment income. The Association is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with accounting principles generally accepted in the United States of America.

Subsequent Events
The Association has evaluated events and transactions that occurred between September 30, 2024 and May 19, 2025, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

2. INVESTMENTS

Generally accepted accounting principles require not-for-profit corporations to report investments at fair value, which is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price), in the principal or most advantageous market for the item in an orderly transaction between market participants on the measurement date. The fair value standards also establish a fair value hierarchy, which requires an organization to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. A fair market value hierarchy prioritizes the inputs used to measure fair value. Three levels of inputs that may be used to measure fair value are as follows:

Level 1 – Inputs utilize quoted prices in active markets for identical assets or liabilities

Level 2 – Inputs utilize data points that are observable such as quoted prices and interest rates. Level 2 inputs include, but are not limited to, quoted prices for similar assets or liabilities in active markets and quoted prices for identical or similar assets in markets that are not active.

Level 3 – Inputs are unobservable data points for the asset and liability and include situations where there is little, if any, market activity for the asset or liability.

The fair values of the Association's investments have been determined based on quoted market price of identical assets (Level 1). The fair market values of the investments held by the Association as of September 30, 2024 and 2023, were:

	2024	2023
Equity securities	$ 1,111,081	$ 1,224,216
Fixed income	34,810	34,111
Government securities	-	99,336
Stocks	596,369	522,296
	$ 1,742,260	$ 1,879,959

3. TOURIST DEVELOPMENT GRANT

The grant agreement between Visit Pensacola, Inc. and the Association requires a separate bank account be maintained for all tourist development grant funds received and disbursed. This bank account is included in the cash and cash equivalents line of the statements of financial position. The Association was reimbursed for $1,313,990 and $1,114,062 in expenses under the grant as of September 30, 2024 and 2023, respectively.

4. IN-KIND CONTRIBUTIONS

The following is a summary of in-kind contributions which are recorded as revenue and related expenses in the financial statements for the years ended September 30**:**

	2024	2023
Advertising	$ -	$ 25,500
Supplies	51,500	1,575
Office expense	-	4,200
Rent	-	33,600
Storage	-	2,000
	$ 51,500	$ 66,875

5. CONCENTRATIONS AND CREDIT RISK

Support
The Association receives a significant portion of sports marketing grant revenue from Visit Pensacola, Inc. Nonrenewal of this grant agreement would impact the activities of the Association. Visit Pensacola, Inc. grant money is generated from Escambia County tourist development commission bed tax. Future funding is highly dependent on tourism.

Credit Risk
The Association maintains cash balances at banks and a brokerage house. Bank deposits are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. As of September 30, 2024 and 2023, cash deposits at the bank did not exceed this amount.

Brokerage accounts are insured by the Securities Investors Protection Corporation (SIPC) up to $500,000. SIPC coverage only protects the Association against broker error or fraud, not a loss of the underlying investment.

6. RELATED PARTY

During the fiscal year ended September 30, 2024, the Organization engaged in construction services with Hanto & Clarke general contractors, a company affiliated with a member of the Board of Directors. Total payments made to the company during the year totaled $1,091,373.

The Board member affiliated with Hanto & Clake did not participate in any decisions related to the selections of the vendor or the approval of the related expenditures. Management believes the terms of the transactions were equivalent to those that would have been obtained in an arm's-length transaction.

7. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Association regularly monitors the liquidity required to meet its operating needs and other contractual commitments. In addition to financial assets available to meet general expenditures over the next 12 months, the Association anticipates collecting sufficient revenue to cover general expenditures. The following reflects the Association's financial assets as of each statement of financial position date, available for general use within one year.

	2024	2023
Cash and cash equivalents	$ 179,384	$ 918,157
Accounts receivable, collected in less than one year	150,779	45,177
Financial assets available to meet cash needs for expenditures within one year	$ 330,163	$ 963,334

8. SUBSEQUENT EVENT

Effective October 1, 2024, the Association is no longer included in Visit Pensacola Inc.'s unified budget with Escambia County. The Association has been designated as a tourist bureau that promotes sports tourism by Escambia County and will begin receiving tourist development grant funds directly from Escambia County in fiscal year 2025.

PENSACOLA SPORTS ASSOCIATION, INC.

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023 AND 2022

Warren Averett
CPAs AND ADVISORS
www.warrenaverett.com

The report accompanying this deliverable was issued by Warren Averett, LLC.

PENSACOLA SPORTS ASSOCIATION, INC.
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Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
850.435.7400
warrenaverett.com

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Pensacola Sports Association, Inc.

Opinion

We have audited the accompanying financial statements of Pensacola Sports Association, Inc. (a nonprofit organization), which comprise the statement of financial position as of September 30, 2023 and 2022, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Pensacola Sports Association, Inc. (the "Association") as of September 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Association's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Association's ability to continue as a going concern for a reasonable period of time.

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

Warren Averett, LLC

Pensacola, Florida
January 30, 2024

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2023 AND 2022

	2023	2022
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	$ 880,262	$ 131,724
Accounts receivable	45,177	304,011
Prepaid expense	17,102	16,725
Total current assets	942,541	452,460
OTHER ASSETS		
Certificates of deposit	-	147,735
Investments	1,917,854	1,890,398
Total other assets	1,917,854	2,038,133
PROPERTY AND EQUIPMENT, NET	45,379	22,896
TOTAL ASSETS	$ 2,905,774	$ 2,513,489
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	$ 62,062	$ 95,507
Deferred revenue	97,030	56,867
TOTAL LIABILITIES	159,092	152,374
NET ASSETS		
Without donor restrictions	2,746,682	2,361,115
TOTAL LIABILITIES AND NET ASSETS	$ 2,905,774	$ 2,513,489

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022

	2023	2022
NET ASSETS WITHOUT DONOR RESTRICTIONS		
Revenues and Support		
Corporate sponsorship	$ 294,740	$ 264,605
Program revenues	441,504	442,001
Escambia County tourist development contract	1,114,062	1,059,578
Membership dues	5,550	16,955
In-kind donations	66,875	66,875
Total revenues and other support	1,922,731	1,850,014
Expenses		
Program related expenses	1,500,017	1,456,550
Management and general expenses	326,337	336,624
Fundraising expenses	4,458	1,300
Total expenses	1,830,812	1,794,474
INCOME FROM OPERATING ACTIVITIES	91,919	55,540
Nonoperating activities		
Interest income, net	78,371	38,550
Employee retention credit	65,150	-
Investment income (loss), net	140,729	(606,311)
Other	9,398	16,881
Total nonoperating activities	293,648	(550,880)
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	385,567	(495,340)
NET ASSETS, BEGINNING	2,361,115	2,856,455
NET ASSETS, ENDING	$ 2,746,682	$ 2,361,115

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2023

	Operating Program Expenses	Sports Marketing Program Expenses	Total Program Expenses	General & Administrative Services	Fundraising Expenses	Total Expenses
Accounting and Audit	$ -	$ 20,300	$ 20,300	$ -	$ -	$ 20,300
Advertising	21,807	212,553	234,360	3,050	-	237,410
Conferences, conventions and meetings	17,565	-	17,565	15,142	-	32,707
Depreciation	-	-	-	12,087	-	12,087
Donations and grants	28,150	36,000	64,150	-	-	64,150
Employee benefits	-	-	-	52,880	-	52,880
Equipment and facility rentals	30,615	-	30,615	35,601	-	66,216
Fundraising & member promotion	-	-	-	-	4,458	4,458
Insurance	-	-	-	31,999	-	31,999
Miscellaneous expenses	1,129	-	1,129	1,945	-	3,074
Occupancy expenses	-	11,583	11,583	39,669	-	51,252
Office expense	14,999	20,554	35,553	26,269	-	61,822
Fees for services (non-employees)	64,880	-	64,880	3,000	-	67,880
Payroll and payroll tax expense	-	353,486	353,486	129,514	-	483,000
Prize and awards	171,093	-	171,093	-	-	171,093
Supplies	23,623	-	23,623	-	-	23,623
Tourist development hosting & bids	-	404,135	404,135	-	-	404,135
Travel expense	12,094	23,272	35,366	7,360	-	42,726
Overhead allocation	-	32,179	32,179	(32,179)	-	-
TOTAL EXPENSES	$ 385,955	$ 1,114,062	$ 1,500,017	$ 326,337	$ 4,458	$ 1,830,812

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2022

	Operating Program Expenses	Sports Marketing Program Expenses	Total Program Expenses	General & Administrative Services	Fundraising Expenses	Total Expenses
Accounting and audit	$ -	$ 29,300	$ 29,300	$ -	$ -	$ 29,300
Advertising	19,781	220,141	239,922	435	-	240,357
Conferences, conventions and meetings	19,609	-	19,609	19,092	-	38,701
Depreciation	-	-	-	6,921	-	6,921
Donations and grants	58,492	16,500	74,992	-	-	74,992
Employee benefits	-	-	-	52,113	-	52,113
Equipment and facility rentals	31,421	-	31,421	35,600	-	67,021
Fundraising & member promotion	-	-	-	-	1,300	1,300
Insurance	-	-	-	24,695	-	24,695
Miscellaneous	3,415	-	3,415	4,443	-	7,858
Occupancy	-	8,713	8,713	34,818	-	43,531
Office	6,955	24,808	31,763	20,166	-	51,929
Outside services	71,431	-	71,431	4,382	-	75,813
Payroll and payroll tax	-	351,234	351,234	155,218	-	506,452
Prize and awards	155,017	-	155,017	-	-	155,017
Supplies	19,851	-	19,851	-	-	19,851
Tourist development hosting	-	355,652	355,652	-	-	355,652
Travel	11,000	25,780	36,780	6,191	-	42,971
Overhead allocation	-	27,450	27,450	(27,450)	-	-
TOTAL EXPENSES	$ 396,972	$ 1,059,578	$ 1,456,550	$ 336,624	$ 1,300	$ 1,794,474

See notes to the financial statements.

PENSACOLA SPORTS ASSOCIATION, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022

	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 385,567	$ (495,340)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	12,087	6,921
Unrealized (gain) loss, net	(211,158)	606,311
Decrease (increase) in:		
Accounts receivable	258,834	(117,300)
Other assets	(377)	(5,294)
Increase (decrease) in:		
Accounts payable	(33,445)	14,046
Deferred revenue	40,163	(20,233)
Net cash provided by (used in) operating activities	451,671	(10,889)
CASH FLOWS FROM INVESTING ACTIVITIES		
Sale of investments, net	331,437	(38,550)
Purchase of equipment	(34,570)	-
Net cash provided by (used in) investing activities	296,867	(38,550)
NET INCREASE (DECREASE) IN CASH	748,538	(49,439)
CASH AND CASH EQUIVALENTS, BEGINNING	131,724	181,163
CASH AND CASH EQUIVALENTS, ENDING	$ 880,262	$ 131,724

See notes to the financial statements

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Organization

Pensacola Sports Association, Inc. (the "Association"), is a not-for-profit corporation organized under the laws of the State of Florida. The Association's purpose is to promote regional economic development through the organization of amateur and professional sports events in Northwest Florida.

Basis of Accounting

The Association follows standards of accounting and financial reporting prescribed for nonprofit organizations using the accrual basis of accounting.

Net Asset Classifications

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

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

Net Assets With Donor Restrictions – net assets subject to donor or grantor-imposed restrictions. Donor or grantor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled or both.

The Association had only net assets without donor restrictions at year end.

Use of Estimates

The preparation of financial statements under generally accepted accounting principles requires the use of estimates. This will affect the reported amounts of assets, liabilities, disclosures and contingent items at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results may vary from these estimates, and the variances may be material.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Association considers all highly liquid investments purchased within three months of maturity to be cash equivalents.

Investments

Investments consist primarily of equity securities and stocks and are reported at their readily determinable fair values, which is based on quoted market prices in active markets. Realized and unrealized gains and losses are reported in the statement of activities and changes in net assets. The Association does not have any investments without readily determinable fair values.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Accounts Receivable

Accounts receivable represents amounts due from grant reimbursements, sponsorships and memberships. Accounts receivable are stated at the amount expected to be collected from outstanding balances. No provision for uncollectible accounts is considered necessary.

Revenue Recognition

Under accounting standards, earned revenue measurement is driven via a principles-based process that requires the entity 1) identify the contract with the customer; 2) identify the performance obligations in the contract; 3) determine the transaction price; 4) allocate the transaction price to the performance obligations; and 5) recognize revenue when (or as) performance obligations are satisfied.

Program and membership fees are recognized as services are performed or by the passage of time. Advance fees for programs are reported as deferred revenue and are recognized as program fee revenue when the performance obligation is satisfied, which is the date of the program. Contributions are recognized as revenues in the period verifiably committed by the donor. Tourist development grant funds from Visit Pensacola, Inc. are recognized as the expenses are incurred.

Property and Equipment

Property and equipment are recorded at the cost of acquisition for purchased items. Donated assets are recorded at the estimated fair market value. Expenditures for additions and major renewals are capitalized. Expenditures for maintenance and repair are expensed. Depreciation is calculated using the straight-line method based on the estimated useful lives of the individual assets. Estimated useful lives are:

Vehicles	5-7 years
Office Equipment	5-7 years

Functional Allocation of Expenses

The costs of program and supporting services have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents the natural classification detail of expenses by function. Expenses, which are directly related to the various programs or supporting services, are charged directly against the related program or service and are shown as program related expenses. General and administrative expenses include those expenses not directly identifiable to a specific program or event. Payroll and payroll tax expenses are allocated on the basis of estimates of time and effort.

Donated Materials and Services

Donated materials and services are reflected in the financial statements at the fair market value of the services rendered. The contributions of services are recognized if the services received create or enhance assets, require specialized skills that are provided by individuals possessing those skills, are objectively measurable and would typically need to be purchased if not provided by donation. The Association receives in-kind donations for advertising, land usage and refreshments at sponsored events. Total in-kind donations amounted to approximately $67,000 for the years ended September 30, 2023 and 2022.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

The Association also benefits from non-skilled services donated by volunteers. However, the value of these donated non-skilled services is not included in these financial statements since no objective basis is available to measure the value of these services.

Income Taxes
The Association qualifies as an organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code as a private foundation. Accordingly, no provision for federal or state income taxes have been recorded. Under present regulations the Association does not have any unrelated business income and is not subject to income tax. The Association is required to file an annual information return, Form 990PF, with the IRS and is subject to excise tax on investment income. The Association is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with accounting principles generally accepted in the United States of America.

Reclassification
Certain reclassifications have been made to the 2022 financial statements to conform to the current year presentation.

Right-Of-Use Lease Assets and Lease Liabilities
Effective July 1, 2022, the Association adopted Accounting Standards Codification (ASC) 842: *Leases.* The most significant impact was the recognition of right-of-use (ROU) assets and lease liabilities for finance and operating leases. There were no active leases at the implementation date. The Association, in most cases, does not record leases with an initial term of 12 months or less, instead recognizes lease expense for these leases on a straight-line basis over the lease term.

Right-of-use assets and liabilities are initially measured at the present value of lease payments over the lease term, discounted using the interest rate implicit in the lease at the commencement date. Right-of-use assets are adjusted for any lease payments made prior to lease commencement, lease incentives, and accrued rent. If the rate implicit in the lease cannot be readily determined, the Association uses the risk-free interest rate. The Association's leases may include options to extend of terminate the lease. When it is reasonably certain that the Association will exercise such options, the lease term includes those periods. Lease expense for operating leases is recognized on a straight-line basis over the term.

Subsequent Events
The Association has evaluated events and transactions that occurred between September 30, 2023 and January 30, 2024, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

2. INVESTMENTS

Generally accepted accounting principles require not-for-profit corporations to report investments at fair value, which is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price), in the principal or most advantageous market for the item in an orderly transaction between market participants on the measurement date. The fair value standards also establish a fair value hierarchy, which requires an organization to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. A fair market value hierarchy prioritizes the inputs used to measure fair value. Three levels of inputs that may be used to measure fair value are as follows:

Level 1 – Inputs utilize quoted prices in active markets for identical assets or liabilities

Level 2 – Inputs utilize data points that are observable such as quoted prices and interest rates. Level 2 inputs include, but are not limited to quoted prices for similar assets or liabilities in active markets and quoted prices for identical or similar assets in markets that are not active.

Level 3 – Inputs are unobservable data points for the asset and liability and include situations where there is little, if any, market activity for the asset or liability.

The fair value of the Association's investments has been determined based on quoted market price of identical assets (Level 1). The fair market value of the investments held by the Association as of September 30, 2023 and 2022, were:

	2023	2022
Equity securities	$ 1,224,216	$ 1,306,920
Money market	37,895	23,023
Fixed income	34,111	33,896
Government securities	99,336	98,275
Stocks	522,296	428,284
	$ 1,917,854	$ 1,890,398

3. TOURIST DEVELOPMENT GRANT

The grant agreement between Visit Pensacola, Inc. and the Association requires a separate bank account be maintained for all tourist development grant funds received and disbursed. This bank account is included in the cash and cash equivalents line of the statement of financial position. The Association was reimbursed for $1,114,062 and $1,059,578 in expenses under the grant as of September 30, 2023 and 2022, respectively.

4. CONCENTRATIONS AND CREDIT RISK

Support
The Association receives a significant portion of sports marketing grant revenue from Visit Pensacola, Inc. Non-renewal of this grant agreement would impact the activities of the Association. Visit Pensacola, Inc. grant money is generated from Escambia County tourist development commission bed tax. Future funding is highly dependent on tourism.

Credit Risk
The Association maintains cash balances at banks and a brokerage house. Bank deposits are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. As of September 30, 2023 and 2022, cash deposits at the bank did not exceed this amount.

Brokerage accounts are insured by the Securities Investors Protection Corporation (SIPC) up to $500,000. SIPC coverage only protects the Association against broker error or fraud, not a loss of the underlying investment.

5. LEASE COMMITMENTS

On October 1, 2023, The Association entered into a one-year lease with two additional one-year renewal periods for $3,574 monthly. Accordingly, there is no ROU asset recorded as of September 30, 2023.

6. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Association regularly monitors liquidity required to meet its operating needs and other contractual commitments. In addition to financial assets available to meet general expenditures over the next 12 months, the Association anticipates collecting sufficient revenue to cover general expenditures. The following reflects the Association's financial assets as of the statement of financial position date, available for general use within one year.

	2023	2022
Cash and cash equivalents	$ 880,262	$ 131,724
Accounts receivable, collected in less than one year	45,177	304,011
Financial assets available to meet cash needs for expenditures within one year	$ 925,439	$ 435,735

PENSACOLA SPORTS
Profit & Loss
October 2023 through September 2024

	Oct '23 - Sep 24
Ordinary Income/Expense	
Income	
4000 · SPT MKT - ESC CO TDC	1,325,709.84
4003 · ADMIN FEE - EVENTS	
4004 · DOUBLE BRIDGE RUN	220,005.63
4006 · BUD TENNIS	10,608.34
4009 · RACQUET ROUNDUP	0.00
4015 · DELUNA BCH GAMES	17,384.11
4017 · MISC EVENTS	-100.00
4020 · USTA FUTURES TENNIS	22,741.58
4022 · FIREFIGHTER GAMES	12,674.15
4025 · FISHING RODEO	41,779.65
4028 · BAYOU HILLS RUN	19,987.22
Total 4003 · ADMIN FEE - EVENTS	345,080.68
4075 · CORPORATE SPONSOR	18,000.00
4100 · MEMBERSHIPS	9,985.00
4170 · CONTRIBUTION TO P'COLA SPTS	35,779.01
4180 · GRANT REQUEST	54,254.23
4200 · MISC REVENUE-PS	10,661.00
4236 · SUBLEASE-PARKING PAR	6,163.20
4240 · SPORTS MKT OVERHEAD	77,633.04
4290 · GAIN/LOSS REC INVEST VALUE-PSA	273,887.23
4295 · SECURITIES SOLD-REVENUE	349,966.53
4296 · COST OF SECURITIES SOLD	-295,223.23
4297 · INTEREST INCOME-INVESTMENT ACCT	78,664.77
4298 · INTEREST INCOME-BANK ACCTS	7,267.52
4400 · ENTRY FEE	130.00
4600 · SPONSORS	
4602 · ESC CNTY SCHOOL DIST	2,000.00
4604 · SR CNTY SCHOOL DIST	1,700.00
4600 · SPONSORS - Other	166,204.70
Total 4600 · SPONSORS	169,904.70
4690 · AUCTION INC	4,478.90
4700 · BANQUET/DINNER TICKETS	12,315.00
4710 · CONCESSION SALES	3,403.49
4715 · CONTRIBUTIONS	19,652.29
4730 · EXPO / VENDORS INCOME	8,691.58
4740 · MERCHANDISE SALES	5,075.00
4900 · TICKET SALES	56,539.87
Total Income	2,578,019.65
Gross Profit	2,578,019.65
Expense	
5020 · ADVERTISING & PROMOTIONS	3,323.36
5022 · BACKGROUND CHECKS	448.39
5025 · BOARD EXPENSES	13,858.17
5035 · COMMUNITY GRANTS	13,500.00
5040 · COMPUTER SUBS & SUPPLIES	5,511.48
5042 · CONTINUING EDUCATION	8,580.25
5050 · DONATIONS-PS	136,150.00
5051 · DONATION - EXPENSE	2,500.00
5060 · DUES/SUBSCRIPTIONS	4,246.62
5070 · EQUIPMENT ACQUISITION & LEASE	7,435.12
5110 · INSURANCE-HEALTH	39,683.79
5130 · INSURANCE-PSA	26,053.76
5150 · IRA MATCHING FUNDS	10,018.22
5152 · LEGAL SERVICES	-28.00
5160 · MAINTENANCE CONTRACTS	1,788.11
5190 · MEMBERSHIP & SPONSOR EXP	4,715.48
5200 · MISC EXPENSES	3,572.97
5230 · OFFICE SUPPLIES	4,113.26

PENSACOLA SPORTS
Profit & Loss
October 2023 through September 2024

		Oct '23 - Sep 24
5237 · PARKING LEASE-CITY P'COLA PSA		35,733.30
5240 · POSTAGE-PSA		498.39
5250 · PRINTING / STATIONERY		755.50
5270 · REPAIRS & MAINTENANCE		378.53
5300 · SALARIES-STAFF		114,628.51
5320 · SMALL GRANTS PROGRAM EXP		-750.00
5330 · STAFF INCENTIVE		2,440.88
5350 · TAXES & FEES		736.75
5360 · TELEPHONES		5,311.29
5370 · TRAVEL/HOST/BIDS		7,861.85
5380 · UTILITIES		1,142.11
5385 · VEHICLE GAS & MAINT		3,488.17
5390 · VISA MERCHANT CHG/MACHINE LSE		1,371.27
5392 · VOLUNTEER THANK YOU		2,486.28
5393 · BLDG LEASE EXPENSE		1.00
6015 · SPT MKT - DIR PROG		
6020 · DUES & SUBS		
6020-01 · FL Spt Foundation	2,000.00	
6020-02 · Sports ETA	1,195.00	
6020-03 · DI Economic Impacts	2,286.00	
6020-99 · Other	4,995.00	
6020 · DUES & SUBS - Other	389.00	
Total 6020 · DUES & SUBS		10,865.00
6025 · EVENTS		
6025-04 · DBR	1,814.00	
6025-15 · DELUNA SWIM	4,899.60	
6025-20 · USTA FUTURES TENNIS	10,609.34	
6025-22 · FIREFIGHTERS	5,528.30	
6025-32 · SBC Basketball	139,399.29	
6025-35 · NAIA Men's Lacross	372.80	
6025-36 · SEC Soccer	175,442.98	
6025-99 · OTHER	25,644.92	
6026 · Grant		
6026-60 · Blue Angel Classic	6,000.00	
6026-66 · Innisfree Basketball	12,918.88	
6026-80 · US Finals	1,000.00	
6026-86 · Best Baseball	4,000.00	
6026-92 · Publix Cup Soccer	9,000.00	
6026 · Grant - Other	48,159.41	
Total 6026 · Grant	81,078.29	
6025 · EVENTS - Other	2,892.00	
Total 6025 · EVENTS		447,681.52
6030 · MARKETING & ADV		
6030-04 · DBR	22,406.14	
6030-15 · Deluna Swim	15,194.33	
6030-22 · FIREFIGHTERS	13,876.52	
6030-25 · FISHING RODEO	8,156.18	
6030-28 · Bayou Hills	2,500.03	
6030-36 · SEC Soccer	40,608.06	
6030-45 · Buzz Marketing	22,000.00	
6030-64 · Web Hosting/Updates	2,777.58	
6030-72 · Constant Contact	2,606.40	
6030-81 · Endurance Sportswire	959.00	
6030-82 · Marketing Agency	64,278.22	
6030-99 · Other	37,327.64	

PENSACOLA SPORTS
Profit & Loss
October 2023 through September 2024

	Oct '23 - Sep 24
6031 · Grants	
6031-60 · Pensacola Triathlon	4,258.67
6031-62 · Billfish Tourn	4,850.00
6031-70 · Panhandle Opern Disc Golf	2,500.00
6031-74 · Snowball Derby	25,000.00
6031-78 · Blizzard Series	15,000.00
Total 6031 · Grants	51,608.67
6030 · MARKETING & ADV - Other	2,000.00
Total 6030 · MARKETING & ADV	286,298.77
6035 · SM - TRAVEL	
6035-10 · Sports ETA Symposium	2,102.84
6035-15 · Sports ETA CE Summitt & Reg	4,106.65
6035-20 · Sports ETA 4S Summit	126.00
6035-25 · Sports ETA BOD Summer Retreat	925.40
6035-35 · Teams 2021 Conference - Sept	7,022.18
6035-36 · Sports FSF Summit	2,465.99
6035-99 · Other	7,434.74
Total 6035 · SM - TRAVEL	24,183.80
Total 6015 · SPT MKT - DIR PROG	769,029.09
6050 · SPT MKT - OPERATIONS	
6055 · AUDIT	3,000.00
6060 · SUPPLIES	416.00
6050 · SPT MKT - OPERATIONS - Other	93,589.04
Total 6050 · SPT MKT - OPERATIONS	97,005.04
6070 · SPT MKT - PERSONNEL	449,953.54
6110 · ADVERTISING/PROMO/COMML PROD	1,032.36
6120 · AWARDS	37,687.10
6130 · AMBULANCE / EMT	6,200.00
6140 · BALLS	2,259.37
6150 · BANQUET EXP	9,757.90
6155 · BAR TAB	524.54
6170 · BUSES / TRANSPORTATION	10,999.60
6180 · COMMITTEE EXP	2,399.87
6220 · CONTRACT LABOR	930.46
6225 · CREDIT CARD FEES	17,258.22
6230 · DECORATIONS	300.00
6240 · DONATIONS	5,850.00
6260 · ENTERAINMENT & PA SYSTEM	350.00
6270 · EQUIPMENT RENTAL	19,802.74
6290 · EXPO EXPENSE	9,994.49
6300 · FACILITY/COURSE FEE	8,687.50
6320 · FINISHER' MEDALS	18,864.35
6330 · FOOD / MEALS	22,939.57
6340 · GIFTS	15,869.59
6360 · GUEST SPEAKER	8,000.00
6370 · HOSPITALITY	51.58
6380 · HOTEL EXP	4,650.73
6410 · LIQUOR	61.69
6420 · MEDICAL	1,600.00
6450 · MISCELLANEOUS EXPENSE	446.60
6460 · MUSIC & DJ	4,150.00
6480 · PARTICIPANT PKGS/GIFTS	1,360.00

PENSACOLA SPORTS
Profit & Loss
October 2023 through September 2024

	Oct '23 - Sep 24
6490 · PERMITS & FEES	820.00
6500 · PHOTOGRAPHY	1,900.00
6510 · PORTABLE TOILETS	6,685.30
6520 · PLAYER PKGS	2,190.00
6530 · POST RACE PARTY	1,582.72
6540 · POSTAGE	68.00
6550 · PRINTING - STATIONERY	3,591.31
6560 · PRIZES	30,475.49
6570 · RACE RESULTS/TIMING	14,676.22
6590 · REFEREES/OFFICIALS	3,378.00
6630 · SCHOLARSHIPS	8,500.00
6640 · SECURITY / POLICE & SAFETY	15,335.00
6650 · SIGNAGE & LETTERING	9,844.00
6670 · SPONSOR EXP	246.00
6675 · SUPPLIES	4,775.29
6680 · TENTS	1,285.00
6700 · T-SHIRTS/WEARABLES/SCREENPRINT	53,608.16
6750 · VOLUNTEER EXP	6,981.75
69810 · Bank Service Charges	180.00
Total Expense	2,155,692.98
Net Ordinary Income	422,326.67
Other Income/Expense	
Other Expense	
80201 · Voided Invoice	6,950.00
Total Other Expense	6,950.00
Net Other Income	-6,950.00
Net Income	**415,376.67**

FORM 990-PF

Tax Return Carryovers to 2023

NAME: PENSACOLA SPORTS ASSOCIATION, INC. F/K/A PENSACOLA S ID Number: 59-2113050

Disallowing Form	Description	Originating Form	Entity/ Activity	St/ City	Amount
990-PF	EXCESS DISTRIBUTIONS	990-PF			3,452,307.

Warren Averett
CPAs AND ADVISORS

JUNE 3, 2024

PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION
1000 COLLEGE BLVD, BUILDING 24
PENSACOLA, FL 32504

PENSACOLA SPORTS ASSOCIATION, INC. F/K/A:

ENCLOSED ARE THE ORIGINAL AND ONE COPY OF THE 2022 EXEMPT ORGANIZATION RETURN AND 2023 ESTIMATED TAX WORKSHEET, AS FOLLOWS...

2022 FORM 990-PF

2023 FEDERAL ESTIMATED TAX WORKSHEET - FORM 990-PF

WE PREPARED THE RETURN FROM INFORMATION YOU FURNISHED US WITHOUT VERIFICATION. UPON EXAMINATION OF THE RETURN BY TAX AUTHORITIES, REQUESTS MAY BE MADE FOR UNDERLYING DATA. WE THEREFORE RECOMMEND THAT YOU PRESERVE ALL RECORDS WHICH YOU MAY BE CALLED UPON TO PRODUCE IN CONNECTION WITH SUCH POSSIBLE EXAMINATIONS.

WE SINCERELY APPRECIATE THE OPPORTUNITY TO SERVE YOU. PLEASE CONTACT US IF YOU HAVE ANY QUESTIONS CONCERNING THE TAX RETURN.

SINCERELY,

WARREN AVERETT, LLC

LET'S THRIVE TOGETHER

Warren Averett
CPAs AND ADVISORS
www.warrenaverett.com

TAX RETURN

We sincerely appreciate the opportunity to serve you. If you have any questions regarding the enclosed, please do not hesitate to call.

TAX RETURN FILING INSTRUCTIONS

FORM 990-PF

FOR THE YEAR ENDING
SEPTEMBER 30, 2023

PREPARED FOR:

PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION
1000 COLLEGE BLVD, BUILDING 24
PENSACOLA, FL 32504

PREPARED BY:

WARREN AVERETT, LLC
350 W CEDAR STREET, SUITE 400
PENSACOLA, FL 32502

AMOUNT DUE OR REFUND:

AN OVERPAYMENT OF $453. THE ENTIRE OVERPAYMENT HAS BEEN APPLIED TO THE ESTIMATED TAX PAYMENTS.

MAKE CHECK PAYABLE TO:

NO AMOUNT IS DUE.

MAIL TAX RETURN AND CHECK (IF APPLICABLE) TO:

NOT APPLICABLE

RETURN MUST BE MAILED ON OR BEFORE:

NOT APPLICABLE

SPECIAL INSTRUCTIONS:

THIS RETURN HAS BEEN PREPARED FOR ELECTRONIC FILING. IF YOU WISH TO HAVE IT TRANSMITTED ELECTRONICALLY TO THE IRS, PLEASE SIGN, DATE, AND RETURN FORM 8879-TE TO OUR OFFICE. WE WILL THEN SUBMIT THE ELECTRONIC RETURN TO THE IRS. DO NOT MAIL A PAPER COPY OF THE RETURN TO THE IRS. RETURN FORM 8879-TE TO US BY AUGUST 15, 2024

PLEASE NOTE THAT THE FORM 990-PF RETURN CONTAINS EXCESS DISTRIBUTION CARRYOVER OF $3,452,307. THIS MAY BE APPLIED TO TAX YEAR 2023 AND SUBSEQUENT YEARS.

WE HAVE MAILED AN EXTRA COPY OF FORM 990-PF TO THE FLORIDA ATTORNEY GENERAL AS REQUIRED.

2023 ESTIMATED TAX FILING INSTRUCTIONS

FORM 990-W

FOR THE YEAR ENDING
SEPTEMBER 30, 2023

PREPARED FOR:

PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION
1000 COLLEGE BLVD, BUILDING 24
PENSACOLA, FL 32504

PREPARED BY:

WARREN AVERETT, LLC
350 W CEDAR STREET, SUITE 400
PENSACOLA, FL 32502

AMOUNT OF TAX:

TOTAL ESTIMATED TAX	$	1,000
LESS CREDIT FROM PRIOR YEAR	$	453
LESS AMOUNT ALREADY PAID ON 2023 ESTIMATE	$	0
BALANCE DUE	$	547

PAYABLE IN FULL OR IN INSTALLMENTS AS FOLLOWS:

VOUCHER		AMOUNT	DUE DATE
NO 1	$	0	
NO 2	$	0	
NO 3	$	297	JUNE 17, 2024
NO 4	$	250	SEPTEMBER 16, 2024

MAKE CHECK PAYABLE TO:

PAYMENTS SHOULD BE MADE USING THE ELECTRONIC FEDERAL TAX PAYMENT SYSTEM (EFTPS).

MAIL VOUCHER AND CHECK (IF APPLICABLE) TO:

NOT APPLICABLE

SPECIAL INSTRUCTIONS:

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS e-file Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning OCT 1 , 2022, and ending SEP 30 , 20 23

Do not send to the IRS. Keep for your records.

Go to www.irs.gov/Form8879TE for the latest information.

OMB No. 1545-0047

2022

Name of filer PENSACOLA SPORTS ASSOCIATION, INC. F/K/A PENSACOLA SPORTS ASSOCIATION FOUNDATION

EIN or SSN 59-2113050

Name and title of officer or person subject to tax RAY PALMER PRESIDENT

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	☐	**b Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	1b	
2a	**Form 990-EZ** check here	☐	**b Total revenue,** if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here	☐	**b Total tax** (Form 1120-POL, line 22)	3b	
4a	**Form 990-PF** check here	☒	**b Tax based on investment income** (Form 990-PF, Part V, line 5)	4b	998.
5a	**Form 8868** check here	☐	**b Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here	☐	**b Total tax** (Form 990-T, Part III, line 4)	6b	
7a	**Form 4720** check here	☐	**b Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here	☐	**b FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here	☐	**b Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here	☐	**b Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____ , (EIN) _____ and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize WARREN AVERETT, LLC to enter my PIN 39388

ERO firm name

Enter five numbers, but do not enter all zeros

as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax Date

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 63914759356

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature _____ Date 06/03/24

ERO Must Retain This Form - See Instructions

Do Not Submit This Form to the IRS Unless Requested To Do So

PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION 59-2113050

Form **990-W**
(Worksheet)

Estimated Tax on Unrelated Business Taxable Income for Tax-Exempt Organizations

(and on Investment Income for Private Foundations) FORM 990-PF

▶ **Keep for your records. Do not send to the Internal Revenue Service.**

2023

1	Unrelated business taxable income expected in the tax year	1	
2	**Tax on the amount on line 1**	2	
3	Alternative minimum tax for trusts	3	
4	Total. Add lines 2 and 3	4	
5	Estimated tax credits	5	
6	Subtract line 5 from line 4	6	
7	Other taxes	7	
8	Total. Add lines 6 and 7	8	
9	Credit for federal tax paid on fuels	9	
10a	Subtract line 9 from line 8. **Note:** If less than $500, the organization does not need to make estimated tax payments	10a	
b	Enter the tax shown on the 2022 return. **Caution:** If zero or the tax year was for less than 12 months, skip this line and enter the amount from line 10a on line 10c	10b	998.
c	**2023 Estimated Tax.** Enter the smaller of line 10a or line 10b. If the organization is required to skip line 10b, enter the amount from line 10a on line 10c ADJUSTED TO	10c	1,000.

			(a)	(b)	(c)	(d)
11	**Installment due dates**	11			06/17/24	09/16/24
12	**Installments.** Enter 25% of line 10c in columns **(a)** through **(d)**	12			750.	250.
13	**2022 Overpayment**	13			453.	
14	**Payment due** (Subtract line 13 from line 12)	14			297.	250.

Form **990-W**

ESTIMATED TAX 1,000.
OVERPAYMENT APPLIED 453.
AMOUNT DUE 547.

EXTENDED TO AUGUST 15, 2024

Form **990-PF**

Department of the Treasury
Internal Revenue Service

Return of Private Foundation

or Section 4947(a)(1) Trust Treated as Private Foundation

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990PF for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

For calendar year 2022 or tax year beginning OCT 1, 2022 **, and ending** SEP 30, 2023

Name of foundation
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

A Employer identification number
59-2113050

Number and street (or P.O. box number if mail is not delivered to street address)
1000 COLLEGE BLVD, BUILDING 24

Room/suite

B Telephone number
850-475-4960

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32504

C If exemption application is pending, check here ... ☐

G Check all that apply: ☐ Initial return ☐ Initial return of a former public charity ☐ Final return ☐ Amended return ☒ Address change ☐ Name change

D 1. Foreign organizations, check here ..... ☐

2. Foreign organizations meeting the 85% test, check here and attach computation ..... ☐

H Check type of organization: ☒ Section 501(c)(3) exempt private foundation ☐ Section 4947(a)(1) nonexempt charitable trust ☐ Other taxable private foundation

E If private foundation status was terminated under section 507(b)(1)(A), check here ... ☐

I Fair market value of all assets at end of year (from Part II, col. (c), line 16) $ 2,905,774.

J Accounting method: ☐ Cash ☒ Accrual ☐ Other (specify) _____ (Part I, column (d), must be on cash basis.)

F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here ... ☒

Part I Analysis of Revenue and Expenses (The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a).)

		(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
Revenue	1 Contributions, gifts, grants, etc., received	361,465.			
	2 Check ☐ if the foundation is not required to attach Sch. B				
	3 Interest on savings and temporary cash investments				
	4 Dividends and interest from securities	78,371.	78,371.		STATEMENT 1
	5a Gross rents				
	b Net rental income or (loss)				
	6a Net gain or (loss) from sale of assets not on line 10	4,933.			
	b Gross sales price for all assets on line 6a 198,018.				
	7 Capital gain net income (from Part IV, line 2)		4,933.		
	8 Net short-term capital gain				
	9 Income modifications				
	10a Gross sales less returns and allowances				
	b Less: Cost of goods sold				
	c Gross profit or (loss)				
	11 Other income	1,571,514.	0.	1,571,514.	STATEMENT 2
	12 **Total.** Add lines 1 through 11	2,016,283.	83,304.	1,571,514.	
Operating and Administrative Expenses	13 Compensation of officers, directors, trustees, etc.	182,250.	0.	48,862.	133,389.
	14 Other employee salaries and wages	289,280.	0.	69,183.	220,097.
	15 Pension plans, employee benefits	52,880.	0.	52,880.	0.
	16a Legal fees				
	b Accounting fees STMT 3	20,300.	0.	0.	20,300.
	c Other professional fees STMT 4	80,624.	11,470.	3,000.	66,154.
	17 Interest				
	18 Taxes				
	19 Depreciation and depletion	12,087.	0.	12,087.	
	20 Occupancy	51,252.	0.	39,669.	11,583.
	21 Travel, conferences, and meetings	42,726.	0.	7,360.	35,366.
	22 Printing and publications				
	23 Other expenses STMT 5	970,963.	0.	43,027.	927,936.
	24 **Total operating and administrative expenses.** Add lines 13 through 23	1,702,362.	11,470.	276,068.	1,414,825.
	25 Contributions, gifts, grants paid	64,150.			64,150.
	26 **Total expenses and disbursements.** Add lines 24 and 25	1,766,512.	11,470.	276,068.	1,478,975.
	27 Subtract line 26 from line 12:				
	a Excess of revenue over expenses and disbursements	249,771.			
	b **Net investment income** (if negative, enter -0-)		71,834.		
	c **Adjusted net income** (if negative, enter -0-)			1,295,446.	

Part II Balance Sheets Attached schedules and amounts in the description column should be for end-of-year amounts only.

		Beginning of year	End of year	
		(a) Book Value	(b) Book Value	(c) Fair Market Value
Assets	1 Cash - non-interest-bearing	131,726.	880,262.	880,262.
	2 Savings and temporary cash investments			
	3 Accounts receivable 45,177.			
	Less: allowance for doubtful accounts	304,011.	45,177.	45,177.
	4 Pledges receivable			
	Less: allowance for doubtful accounts			
	5 Grants receivable			
	6 Receivables due from officers, directors, trustees, and other disqualified persons			
	7 Other notes and loans receivable			
	Less: allowance for doubtful accounts			
	8 Inventories for sale or use			
	9 Prepaid expenses and deferred charges	16,725.	17,102.	17,102.
	10a Investments - U.S. and state government obligations			
	b Investments - corporate stock			
	c Investments - corporate bonds			
	11 Investments - land, buildings, and equipment: basis			
	Less: accumulated depreciation			
	12 Investments - mortgage loans			
	13 Investments - other STMT 6	2,332,884.	1,782,058.	1,917,854.
	14 Land, buildings, and equipment: basis 69,181.			
	Less: accumulated depreciation STMT 7 23,802.	22,894.	45,379.	45,379.
	15 Other assets (describe STATEMENT 8)	147,735.	0.	0.
	16 **Total assets** (to be completed by all filers - see the instructions. Also, see page 1, item I)	2,955,975.	2,769,978.	2,905,774.
Liabilities	17 Accounts payable and accrued expenses	95,507.	62,062.	
	18 Grants payable			
	19 Deferred revenue	56,867.	97,030.	
	20 Loans from officers, directors, trustees, and other disqualified persons			
	21 Mortgages and other notes payable			
	22 Other liabilities (describe)			
	23 **Total liabilities** (add lines 17 through 22)	152,374.	159,092.	
Net Assets or Fund Balances	**Foundations that follow FASB ASC 958, check here** ☐ **and complete lines 24, 25, 29, and 30.**			
	24 Net assets without donor restrictions			
	25 Net assets with donor restrictions			
	Foundations that do not follow FASB ASC 958, check here ☒ **and complete lines 26 through 30.**			
	26 Capital stock, trust principal, or current funds	0.	0.	
	27 Paid-in or capital surplus, or land, bldg., and equipment fund	0.	0.	
	28 Retained earnings, accumulated income, endowment, or other funds	2,803,601.	2,610,886.	
	29 **Total net assets or fund balances**	2,803,601.	2,610,886.	
	30 **Total liabilities and net assets/fund balances**	2,955,975.	2,769,978.	

Part III Analysis of Changes in Net Assets or Fund Balances

1	Total net assets or fund balances at beginning of year - Part II, column (a), line 29 (must agree with end-of-year figure reported on prior year's return)	1	2,803,601.
2	Enter amount from Part I, line 27a	2	249,771.
3	Other increases not included in line 2 (itemize)	3	0.
4	Add lines 1, 2, and 3	4	3,053,372.
5	Decreases not included in line 2 (itemize) CHANGE IN UNREALIZED GAIN/LOSS	5	442,486.
6	Total net assets or fund balances at end of year (line 4 minus line 5) - Part II, column (b), line 29	6	2,610,886.

Part IV Capital Gains and Losses for Tax on Investment Income

	(a) List and describe the kind(s) of property sold (for example, real estate, 2-story brick warehouse; or common stock, 200 shs. MLC Co.)	(b) How acquired P - Purchase D - Donation	(c) Date acquired (mo., day, yr.)	(d) Date sold (mo., day, yr.)
1a	MORGAN STANLEY #1451 - SHORT-TERM		09/01/23	09/30/23
b	MORGAN STANLEY #1451 - LONG-TERM		10/01/22	09/30/23
c				
d				
e				

	(e) Gross sales price	(f) Depreciation allowed (or allowable)	(g) Cost or other basis plus expense of sale	(h) Gain or (loss) ((e) plus (f) minus (g))
a	83,897.		91,792.	-7,895.
b	114,121.		101,293.	12,828.
c				
d				
e				

Complete only for assets showing gain in column (h) and owned by the foundation on 12/31/69.

	(i) FMV as of 12/31/69	(j) Adjusted basis as of 12/31/69	(k) Excess of col. (i) over col. (j), if any	(l) Gains (Col. (h) gain minus col. (k), but not less than -0-) **or** Losses (from col. (h))
a				-7,895.
b				12,828.
c				
d				
e				

2	Capital gain net income or (net capital loss) { If gain, also enter in Part I, line 7 / If (loss), enter -0- in Part I, line 7 }	2	4,933.
3	Net short-term capital gain or (loss) as defined in sections 1222(5) and (6): If gain, also enter in Part I, line 8, column (c). See instructions. If (loss), enter -0- in Part I, line 8	3	N/A

Part V Excise Tax Based on Investment Income (Section 4940(a), 4940(b), or 4948 - see instructions)

1a	Exempt operating foundations described in section 4940(d)(2), check here ☐ and enter "N/A" on line 1. Date of ruling or determination letter: _____ **(attach copy of letter if necessary - see instructions)**		1	998.
b	All other domestic foundations enter 1.39% (0.0139) of line 27b. Exempt foreign organizations, enter 4% (0.04) of Part I, line 12, col. (b)			
2	Tax under section 511 (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)		2	0.
3	Add lines 1 and 2		3	998.
4	Subtitle A (income) tax (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)		4	0.
5	**Tax based on investment income.** Subtract line 4 from line 3. If zero or less, enter -0-		5	998.
6	Credits/Payments:			
a	2022 estimated tax payments and 2021 overpayment credited to 2022	6a 1,451.		
b	Exempt foreign organizations - tax withheld at source	6b 0.		
c	Tax paid with application for extension of time to file (Form 8868)	6c 0.		
d	Backup withholding erroneously withheld	6d 0.		
7	Total credits and payments. Add lines 6a through 6d		7	1,451.
8	Enter any **penalty** for underpayment of estimated tax. Check here ☐ if Form 2220 is attached		8	0.
9	**Tax due.** If the total of lines 5 and 8 is more than 7, enter **amount owed**		9	
10	**Overpayment.** If line 7 is more than the total of lines 5 and 8, enter the **amount overpaid**		10	453.
11	Enter the amount of line 10 to be: **Credited to 2023 estimated tax** 453. **Refunded**		11	0.

Part VI-A Statements Regarding Activities

			Yes	No
1a	During the tax year, did the foundation attempt to influence any national, state, or local legislation or did it participate or intervene in any political campaign?	1a		X
b	Did it spend more than $100 during the year (either directly or indirectly) for political purposes? See the instructions for the definition	1b		X
	If the answer is "Yes" to **1a** or **1b**, attach a detailed description of the activities and copies of any materials published or distributed by the foundation in connection with the activities.			
c	Did the foundation file **Form 1120-POL** for this year?	1c		X
d	Enter the amount (if any) of tax on political expenditures (section 4955) imposed during the year: **(1)** On the foundation. $ 0. **(2)** On foundation managers. $ 0.			
e	Enter the reimbursement (if any) paid by the foundation during the year for political expenditure tax imposed on foundation managers. $ 0.			
2	Has the foundation engaged in any activities that have not previously been reported to the IRS? If "Yes," attach a detailed description of the activities.	2		X
3	Has the foundation made any changes, not previously reported to the IRS, in its governing instrument, articles of incorporation, or bylaws, or other similar instruments? If "Yes," attach a conformed copy of the changes	3		X
4a	Did the foundation have unrelated business gross income of $1,000 or more during the year?	4a		X
b	If "Yes," has it filed a tax return on **Form 990-T** for this year? N/A	4b		
5	Was there a liquidation, termination, dissolution, or substantial contraction during the year? STMT 9 STMT 10	5	X	
	If "Yes," attach the statement required by *General Instruction T.*			
6	Are the requirements of section 508(e) (relating to sections 4941 through 4945) satisfied either: • By language in the governing instrument, or • By state legislation that effectively amends the governing instrument so that no mandatory directions that conflict with the state law remain in the governing instrument?	6	X	
7	Did the foundation have at least $5,000 in assets at any time during the year? If "Yes," complete Part II, col. (c), and Part XIV	7	X	
8a	Enter the states to which the foundation reports or with which it is registered. See instructions. FL			
b	If the answer is "Yes" to line 7, has the foundation furnished a copy of Form 990-PF to the Attorney General (or designate) of each state as required by *General Instruction G?* If "No," attach explanation	8b	X	
9	Is the foundation claiming status as a private operating foundation within the meaning of section 4942(j)(3) or 4942(j)(5) for calendar year 2022 or the tax year beginning in 2022? See the instructions for Part XIII. If "Yes," complete Part XIII	9		X
10	Did any persons become substantial contributors during the tax year? If "Yes," attach a schedule listing their names and addresses	10		X
11	At any time during the year, did the foundation, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," attach schedule. See instructions	11		X
12	Did the foundation make a distribution to a donor advised fund over which the foundation or a disqualified person had advisory privileges? If "Yes," attach statement. See instructions	12		X
13	Did the foundation comply with the public inspection requirements for its annual returns and exemption application?	13	X	

Website address WWW.PENSACOLASPORTS.ORG

14 The books are in care of THE FOUNDATION Telephone no. 850-475-4960

Located at 1000 COLLEGE BLVD, BUILDING 24, PENSACOLA, FL ZIP+4 32504

15 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-PF in lieu of **Form 1041** - check here ☐

and enter the amount of tax-exempt interest received or accrued during the year 15 N/A

			Yes	No
16	At any time during calendar year 2022, did the foundation have an interest in or a signature or other authority over a bank, securities, or other financial account in a foreign country? See the instructions for exceptions and filing requirements for FinCEN Form 114. If "Yes," enter the name of the foreign country	16		X

Part VI-B Statements Regarding Activities for Which Form 4720 May Be Required

File Form 4720 if any item is checked in the "Yes" column, unless an exception applies.		Yes	No
1a During the year, did the foundation (either directly or indirectly):			
(1) Engage in the sale or exchange, or leasing of property with a disqualified person?	1a(1)		X
(2) Borrow money from, lend money to, or otherwise extend credit to (or accept it from) a disqualified person?	1a(2)		X
(3) Furnish goods, services, or facilities to (or accept them from) a disqualified person?	1a(3)		X
(4) Pay compensation to, or pay or reimburse the expenses of, a disqualified person?	1a(4)		X
(5) Transfer any income or assets to a disqualified person (or make any of either available for the benefit or use of a disqualified person)?	1a(5)		X
(6) Agree to pay money or property to a government official? (**Exception.** Check "No" if the foundation agreed to make a grant to or to employ the official for a period after termination of government service, if terminating within 90 days.)	1a(6)		X
b If any answer is "Yes" to 1a(1)-(6), did **any** of the acts fail to qualify under the exceptions described in Regulations section 53.4941(d)-3 or in a current notice regarding disaster assistance? See instructions N/A	1b		
c Organizations relying on a current notice regarding disaster assistance, check here ☐			
d Did the foundation engage in a prior year in any of the acts described in 1a, other than excepted acts, that were not corrected before the first day of the tax year beginning in 2022?	1d		X
2 Taxes on failure to distribute income (section 4942) (does not apply for years the foundation was a private operating foundation defined in section 4942(j)(3) or 4942(j)(5)):			
a At the end of tax year 2022, did the foundation have any undistributed income (Part XII, lines 6d and 6e) for tax year(s) beginning before 2022?	2a		X
If "Yes," list the years _____, _____, _____, _____			
b Are there any years listed in 2a for which the foundation is **not** applying the provisions of section 4942(a)(2) (relating to incorrect valuation of assets) to the year's undistributed income? (If applying section 4942(a)(2) to **all** years listed, answer "No" and attach statement - see instructions.) N/A	2b		
c If the provisions of section 4942(a)(2) are being applied to **any** of the years listed in 2a, list the years here. _____, _____, _____, _____			
3a Did the foundation hold more than a 2% direct or indirect interest in any business enterprise at any time during the year?	3a		X
b If "Yes," did it have excess business holdings in 2022 as a result of **(1)** any purchase by the foundation or disqualified persons after May 26, 1969; **(2)** the lapse of the 5-year period (or longer period approved by the Commissioner under section 4943(c)(7)) to dispose of holdings acquired by gift or bequest; or **(3)** the lapse of the 10-, 15-, or 20-year first phase holding period? (Use Form 4720, Schedule C, to determine if the foundation had excess business holdings in 2022.) N/A	3b		
4a Did the foundation invest during the year any amount in a manner that would jeopardize its charitable purposes?	4a		X
b Did the foundation make any investment in a prior year (but after December 31, 1969) that could jeopardize its charitable purpose that had not been removed from jeopardy before the first day of the tax year beginning in 2022?	4b		X

Part VI-B Statements Regarding Activities for Which Form 4720 May Be Required *(continued)*

			Yes	No
5a	During the year, did the foundation pay or incur any amount to:			
	(1) Carry on propaganda, or otherwise attempt to influence legislation (section 4945(e))?	5a(1)		X
	(2) Influence the outcome of any specific public election (see section 4955); or to carry on, directly or indirectly, any voter registration drive?	5a(2)		X
	(3) Provide a grant to an individual for travel, study, or other similar purposes?	5a(3)		X
	(4) Provide a grant to an organization other than a charitable, etc., organization described in section 4945(d)(4)(A)? See instructions	5a(4)		X
	(5) Provide for any purpose other than religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals?	5a(5)		X
b	If any answer is "Yes" to 5a(1)-(5), did **any** of the transactions fail to qualify under the exceptions described in Regulations section 53.4945 or in a current notice regarding disaster assistance? See instructions N/A	5b		
c	Organizations relying on a current notice regarding disaster assistance, check here ☐			
d	If the answer is "Yes" to question 5a(4), does the foundation claim exemption from the tax because it maintained expenditure responsibility for the grant? N/A	5d		
	If "Yes," attach the statement required by Regulations section 53.4945-5(d).			
6a	Did the foundation, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	6a		X
b	Did the foundation, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	6b		X
	If "Yes" to 6b, file Form 8870.			
7a	At any time during the tax year, was the foundation a party to a prohibited tax shelter transaction?	7a		X
b	If "Yes," did the foundation receive any proceeds or have any net income attributable to the transaction? N/A	7b		
8	Is the foundation subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year?	8		X

Part VII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors

1 List all officers, directors, trustees, and foundation managers and their compensation.

(a) Name and address	(b) Title, and average hours per week devoted to position	(c) Compensation (If not paid, enter -0-)	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
SEE STATEMENT 11		182,250.	0.	0.

2 Compensation of five highest-paid employees (other than those included on line 1). If none, enter "NONE."

(a) Name and address of each employee paid more than $50,000	(b) Title, and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
NONE				

Total number of other employees paid over $50,000 0

Part VII **Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors** *(continued)*

3 Five highest-paid independent contractors for professional services. If none, enter "NONE."

(a) Name and address of each person paid more than $50,000	(b) Type of service	(c) Compensation
NONE		

Total number of others receiving over $50,000 for professional services 0

Part VIII-A **Summary of Direct Charitable Activities**

List the foundation's four largest direct charitable activities during the tax year. Include relevant statistical information such as the number of organizations and other beneficiaries served, conferences convened, research papers produced, etc.	Expenses
1 SEE STATEMENT 12	998,667.
2 SEE STATEMENT 13	426,158.
3	
4	

Part VIII-B **Summary of Program-Related Investments**

Describe the two largest program-related investments made by the foundation during the tax year on lines 1 and 2.	Amount
1 N/A	
2	
All other program-related investments. See instructions.	
3	
Total. Add lines 1 through 3	0.

Part IX Minimum Investment Return (All domestic foundations must complete this part. Foreign foundations, see instructions.)

1	Fair market value of assets not used (or held for use) directly in carrying out charitable, etc., purposes:		
a	Average monthly fair market value of securities	1a	2,155,475.
b	Average of monthly cash balances	1b	30,353.
c	Fair market value of all other assets (see instructions)	1c	
d	**Total** (add lines 1a, b, and c)	1d	2,185,828.
e	Reduction claimed for blockage or other factors reported on lines 1a and 1c (attach detailed explanation) — 1e: 0.		
2	Acquisition indebtedness applicable to line 1 assets	2	0.
3	Subtract line 2 from line 1d	3	2,185,828.
4	Cash deemed held for charitable activities. Enter 1.5% (0.015) of line 3 (for greater amount, see instructions)	4	32,787.
5	**Net value of noncharitable-use assets.** Subtract line 4 from line 3	5	2,153,041.
6	**Minimum investment return.** Enter 5% (0.05) of line 5	6	107,652.

Part X Distributable Amount (see instructions) (Section 4942(j)(3) and (j)(5) private operating foundations and certain foreign organizations, check here ☐ and do not complete this part.)

1	Minimum investment return from Part IX, line 6			1	107,652.
2a	Tax on investment income for 2022 from Part V, line 5	2a	998.		
b	Income tax for 2022. (This does not include the tax from Part V.)	2b			
c	Add lines 2a and 2b			2c	998.
3	Distributable amount before adjustments. Subtract line 2c from line 1			3	106,654.
4	Recoveries of amounts treated as qualifying distributions			4	0.
5	Add lines 3 and 4			5	106,654.
6	Deduction from distributable amount (see instructions)			6	0.
7	**Distributable amount** as adjusted. Subtract line 6 from line 5. Enter here and on Part XII, line 1			7	106,654.

Part XI Qualifying Distributions (see instructions)

1	Amounts paid (including administrative expenses) to accomplish charitable, etc., purposes:		
a	Expenses, contributions, gifts, etc. - total from Part I, column (d), line 26	1a	1,478,975.
b	Program-related investments - total from Part VIII-B	1b	0.
2	Amounts paid to acquire assets used (or held for use) directly in carrying out charitable, etc., purposes	2	
3	Amounts set aside for specific charitable projects that satisfy the:		
a	Suitability test (prior IRS approval required)	3a	
b	Cash distribution test (attach the required schedule)	3b	
4	**Qualifying distributions.** Add lines 1a through 3b. Enter here and on Part XII, line 4	4	1,478,975.

Part XII Undistributed Income (see instructions)

	(a) Corpus	(b) Years prior to 2021	(c) 2021	(d) 2022
1 Distributable amount for 2022 from Part X, line 7				106,654.
2 Undistributed income, if any, as of the end of 2022:				
a Enter amount for 2021 only			0.	
b Total for prior years: _____, _____, _____		0.		
3 Excess distributions carryover, if any, to 2022:				
a From 2017				
b From 2018 877.				
c From 2019 26,146.				
d From 2020 704,104.				
e From 2021 1,348,859.				
f **Total** of lines 3a through e	2,079,986.			
4 Qualifying distributions for 2022 from Part XI, line 4: $ 1,478,975.				
a Applied to 2021, but not more than line 2a			0.	
b Applied to undistributed income of prior years (Election required - see instructions)		0.		
c Treated as distributions out of corpus (Election required - see instructions)	0.			
d Applied to 2022 distributable amount				106,654.
e Remaining amount distributed out of corpus	1,372,321.			
5 Excess distributions carryover applied to 2022 (If an amount appears in column (d), the same amount must be shown in column (a).)	0.			0.
6 **Enter the net total of each column as indicated below:**				
a Corpus. Add lines 3f, 4c, and 4e. Subtract line 5	3,452,307.			
b Prior years' undistributed income. Subtract line 4b from line 2b		0.		
c Enter the amount of prior years' undistributed income for which a notice of deficiency has been issued, or on which the section 4942(a) tax has been previously assessed		0.		
d Subtract line 6c from line 6b. Taxable amount - see instructions		0.		
e Undistributed income for 2021. Subtract line 4a from line 2a. Taxable amount - see instr.			0.	
f Undistributed income for 2022. Subtract lines 4d and 5 from line 1. This amount must be distributed in 2023				0.
7 Amounts treated as distributions out of corpus to satisfy requirements imposed by section 170(b)(1)(F) or 4942(g)(3) (Election may be required - see instructions)	0.			
8 Excess distributions carryover from 2017 not applied on line 5 or line 7	0.			
9 **Excess distributions carryover to 2023.** Subtract lines 7 and 8 from line 6a	3,452,307.			
10 Analysis of line 9:				
a Excess from 2018 877.				
b Excess from 2019 26,146.				
c Excess from 2020 704,104.				
d Excess from 2021 1,348,859.				
e Excess from 2022 1,372,321.				

Part XIII Private Operating Foundations (see instructions and Part VI-A, question 9) N/A

1 a If the foundation has received a ruling or determination letter that it is a private operating foundation, and the ruling is effective for 2022, enter the date of the ruling .....

b Check box to indicate whether the foundation is a private operating foundation described in section ..... ☐ 4942(j)(3) or ☐ 4942(j)(5)

	Tax year	Prior 3 years			
	(a) 2022	(b) 2021	(c) 2020	(d) 2019	(e) Total
2 a Enter the lesser of the adjusted net income from Part I or the minimum investment return from Part IX for each year listed					
b 85% (0.85) of line 2a					
c Qualifying distributions from Part XI, line 4, for each year listed					
d Amounts included in line 2c not used directly for active conduct of exempt activities					
e Qualifying distributions made directly for active conduct of exempt activities. Subtract line 2d from line 2c					
3 Complete 3a, b, or c for the alternative test relied upon: a "Assets" alternative test - enter: (1) Value of all assets					
(2) Value of assets qualifying under section 4942(j)(3)(B)(i) ...					
b "Endowment" alternative test - enter 2/3 of minimum investment return shown in Part IX, line 6, for each year listed					
c "Support" alternative test - enter: (1) Total support other than gross investment income (interest, dividends, rents, payments on securities loans (section 512(a)(5)), or royalties)					
(2) Support from general public and 5 or more exempt organizations as provided in section 4942(j)(3)(B)(iii)					
(3) Largest amount of support from an exempt organization					
(4) Gross investment income					

Part XIV Supplementary Information (Complete this part only if the foundation had $5,000 or more in assets at any time during the year-see instructions.)

1 **Information Regarding Foundation Managers:**

a List any managers of the foundation who have contributed more than 2% of the total contributions received by the foundation before the close of any tax year (but only if they have contributed more than $5,000). (See section 507(d)(2).)

NONE

b List any managers of the foundation who own 10% or more of the stock of a corporation (or an equally large portion of the ownership of a partnership or other entity) of which the foundation has a 10% or greater interest.

NONE

2 **Information Regarding Contribution, Grant, Gift, Loan, Scholarship, etc., Programs:**

Check here ☐ if the foundation only makes contributions to preselected charitable organizations and does not accept unsolicited requests for funds. If the foundation makes gifts, grants, etc., to individuals or organizations under other conditions, complete items 2a, b, c, and d.

a The name, address, and telephone number or email address of the person to whom applications should be addressed:

LAURA MCCULLERS, 850-475-4960
1000 COLLEGE BLVD, BUILDING 24, PENSACOLA, FL 32504

b The form in which applications should be submitted and information and materials they should include:

PREAPPROVED FORM AT PENSACOLASPORTS.ORG

c Any submission deadlines:

NOVEMBER 1ST

d Any restrictions or limitations on awards, such as by geographical areas, charitable fields, kinds of institutions, or other factors:

INVOLVEMENT IN LOCAL YOUTH SPORTS.

Part XIV Supplementary Information *(continued)*

3 Grants and Contributions Paid During the Year or Approved for Future Payment

Recipient Name and address (home or business)	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
a *Paid during the year*				
ARC GATEWAY FOUNDATION 3932 N. 10TH AVENUE PENSACOLA, FL 32503	NONE	501(C)(3)	DONATION FOR TENNIS TOURNAMENT	5,000.
FIRST TEE GULF COAST 3924 WEST NAVY BLVD PENSACOLA, FL 32507	NONE	501(C)(3)	GRANT FOR DIVOT DERBY $6,000 & SKILLS CHALLENGE $1,500	7,500.
GREATER PENSACOLA ACQUATIC CLUB PO BOX 30318 PENSACOLA, FL 32503	NONE	501(C)(3)	2023 GPAC WINTER INVITATIONAL GRANT AWARD	1,000.
UWF FOUNDATION INC. 11000 UNIVERSITY PARKWAY PENSACOLA, FL 32514	NONE	501(C)(3)	SUPPORT FOR ATHLETICS	400.
WASHINGTON HIGH SCHOOL - SOFTBALL 6000 COLLEGE PKWY PENSACOLA, FL 32504	NONE	501(C)(3)	DONATIONS FOR RACE	440.
Total SEE CONTINUATION SHEET(S)			**3a**	64,150.
b *Approved for future payment*				
NONE				
Total			**3b**	0.

Part XV-A Analysis of Income-Producing Activities

Enter gross amounts unless otherwise indicated.	Unrelated business income		Excluded by section 512, 513, or 514		(e)
	(a) Business code	(b) Amount	(c) Exclusion code	(d) Amount	Related or exempt function income
1 Program service revenue:					
a PROGRAM REVENUES					442,504.
b MEMBERSHIP DUES					5,550.
c ESCAMBIA CO. TOURIST					
d DEVELOPEMENT CONTRACT					1,114,062.
e					
f					
g Fees and contracts from government agencies					
2 Membership dues and assessments					
3 Interest on savings and temporary cash investments					
4 Dividends and interest from securities			14	78,371.	
5 Net rental income or (loss) from real estate:					
a Debt-financed property					
b Not debt-financed property					
6 Net rental income or (loss) from personal property					
7 Other investment income					
8 Gain or (loss) from sales of assets other than inventory			18	4,933.	
9 Net income or (loss) from special events					
10 Gross profit or (loss) from sales of inventory					
11 Other revenue:					
a OTHER REVENUE					9,398.
b					
c					
d					
e					
12 Subtotal. Add columns (b), (d), and (e)		0.		83,304.	1,571,514.
13 **Total.** Add line 12, columns (b), (d), and (e)				13	1,654,818.

(See worksheet in line 13 instructions to verify calculations.)

Part XV-B Relationship of Activities to the Accomplishment of Exempt Purposes

Line No.	Explain below how each activity for which income is reported in column (e) of Part XV-A contributed importantly to the accomplishment of the foundation's exempt purposes (other than by providing funds for such purposes).
1A	ENTRY FEES FOR EVENTS MANAGED AND MARKETED BY PENSACOLA SPORTS ASSOCIATION IS A PRIMARY METHOD FOR THE ORGANIZATION TO PROMOTE ITS MISSION OF ENCOURAGING PHYSICAL FITNESS AND SPORTS TOURISM.
1B	MEMBERSHIP DUES ENCOURAGE PARTICIPATION IN LOCAL SPORTING AND RUNNING EVENTS, FURTHERING PSA'S EXEMPT PURPOSE TO ENHANCE HEALTH AND ECONOMIC DEVELOPMENT IN THE PENSACOLA COMMUNITY.
1C	THE ESCAMBIA COUNTY TOURIST DEVELOPMENT CONTRACT ALLOWS FOR THE COUNTY TO DISBURSE COUNTY TAX MONIES TO THE ORGANIZATION TO PROMOTE TOURISM IN PENSACOLA AND SURROUNDING AREAS. THIS IS A MAJOR COMPONENT OF THE MISSION OF PSA.
11A	TELEPHONE AND UTILITIES REIMBURSEMENT INCOME FOR SPORTS MARKETING ACTIVITY.

Part XVI Information Regarding Transfers to and Transactions and Relationships With Noncharitable Exempt Organizations

			Yes	No
1	Did the organization directly or indirectly engage in any of the following with any other organization described in section 501(c) (other than section 501(c)(3) organizations) or in section 527, relating to political organizations?			
a	Transfers from the reporting foundation to a noncharitable exempt organization of:			
	(1) Cash	1a(1)		X
	(2) Other assets	1a(2)		X
b	Other transactions:			
	(1) Sales of assets to a noncharitable exempt organization	1b(1)		X
	(2) Purchases of assets from a noncharitable exempt organization	1b(2)		X
	(3) Rental of facilities, equipment, or other assets	1b(3)		X
	(4) Reimbursement arrangements	1b(4)		X
	(5) Loans or loan guarantees	1b(5)		X
	(6) Performance of services or membership or fundraising solicitations	1b(6)		X
c	Sharing of facilities, equipment, mailing lists, other assets, or paid employees	1c		X

d If the answer to any of the above is "Yes," complete the following schedule. Column **(b)** should always show the fair market value of the goods, other assets, or services given by the reporting foundation. If the foundation received less than fair market value in any transaction or sharing arrangement, show in column **(d)** the value of the goods, other assets, or services received.

(a) Line no.	(b) Amount involved	(c) Name of noncharitable exempt organization	(d) Description of transfers, transactions, and sharing arrangements
		N/A	

2a Is the foundation directly or indirectly affiliated with, or related to, one or more tax-exempt organizations described in section 501(c) (other than section 501(c)(3)) or in section 527? ☐ Yes ☒ No

b If "Yes," complete the following schedule.

(a) Name of organization	(b) Type of organization	(c) Description of relationship
N/A		

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer or trustee | Date | PRESIDENT Title

May the IRS discuss this return with the preparer shown below? See instr. ☒ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
CLAIRE C. DUREN, CPA	Claire Duren	06/03/24		P01577924

Firm's name WARREN AVERETT, LLC | Firm's EIN 45-4084437

Firm's address 350 W CEDAR STREET, SUITE 400 PENSACOLA, FL 32502 | Phone no. 850-435-7400

Part XIV Supplementary Information

3 Grants and Contributions Paid During the Year (Continuation)

Recipient Name and address (home or business)	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
RALLY FOUNDATION FOR CHILDHOOD CANCER RESEARCH 5775 GLENRIDGE DR BUILDINGT B SUITE 3770 ATLANTA, GA 30328	NONE	501(C)(3)	DONATION	100.
SICKLE CELL DISEASE ASSOCIATION 514 N DE VILLIERS ST PENSACOLA, FL 32501	NONE	501(C)(3)	DONATION FOR GOLF TOURNAMENT	200.
GULF BREEZE SERTOMA CLUB 800 SHORELINE DR GULF BREEZE, FL 32561	NONE	501(C)(3)	DONATIONS FOR RACE	1,000.
GULF BREEZE HIGH SCHOOL OPTIMIST CLUB 675 GULF BREEZE PKWAY GULF BREEZE, FL 32561	NONE	501(C)(3)	DONATIONS FOR RACE	1,000.
THE KEEP ABREAST FOUNDATION PO BOX 10812 PENSACOLA, FL 32504	NONE	501(C)(3)	DONATION	360.
GIVE IT TRI LLC 4305 WHITELEAF CIRCLE PENSACOLA, FL 32504	NONE	501(C)(3)	MULTISPORT GRANT	500.
VARSITY SPIRIT 6745 LENOX CENTER MEMPHIS, TN 38115	NONE	501(C)(3)	GRANT FOR ATHLETIC EVENT	7,500.
PENSACOLA ELITE DANCE 1240 N H ST PENSACOLA, FL 32501	NONE	501(C)(3)	COMMUNITY GRANT	2,500.
BOOKER T WASHINGTON HIGH SCHOOL 6000 COLLEGE PKWY PENSACOLA, FL 32504	NONE	501(C)(3)	DONATION FOR GIRLS BASKETBALL	2,500.
SACRED HEART CATHEDRAL SCHOOL 1603 N. 12TH AVENUE PENSACOLA, FL 32503	NONE	501(C)(3)	DONATION	600.
Total from continuation sheets				49,810.

Part XIV Supplementary Information

3 Grants and Contributions Paid During the Year (Continuation)

Recipient Name and address (home or business)	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
TEMPLE BETH-EL 800 N. PALAFOX STREET PENSACOLA, FL 32501	NONE	501(C)(3)	DONATION	300.
PENSACOLA FUTBOL CLUB 10350 ASHTON BROSNAHAM DR RD PENSACOLA, FL 35234	NONE	501(C)(3)	SOCCER GRANT AWARD	17,500.
INNISFREE HOTELS 113 BAYBRIDGE DRIVE GULF BREEZE, FL 32561	NONE	501(C)(3)	BASKETBALL TOURNAMENT GRANT	10,000.
WOMEN'S CLUB OF PENSACOLA 1551 EAST HEINBURG STREET PENSACOLA, FL 32502	NONE	501(C)(3)	DONATION FOR VARIOUS EVENTS	750.
UNIVERSITY OF SOUTH ALABAMA 307 N UNIVERSITY BLVD MOBILE, AL 36688	NONE	501(C)(3)	SCHOLARSHIP	2,500.
FLORIDA STATE UNIVERSITY 113 COLLEGIATE LOOP TALLAHASSEE, FL 32304	NONE	501(C)(3)	SCHOLARSHIP	2,500.
Total from continuation sheets				

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2022

Name of the organization
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

Employer identification number
59-2113050

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☐ 501(c)( ) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☒ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☒ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

Employer identification number
59-2113050

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	FISHBEIN ORTHODONTICS 4900 MARKET PLACE DRIVE PENSACOLA, FL 32504	$ 9,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	PUBLIX SUPER MARKETS, INC. 9786 W. BEAVER STREET JACKSONVILLE, FL 32220	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	LEWIS BEAR COMPANY 6120 ENTERPRISE DRIVE PENSACOLA, FL 32505	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	COX COMMUNICATIONS 3405 MCLEMORE DRIVE PENSACOLA, FL 32514	$ 12,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	ADOOR REAL STATE 401 E CHASE ST #100 PENSACOLA, FL 32502	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	MORGAN & MORGAN 220 W GARDEN ST 9TH FLOOR PENSACOLA, FL 32502	$ 9,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

Employer identification number
59-2113050

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	PENSACOLA ICE FLYERS 201 E GREGORY ST REAR PENSACOLA, FL 32502	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	ENGINEERED COOLING SERVICES 2801 N DAVIS HWY PENSACOLA, FL 32503	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	FLORIDA SPORTS FOUNDATION 101 N MONROE ST #1000 TALLAHASSEE, FL 32301	$ 142,350.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	VAN WAGNER 1600 E AIRPORT ROAD PEMBROKE PINES, FL 33023	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

Employer identification number
59-2113050

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

Employer identification number
59-2113050

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) $_____
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

FORM 990-PF DIVIDENDS AND INTEREST FROM SECURITIES STATEMENT 1

SOURCE	GROSS AMOUNT	CAPITAL GAINS DIVIDENDS	(A) REVENUE PER BOOKS	(B) NET INVEST-MENT INCOME	(C) ADJUSTED NET INCOME
MORGAN STANLEY #1451	78,371.	0.	78,371.	78,371.	78,371.
TO PART I, LINE 4	78,371.	0.	78,371.	78,371.	78,371.

FORM 990-PF OTHER INCOME STATEMENT 2

DESCRIPTION	(A) REVENUE PER BOOKS	(B) NET INVEST-MENT INCOME	(C) ADJUSTED NET INCOME
PROGRAM REVENUES	442,504.	0.	442,504.
MEMBERSHIP DUES	5,550.	0.	5,550.
ESCAMBIA CO. TOURIST DEVELOPEMENT CONTRACT	1,114,062.	0.	1,114,062.
OTHER REVENUE	9,398.	0.	9,398.
TOTAL TO FORM 990-PF, PART I, LINE 11	1,571,514.	0.	1,571,514.

FORM 990-PF ACCOUNTING FEES STATEMENT 3

DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST-MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
ACCOUNTING FEES	20,300.	0.	0.	20,300.
TO FORM 990-PF, PG 1, LN 16B	20,300.	0.	0.	20,300.

FORM 990-PF OTHER PROFESSIONAL FEES STATEMENT 4

DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST-MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
FEES FOR SERVICES	80,624.	11,470.	3,000.	66,154.
TO FORM 990-PF, PG 1, LN 16C	80,624.	11,470.	3,000.	66,154.

FORM 990-PF OTHER EXPENSES STATEMENT 5

DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST-MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
ADVERTISING	211,910.	0.	3,050.	208,860.
CONFERENCES	31,692.	0.	15,142.	16,550.
EQUIPMENT RENTAL	30,615.	0.	0.	30,615.
FUNDRAISING & MEMBER PROMOTION	3,752.	0.	0.	3,752.
INSURANCE	31,999.	0.	31,999.	0.
MISCELLANEOUS	3,075.	0.	1,946.	1,129.
OFFICE EXPENSE	58,613.	0.	23,060.	35,553.
OVERHEAD ALLOCATION	0.	0.	-32,179.	32,179.
PRIZES & AWARDS	171,093.	0.	0.	171,093.
SUPPLIES	24,070.	0.	0.	24,070.
TOURIST DEVELOPMENT HOUSING	404,135.	0.	0.	404,135.
BANK FEES	9.	0.	9.	0.
TO FORM 990-PF, PG 1, LN 23	970,963.	0.	43,027.	927,936.

FORM 990-PF OTHER INVESTMENTS STATEMENT 6

DESCRIPTION	VALUATION METHOD	BOOK VALUE	FAIR MARKET VALUE
MORGAN STANLEY INVESTMENTS	FMV	1,782,058.	1,917,854.
TOTAL TO FORM 990-PF, PART II, LINE 13		1,782,058.	1,917,854.

FORM 990-PF DEPRECIATION OF ASSETS NOT HELD FOR INVESTMENT STATEMENT 7

DESCRIPTION	COST OR OTHER BASIS	ACCUMULATED DEPRECIATION	BOOK VALUE
2003 CHEVROLET TRUCK	8,933.	4,764.	4,169.
2016 FORD F-150	22,690.	12,479.	10,211.
TRAILER 16FT UTILITY	2,988.	1,395.	1,593.
2016 FOR TRANSIT CARGO VAN T-250	28,923.	4,338.	24,585.
5 TON AIR HANDLER	4,400.	660.	3,740.
SQUARE TERMINAL	348.	46.	302.
COMPUTER	899.	120.	779.
TOTAL TO FM 990-PF, PART II, LN 14	69,181.	23,802.	45,379.

FORM 990-PF OTHER ASSETS STATEMENT 8

DESCRIPTION	BEGINNING OF YR BOOK VALUE	END OF YEAR BOOK VALUE	FAIR MARKET VALUE
CERTIFICATES OF DEPOSIT	147,735.	0.	0.
TO FORM 990-PF, PART II, LINE 15	147,735.	0.	0.

FORM 990-PF STATEMENT CONCERNING LIQUIDATION, TERMINATION, ETC. - PART VI-A, LINE 5 STATEMENT 9

EXPLANATION

ON JULY 1, 2022, THE ORGANIZATION NOTIFIED THE IRS OF ITS INTENTION TO TERMINATE ITS PRIVATE FOUNDATION STATUS UNDER INTERNAL REVENUE CODE SECTION 507(B)(1)(B) DURING THE 60-MONTH WINDOW BEGINNING OCTOBER 1, 2021 AND ENDING SEPTEMBER 30, 2026. THE ORGANIZATION INTENDS TO OPERATE AS A PUBLIC CHARITY DESCRIBED IN IRC SECTION 509(A)(1) AND 170(B)(1)(A)(VI) DURING THE 60-MONTH PERIOD.

FORM 990-PF DISSOLUTION STATEMENT STATEMENT 10

NAME OF RECIPIENT

N/A

ADDRESS OF RECIPIENT

1000 COLLEGE BLVD, BUILDING 24
PENSACOLA, FL 32504

FAIR MARKET VALUE OF ASSETS

EXPLANATION OF DISTRIBUTED ASSETS

THE ORGANIZATION WILL CONTINUE AFTER THE 60-MONTH WINDOW AS A PUBLIC CHARITY.

FORM 990-PF PART VII - LIST OF OFFICERS, DIRECTORS TRUSTEES AND FOUNDATION MANAGERS STATEMENT 11

NAME AND ADDRESS	TITLE AND AVRG HRS/WK	COMPEN-SATION	EMPLOYEE BEN PLAN CONTRIB	EXPENSE ACCOUNT
KATIE MCPHAIL 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	PAST CHAIRMAN 2.00	0.	0.	0.
JIM BERAN 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	CHAIRMAN 2.00	0.	0.	0.
DOUGLAS BATES 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	CHAIRMAN-ELECT 2.00	0.	0.	0.
BROOKE FORESTER 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	VICE CHAIR SPORTS EVENTS 2.00	0.	0.	0.
DANIEL HERMAN 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	VICE CHAIR FINANCE 2.00	0.	0.	0.
ROBBY RUSHING 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	VICE CHAIR TDC AFFAIRS 2.00	0.	0.	0.
BRENT SCOTT 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	VICE CHAIR SPORTS MARKETING 2.00	0.	0.	0.
WILL MOORE 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	VICE CHAIR PARTNERSHIPS 2.00	0.	0.	0.
HAL MAJOR 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	TREASURER 2.00	0.	0.	0.
MICHAEL CAPPS 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.

MICHAEL CLARKE 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
CHARLES GHEEN 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
JONATHAN GRIFFITH 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
SCOTT GRISSETT 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
CAM JOHNSON 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
RHEA KESSLER 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
BRYAN LEWALLYN 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
JARED MARTIN 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
TI MCCONNELL 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
PATTI MOHAN 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
JOHN PANYKO 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.
MITESH PATEL 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER 2.00	0.	0.	0.

SHENNA PAYNE 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
MICHAEL RHODES 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
JEFF ROGERS 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
NORM ROSS 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
TED ROY 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
DAVE SCOTT 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
KEVIN SLUDER 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
JOE TYLER 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
HARRIS TURNER 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
JACK WILLIAMS 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	MEMBER	2.00	0.	0.	0.
WILLIAM PALMER 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	PRESIDENT/CEO	40.00	107,250.	0.	0.
LAURA MCCULLERS 1000 COLLEGE BLVD, BUILDING 24 PENSACOLA, FL 32504	DIRECTOR OF OPERATIONS	40.00	75,000.	0.	0.

TOTALS INCLUDED ON 990-PF, PAGE 6, PART VII	182,250.	0.	0.

FORM 990-PF SUMMARY OF DIRECT CHARITABLE ACTIVITIES STATEMENT 12

ACTIVITY ONE

THE ORGANIZATION SHOWCASES THE UNIQUE ASSETS OF THE NORTHWEST FLORIDA REGION BY MANAGING ATHLETIC EVENTS INCLUDING THE PENSACOLA DOUBLE BRIDGE RUN, THE BUD LIGHT CHARITY TENNIS CHALLENGE AND THE PENSACOLA HIGH SCHOOL ALL-STAR SERIES.

	EXPENSES
TO FORM 990-PF, PART VIII-A, LINE 1	998,667.

FORM 990-PF SUMMARY OF DIRECT CHARITABLE ACTIVITIES STATEMENT 13

ACTIVITY TWO

THE ORGANIZATION IS COMMITTED TO GROWING THE HEALTH OF THE LOCAL ECONOMY THROUGH PROMOTION OF SPORTS TOURISM. PSA WORKS WITH EVENT PROMOTERS LOCALLY AND NATIONALLY TO GENERATE REVENUE FOR THE COMMUNITY.

	EXPENSES
TO FORM 990-PF, PART VIII-A, LINE 2	426,158.

2022 DEPRECIATION AND AMORTIZATION REPORT

FORM 990-PF PAGE 1 990-PF

Asset No.	Description	Date Acquired	Method	Life	Conv	Line No.	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
1	2003 CHEVROLET TRUCK	01/27/21	SL	5.00		16	8,933.				8,933.	2,977.		1,787.	4,764.
2	2016 FORD F-150	01/14/21	SL	5.00		16	22,690.				22,690.	7,941.		4,538.	12,479.
3	TRAILER 16FT UTILITY	05/18/21	SL	5.00		16	2,988.				2,988.	797.		598.	1,395.
4	2016 FOR TRANSIT CARGO VAN T-250	01/04/23	SL	5.00		16	28,923.				28,923.			4,338.	4,338.
5	5 TON AIR HANDLER	01/13/23	SL	5.00		16	4,400.				4,400.			660.	660.
6	SQUARE TERMINAL	01/17/23	SL	5.00		16	348.				348.			46.	46.
7	COMPUTER	02/02/23	SL	5.00		16	899.				899.			120.	120.
	* TOTAL 990-PF PG 1 DEPR						69,181.				69,181.	11,715.		12,087.	23,802.
	CURRENT YEAR ACTIVITY														
	BEGINNING BALANCE						34,611.			0.	34,611.	11,715.			18,638.
	ACQUISITIONS						34,570.			0.	34,570.	0.			5,164.
	DISPOSITIONS/RETIRED						0.			0.	0.	0.			0.
	ENDING BALANCE						69,181.			0.	69,181.	11,715.			23,802.
	ENDING ACCUM DEPR											23,802.			
	ENDING BOOK VALUE											45,379.			

228111 04-01-22

(D) - Asset disposed

* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone

Form **8868**
(Rev. January 2022)

Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

▶ **File a separate application for each return.**
▶ **Go to www.irs.gov/Form8868 for the latest information.**

OMB No. 1545-0047

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.*

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.
PENSACOLA SPORTS ASSOCIATION, INC. F/K/A
PENSACOLA SPORTS ASSOCIATION FOUNDATION

Taxpayer identification number (TIN)
59-2113050

Number, street, and room or suite no. If a P.O. box, see instructions.
1000 COLLEGE BLVD, BUILDING 24

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
PENSACOLA, FL 32504

Enter the Return Code for the return that this application is for (file a separate application for each return) 0 4

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ▶ THE FOUNDATION
1000 COLLEGE BLVD, BUILDING 24 - PENSACOLA, FL 32504

Telephone No. ▶ 850-475-4960 Fax No. ▶

- If the organization does not have an office or place of business in the United States, check this box ..... ▶ ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ▶ ☐. If it is for part of the group, check this box ▶ ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until AUGUST 15, 2024, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
▶ ☐ calendar year _____ or
▶ ☒ tax year beginning OCT 1, 2022, and ending SEP 30, 2023.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return
☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$ 998.
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$ 1,451.
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$ 0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

2022 DEPRECIATION AND AMORTIZATION REPORT

- CURRENT YEAR FEDERAL - PENSACOLA SPORTS ASSOCIATION, INC. F/K/A PENSACOLA SPORTS ASSOCIATION FOUNDATION

Asset No.	Description	Date Acquired	Method	Life	Line No.	Unadjusted Cost Or Basis	Bus % Excl	* Reduction In Basis	Basis For Depreciation	Accumulated Depreciation	Current Sec 179	Current Year Deduction
1	2003 CHEVROLET TRUCK	01 27 21	SL	5.00	16	8,933.			8,933.	2,977.		1,787.
2	2016 FORD F-150	01 14 21	SL	5.00	16	22,690.			22,690.	7,941.		4,538.
3	TRAILER 16FT UTILITY	05 18 21	SL	5.00	16	2,988.			2,988.	797.		598.
4	2016 FOR TRANSIT CARGO VAN T-250	01 04 23	SL	5.00	16	28,923.			28,923.			4,338.
5	5 TON AIR HANDLER	01 13 23	SL	5.00	16	4,400.			4,400.			660.
6	SQUARE TERMINAL	01 17 23	SL	5.00	16	348.			348.			46.
7	COMPUTER	02 02 23	SL	5.00	16	899.			899.			120.
	* TOTAL 990-PF PG 1 DEPR					69,181.		0.	69,181.	11,715.		12,087.
	CURRENT YEAR ACTIVITY											
	BEGINNING BALANCE					34,611.		0.	34,611.	11,715.		
	ACQUISITIONS					34,570.		0.	34,570.	0.		
	DISPOSITIONS					0.		0.	0.	0.		
	ENDING BALANCE					69,181.		0.	69,181.	11,715.		

(D) - Asset disposed

* ITC, Section 179, Salvage, Bonus, Commercial Revitalization Deduction

Tourist Promotion Fund

108

Pensacola Yacht Club

22

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FISCAL YEAR 2026
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

[illegible] **Budget@myescambia.com**. [illegible]

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

[illegible]

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

APPLICANTS SHOULD:

- [illegible]
- [illegible]
- [illegible]
- [illegible]

[illegible] support the organization's core mission. [illegible] **Funds will not be provided for:**

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

[illegible] **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

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PRIOR YEAR FUNDING

Briefly discuss the County's Return on Investment relative to last year's funding? In other

CURRENT YEAR REQUEST

Expansion of the Pensacola Yacht Club's Yachting Program will grow tourism in Escambia

"heads in beds" as boat owners, their crew, and families

SIMILAR/PARTNER ORGANIZATIONS

FUNDING

NOTE: Only salaries directly related to the approved program are eligible for funding.

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BUDGET QUESTIONS

Calendar

2

organization's

If there are multiple agencies funded by or through your agency's

PYC's yachting program is a		

ECONOMIC DEVELOPMENT AGENCIES

2. [illegible]

[illegible]

ADDITIONAL QUESTIONS (Economic Development)

[illegible]

2. [illegible]

[illegible]

5. Can we reduce the taxpayer subsidy? _____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Name JAMES SIMMONS

COMMODORE 5/15/2025

Title Date

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage

□□□

Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

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2025	Date	Projected Signups	People / boat	Days / eve	Out of Town% *
Contender NAs and Worlds	2/15 - 2/23	36	1	10	100%
O'pen Skiff Unregatta	4/10-4/13	70	1	3	81%
GYA Opening	5/2 - 5/4	57	2	1.5	60%
ESCABMIA COUNTY FY26					
Hobie 16 Nationals	9/27 - 10/3	75	2	7	100%
A1R Clinic	10/4 - 10/8	60	1	5	100%
WFORC	10/25 - 10/26	25	5	2	60%
Melges 24 Nationals / Bushwacker	11/14 - 11/16	40	5	3	98%
Thistle North Americans	3/8/26 - 3/11/26	30	3	4	100%
Waszp Worlds	3/23/26 - 3/28/26	150	1	7	100%
Viper North Americans	9/4/26 - 9/7/26	50	3	5	98%
Pensacola Opti Week (Youth Regatta)	9/30/26 - 10/4/26	150	1	5	85%

*** Attendee Multiplier** Estimated ratio of non-participants in party (family. Coaches, etc.)

^ Percent non-Local Percentage outside of PNS MSA

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)
Pensacola Yacht Club Inc.

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☒ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.
1897 Cypress St.

Requester's name and address (optional)

6 City, state, and ZIP code
Pensacola, FL 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
☐☐☐ - ☐☐ - ☐☐☐☐

or

Employer identification number
59 - 0398775

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** | **Date** 2-4-25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

December 31,2024

CURRENT BGT	CURRENT THIS YR	CURRENT PRIOR YR	ACCOUNT REFERENCE	MONTHS ENDED YTD BGT	MONTHS ENDED YTD	MONTHS ENDED PRIOR YTD	MONTHS ENDED YR BGT
			Revenues by Department				
175367	186050	152111	Membership	2104400	2251988	1723008	2104400
767	6452	5448	Yachting	150360	191253	145719	150360
32917	35365	33876	Marina	395000	419099	362427	395000
127542	156588	151667	Dining Room	1530500	1552833	1048437	1530500
60417	63665	70695	Bar	725000	698230	501967	725000
397008	448120	413797	Total Revenue	4905260	5113403	3781558	4905260
			Cost of Sale by Departm				
525-	11897-	12918-	Membership	6300-	15397-	15990-	6300-
750-	16249-	4504-	Yachting	117475-	204935-	128746-	117475-
61658-	73089-	84213-	Dining Room	739900-	729602-	495543-	739900-
21750-	13807-	12070-	Bar	261000-	218277-	155503-	261000-
84683-	115041-	113705-	Total Cost of Sale	1124675-	1168211-	795781-	1124675-
312325	333079	300092	Gross Profit	3780585	3945192	2985777	3780585
			Operating Expenses by D				
107314-	172059-	137661-	Membership	892460-	834526-	773785-	892460-
74645-	68449-	78445-	House & Grounds	881200-	842497-	718617-	881200-
20731-	25243-	18049-	Yachting	197200-	259169-	176888-	197200-
12696-	10180-	9821-	Marina	130200-	111735-	134033-	130200-
108119-	126374-	164616-	Dining Room	1157500-	1241227-	1093029-	1157500-
19959-	22776-	34244-	Bar	192970-	211123-	192021-	192970-
343463-	425081-	442835-	Total Operating Expense	3451530-	3500277-	3088374-	3451530-
			Operating Income by Dep				
67528	2094	1532	Membership	1205640	1402065	933234	1205640
74645-	68449-	78445-	House & Grounds	881200-	842497-	718617-	881200-
20714-	35040-	17105-	Yachting	164315-	272851-	153709-	164315-
20221	25185	24055	Marina	264800	307364	228394	264800
42235-	42874-	97161-	Dining Room	366900-	417996-	540135-	366900-
18708	27082	24381	Bar	271030	268830	154443	271030
31138-	92001-	142743-	Total Operating Income	329055	444914	96390-	329055
			OTHER INCOME				
667	521	3047	Interest Income	8000	18885	20378	8000
0	0	0	Non Taxable Bond Interest	0	0	0	0
2667	5208	4798	Dividend Income	32000	36063	31392	32000
0	0	0	Discounts Earned	0	0	0	0
0	1506	4610-	Gain on sale of investment	0	61379	2556	0
0	0	0	Other Miscellaneous Income	0	0	0	0
3333	7235	3236	Total Other Income	40000	116327	54326	40000
			OTHER EXPENSES				
6112-	6028-	6142-	Interest Expense	75786-	101388-	37477-	75786-
883-	1017-	1033-	PYC Bond Interest Expense	11047-	12283-	12850-	11047-
0	0	0	State & Federal Income Tax	0	0	0	0
0	0	28	Other Comprehensive	0	0	145	0
6995-	7044-	7148-	Total Other Expenses	86833-	113672-	50182-	86833-
34800-	91811-	146656-	Club Net Income	282222	447569	92246-	282222

December 31,2023

CURRENT BGT	CURRENT THIS YR	CURRENT PRIOR YR	ACCOUNT REFERENCE	MONTHS ENDED YTD BGT	MONTHS ENDED YTD	MONTHS ENDED PRIOR YTD	MONTHS ENDED YR BGT
			Revenues by Department				
135667	152111	144961	Membership	1628000	1723008	1616066	1628000
500	5448	1805	Yachting	158250	145719	151566	158250
27833	33876	27410	Marina	334000	362427	332584	334000
142625	151667	130357	Dining Room	1093500	1048437	1416311	1093500
76053	70695	66197	Bar	567000	501967	632260	567000
382678	413797	370729	Total Revenue	3780750	3781558	4148787	3780750
			Cost of Sale by Departm				
250-	12918-	135-	Membership	3000-	15990-	3404-	3000-
1833-	4504-	6268-	Yachting	120500-	128746-	182393-	120500-
66270-	84213-	58865-	Dining Room	498670-	495543-	672271-	498670-
25410-	12070-	20336-	Bar	188413-	155503-	187226-	188413-
93763-	113705-	85604-	Total Cost of Sale	810583-	795781-	1045294-	810583-
288915	300092	285125	Gross Profit	2970167	2985777	3103494	2970167
			Operating Expenses by D				
145600-	137661-	140613-	Membership	828700-	773785-	739260-	828700-
76150-	78445-	128933-	House & Grounds	895633-	718617-	870134-	895633-
13442-	18049-	11748-	Yachting	161300-	176888-	166775-	161300-
11283-	9821-	10248-	Marina	121400-	134033-	199241-	121400-
102600-	164616-	225694-	Dining Room	1063060-	1093029-	1125777-	1063060-
20481-	34244-	24079-	Bar	190770-	192021-	179858-	190770-
369556-	442835-	541315-	Total Operating Expense	3260863-	3088374-	3281044-	3260863-
			Operating Income by Dep				
10183-	1532	4213	Membership	796300	933234	873403	796300
76150-	78445-	128933-	House & Grounds	895633-	718617-	870134-	895633-
14775-	17105-	15779-	Yachting	123550-	153709-	173350-	123550-
16550	24055	17161	Marina	212600	228394	133343	212600
26245-	97161-	154202-	Dining Room	468230-	540135-	381737-	468230-
30162	24381	21781	Bar	187817	154443	265176	187817
80642-	142743-	255758-	Total Operating Income	290696-	96390-	153299-	290696-
			OTHER INCOME				
667	3047	234	Interest Income	8000	20378	1236	8000
0	0	0	Non Taxable Bond Interest	0	0	0	0
2583	4798	4507	Dividend Income	31000	31392	30675	31000
0	0	0	Discounts Earned	0	0	0	0
0	4610-	12954-	Gain on sale of investment	0	2556	682-	0
0	0	0	Other Miscellaneous Income	0	0	1028060	0
3250	3236	8214-	Total Other Income	39000	54326	1059289	39000
			OTHER EXPENSES				
6150-	6142-	1724-	Interest Expense	60700-	37477-	15280-	60700-
1050-	1033-	1350-	PYC Bond Interest Expense	13002-	12850-	16200-	13002-
0	0	0	State & Federal Income Tax	0	0	0	0
0	28	0	Other Comprehensive	0	145	0	0
7200-	7148-	3074-	Total Other Expenses	73702-	50182-	31480-	73702-
84592-	146656-	267046-	Club Net Income	325398-	92246-	874510	325398-

Summary Revenues & Expenses
December 31,2022

CURRENT BGT	CURRENT THIS YR	CURRENT PRIOR YR	ACCOUNT REFERENCE	MONTHS ENDED YTD BGT	MONTHS ENDED YTD	MONTHS ENDED PRIOR YTD	MONTHS ENDED YR BGT
			Revenues by Department				
128467	144961	124450	Membership	1541600	1616066	1513042	1541600
9083	1805	7887	Yachting	137100	151566	139209	137100
26750	27410	28172	Marina	321000	332584	322452	321000
128057	130357	112095	Dining Room	1254500	1416311	1157421	1254500
58150	66197	52290	Bar	590000	632260	546482	590000
350507	370729	324893	Total Revenue	3844200	4148787	3678605	3844200
			Cost of Sale by Departm				
567-	135-	6515-	Membership	6800-	3404-	11164-	6800-
6958-	6268-	8444-	Yachting	122250-	182393-	107291-	122250-
59199-	58865-	49132-	Dining Room	571230-	672271-	534920-	571230-
17641-	20336-	16982-	Bar	182506-	187226-	159799-	182506-
84365-	85604-	81073-	Total Cost of Sale	882786-	1045294-	813174-	882786-
266142	285125	243820	Gross Profit	2961414	3103494	2865431	2961414
			Operating Expenses by D				
103780-	140613-	110379-	Membership	783500-	739260-	648832-	783500-
63560-	128933-	57294-	House & Grounds	723457-	870134-	876837-	723457-
15492-	11748-	22532-	Yachting	122294-	166775-	199737-	122294-
10895-	10248-	9369-	Marina	105662-	199241-	103582-	105662-
105222-	225694-	111033-	Dining Room	920514-	1125777-	875881-	920514-
24179-	24079-	23014-	Bar	188767-	179858-	159552-	188767-
323128-	541315-	333621-	Total Operating Expense	2844193-	3281044-	2864423-	2844193-
			Operating Income by Dep				
24121	4213	7556	Membership	751300	873403	853046	751300
63560-	128933-	57294-	House & Grounds	723457-	870134-	876837-	723457-
13367-	15779-	22535-	Yachting	107444-	173350-	164455-	107444-
15855	17161	18803	Marina	215338	133343	218869	215338
36364-	154202-	48071-	Dining Room	237244-	381737-	253381-	237244-
16330	21781	12293	Bar	218727	265176	227131	218727
56986-	255758-	89247-	Total Operating Income	117221	153299-	4373	117221
			OTHER INCOME				
25	234	23	Interest Income	300	1236	308	300
0	0	0	Non Taxable Bond Interest	0	0	0	0
3134	4507	4006	Dividend Income	27464	30675	25176	27464
30	0	0	Discounts Earned	360	0	0	360
0	12954-	7577-	Gain on sale of investment	0	682-	26265	0
0	0	6269	Other Miscellaneous Income	0	1028060	613680	0
3189	8214-	2720	Total Other Income	28124	1059289	665429	28124
			OTHER EXPENSES				
2000-	1724-	797-	Interest Expense	8618-	15280-	12868-	8618-
1183-	1350-	1350-	PYC Bond Interest Expense	14700-	16200-	14850-	14700-
0	0	0	State & Federal Income Tax	0	0	0	0
0	0	0	Other Comprehensive	0	0	0	0
3183-	3074-	2147-	Total Other Expenses	23318-	31480-	27718-	23318-
56980-	267046-	88674-	Club Net Income	122027	874510	642084	122027

***** THIS IS NOT A FILEABLE COPY *****

Form **8879-CORP**

(December 2022)

Department of the Treasury
Internal Revenue Service

E-file Authorization for Corporations

For calendar year 2023, or tax year beginning _____, 2023, ending _____, 20 ___

Do not send to the IRS. Keep for your records.
Go to www.irs.gov/Form8879CORP for the latest information.

OMB No. 1545-0123

Name of corporation	Employer identification number
PENSACOLA YACHT CLUB, INC.	59-0398775

Part I Information (Whole dollars only)

1	Total income (Form 1120, line 11)	1	3,040,464.
2	Total income (Form 1120-F, Section II, line 11)	2	
3	Total income (loss) (Form 1120-S, line 6)	3	

Part II Declaration and Signature Authorization of Officer. Be sure to get a copy of the corporation's return.

Under penalties of perjury, I declare that I am an officer of the above corporation and that I have examined a copy of the corporation's electronic income tax return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amounts in Part I above are the amounts shown on the copy of the corporation's electronic income tax return. I consent to allow my electronic return originator (ERO), transmitter, or intermediate service provider to send the corporation's return to the IRS and to receive from the IRS **(a)** an acknowledgment of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the corporation's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at **1-888-353-4537** no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the corporation's electronic income tax return and, if applicable, the corporation's consent to electronic funds withdrawal.

Officer's PIN: check one box only

[X] I authorize KANE & SHERMAN, P.A. to enter my PIN 32503
ERO firm name — do not enter all zeros
as my signature on the corporation's electronically filed income tax return.

[ ] As an officer of the corporation, I will enter my PIN as my signature on the corporation's electronically filed income tax return.

Officer's signature ***** THIS IS NOT A FILEABLE COPY ***** Date ***** Title TREASURER

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit EFIN followed by your five-digit self-selected PIN. 59988943264
do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the electronically filed income tax return for the corporation indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 3112,** IRS *e-file* Application and Participation, and **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature _____ Date _____

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **1120**

Department of the Treasury
Internal Revenue Service

U.S. Corporation Income Tax Return

For calendar year 2023 or tax year beginning _____, ending _____

Go to www.irs.gov/Form1120 for instructions and the latest information.

OMB No. 1545-0123

2023

A Check if:
1a Consolidated return (attach Form 851) ☐
b Life/nonlife consolidated return ☐
2 Personal holding co. (attach Sch. PH) ☐
3 Personal service corp. (see instructions) ☐
4 Schedule M-3 attached ☐

TYPE OR PRINT

Name: PENSACOLA YACHT CLUB, INC.

Number, street, and room or suite no. If a P.O. box, see instructions.: POST OFFICE BOX 989

City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA, FL 32595

B Employer identification number: 59-0398775

C Date incorporated: 10/22/1970

D Total assets (see instructions): $ 4,899,074.

E Check if: (1) ☐ Initial return (2) ☐ Final return (3) ☐ Name change (4) ☐ Address change

Income	1a	Gross receipts or sales	1a 1,701,766.	
	b	Returns and allowances	1b	
	c	Balance. Subtract line 1b from line 1a		1c 1,701,766.
	2	Cost of goods sold (attach Form 1125-A)		2 795,782.
	3	Gross profit. Subtract line 2 from line 1c		3 905,984.
	4	Dividends and inclusions (Schedule C, line 23)		4 31,646.
	5	Interest SEE STATEMENT 1		5 20,378.
	6	Gross rents		6
	7	Gross royalties		7
	8	Capital gain net income (attach Schedule D (Form 1120))		8 2,124.
	9	Net gain or (loss) from Form 4797, Part II, line 17 (attach Form 4797)		9
	10	Other income (attach statement) SEE STATEMENT 2		10 2,080,332.
	11	**Total income.** Add lines 3 through 10		11 3,040,464.
Deductions (See instructions for limitations on deductions.)	12	Compensation of officers (attach Form 1125-E)		12
	13	Salaries and wages (less employment credits)		13 1,287,376.
	14	Repairs and maintenance		14 160,196.
	15	Bad debts		15
	16	Rents		16
	17	Taxes and licenses SEE STATEMENT 3		17 212,004.
	18	Interest (see instructions)		18 50,182.
	19	Charitable contributions SEE STATEMENT 4 AND SEE STATEMENT 5		19 0.
	20	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)		20 98,313.
	21	Depletion		21
	22	Advertising		22 8,396.
	23	Pension, profit-sharing, etc., plans		23 24,917.
	24	Employee benefit programs		24 168,489.
	25	Energy efficient commercial buildings deduction (attach Form 7205)		25
	26	Other deductions (attach statement) SEE STATEMENT 6		26 1,169,340.
	27	**Total deductions.** Add lines 12 through 26		27 3,179,213.
	28	Taxable income before net operating loss deduction and special deductions. Subtract line 27 from line 11		28 -138,749.
	29a	Net operating loss deduction (see instructions) STATEMENT 7	29a 0.	
	b	Special deductions (Schedule C, line 24)	29b 15,823.	
	c	Add lines 29a and 29b		29c 15,823.
Tax, Refundable Credits, and Payments	30	**Taxable income.** Subtract line 29c from line 28. See instructions		30 -154,572.
	31	Total tax (Schedule J, Part I, line 11)		31 0.
	32	Reserved for future use		32
	33	Total payments and credits (Schedule J, Part II, line 23)		33
	34	Estimated tax penalty. See instructions. Check if Form 2220 is attached ☐		34
	35	**Amount owed.** If line 33 is smaller than the total of lines 31 and 34, enter amount owed		35 0.
	36	**Overpayment.** If line 33 is larger than the total of lines 31 and 34, enter amount overpaid		36
	37	Enter amount from line 36 you want: **Credited to 2024 estimated tax** Refunded		37

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer _____ Date _____ TREASURER Title

May the IRS discuss this return with the preparer shown below? [X] Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name: TIMOTHY D. KANE, CPA	Preparer's signature	Date	Check if self-employed ☐ PTIN P00432644
Firm's name: KANE & SHERMAN, P.A.			Firm's EIN 59-1426586
Firm's address: 1201 N. NINTH AVENUE PENSACOLA, FL 32501			Phone no. (850) 434-2374

Schedule C **Dividends, Inclusions, and Special Deductions** (see instructions)

	(a) Dividends and inclusions	(b) %	(c) Special deductions (a) x (b)
1 Dividends from less-than-20%-owned domestic corporations (other than debt-financed stock) STMT 8	31,646.	50	15,823.
2 Dividends from 20%-or-more-owned domestic corporations (other than debt-financed stock)		65	
3 Dividends on certain debt-financed stock of domestic and foreign corporations		See Instructions	
4 Dividends on certain preferred stock of less-than-20%-owned public utilities		23.3	
5 Dividends on certain preferred stock of 20%-or-more-owned public utilities		26.7	
6 Dividends from less-than-20%-owned foreign corporations and certain FSCs		50	
7 Dividends from 20%-or-more-owned foreign corporations and certain FSCs		65	
8 Dividends from wholly owned foreign subsidiaries		100	
9 **Subtotal.** Add lines 1 through 8	31,646.	See Instructions	15,823.
10 Dividends from domestic corporations received by a small business investment company operating under the Small Business Investment Act of 1958		100	
11 Dividends from affiliated group members		100	
12 Dividends from certain FSCs		100	
13 Foreign-source portion of dividends received from a specified 10%-owned foreign corporation (excluding hybrid dividends) (see instructions)		100	
14 Dividends from foreign corporations not included on line 3, 6, 7, 8, 11, 12, or 13 (including any hybrid dividends)			
15 Reserved for future use			
16a Subpart F inclusions derived from the sale by a controlled foreign corporation (CFC) of the stock of a lower-tier foreign corporation treated as a dividend (attach Form(s) 5471) (see instructions)		100	
b Subpart F inclusions derived from hybrid dividends of tiered corporations (attach Form(s) 5471) (see instructions)			
c Other inclusions from CFCs under subpart F not included on line 16a, 16b, or 17 (attach Form(s) 5471) (see instructions)			
17 Global Intangible Low-Taxed Income (GILTI) (attach Form(s) 5471 and Form 8992)			
18 Gross-up for foreign taxes deemed paid			
19 IC -DISC and former DISC dividends not included on line 1, 2, or 3			
20 Other dividends			
21 Deduction for dividends paid on certain preferred stock of public utilities			
22 Section 250 deduction (attach Form 8993)			
23 **Total dividends and inclusions.** Add column (a), lines 9 through 20. Enter here and on page 1, line 4	31,646.		
24 **Total special deductions.** Add column (c), lines 9 through 22. Enter here and on page 1, line 29b			15,823.

Schedule J Tax Computation and Payment (see instructions)

Part I - Tax Computation

1	Income tax. See instructions			1	0.
2	Base erosion minimum tax amount (attach Form 8991)			2	
3	Corporate alternative minimum tax from Form 4626, Part II, line 13 (attach Form 4626)			3	
4	Add lines 1, 2, and 3			4	0.
5a	Foreign tax credit (attach Form 1118)	5a			
b	Credit from Form 8834 (see instructions)	5b			
c	General business credit (see instructions - attach Form 3800)	5c			
d	Credit for prior year minimum tax (attach Form 8827)	5d			
e	Bond credits from Form 8912	5e			
6	**Total credits.** Add lines 5a through 5e			6	
7	Subtract line 6 from line 4			7	0.
8	Personal holding company tax (attach Schedule PH (Form 1120))			8	
9a	Recapture of investment credit (attach Form 4255)	9a			
b	Recapture of low-income housing credit (attach Form 8611)	9b			
c	Interest due under the look-back method-completed long-term contracts (attach Form 8697)	9c			
d	Interest due under the look-back method-income forecast method (attach Form 8866)	9d			
e	Alternative tax on qualifying shipping activities (attach Form 8902)	9e			
f	Interest/tax due under section 453A(c)	9f			
g	Interest/tax due under section 453(I)	9g			
z	Other (see instructions - attach statement)	9z			
10	**Total.** Add lines 9a through 9z			10	
11	**Total tax.** Add lines 7, 8, and 10. Enter here and on page 1, line 31			11	0.

Part II - Payments and Refundable Credits

12	Reserved for future use			12	
13	Preceding year's overpayment credited to the current year			13	
14	Current year's estimated tax payments			14	
15	Current year's refund applied for on Form 4466			15	( )
16	Combine lines 13, 14, and 15			16	
17	Tax deposited with Form 7004			17	
18	Withholding (see instructions)			18	
19	**Total payments.** Add lines 16, 17, and 18			19	
20	Refundable credits from:				
a	Form 2439	20a			
b	Form 4136	20b			
c	Reserved for future use	20c			
z	Other (attach statement - see instructions)	20z			
21	**Total credits.** Add lines 20a through 20z			21	
22	Elective payment election amount from Form 3800			22	
23	**Total payments and credits.** Add lines 19, 21, and 22. Enter here and on page 1, line 33			23	

Schedule K Other Information (see instructions)

		Yes	No
1	Check accounting method: a ☐ Cash b ☒ Accrual c ☐ Other (specify)		
2	See the instructions and enter the:		
	a Business activity code no. 713900		
	b Business activity SOCIAL CLUB		
	c Product or service FOOD & BEVERAGE		
3	Is the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group?		X
	If "Yes," enter name and EIN of the parent corporation		
4	At the end of the tax year:		
	a Did any foreign or domestic corporation, partnership (including any entity treated as a partnership), trust, or tax-exempt organization own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of the corporation's stock entitled to vote? If "Yes," complete Part I of Schedule G (Form 1120) (attach Schedule G)		X
	b Did any individual or estate own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of the corporation's stock entitled to vote? If "Yes," complete Part II of Schedule G (Form 1120) (attach Schedule G)		X
5	At the end of the tax year, did the corporation:		
	a Own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of stock entitled to vote of any foreign or domestic corporation not included on **Form 851**, Affiliations Schedule? For rules of constructive ownership, see instructions		X
	If "Yes," complete (i) through (iv) below.		

(i) Name of Corporation	(ii) Employer Identification Number (If any)	(iii) Country of Incorporation	(iv) Percentage Owned in Voting Stock

b	Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions		X
	If "Yes," complete (i) through (iv) below.		

(i) Name of Entity	(ii) Employer Identification Number (if any)	(iii) Country of Organization	(iv) Maximum Percentage Owned in Profit, Loss, or Capital

6	During this tax year, did the corporation pay dividends (other than stock dividends and distributions in exchange for stock) in excess of the corporation's current and accumulated earnings and profits? See sections 301 and 316		X
	If "Yes," file **Form 5452**, Corporate Report of Nondividend Distributions. See the instructions for Form 5452. If this is a consolidated return, answer here for the parent corporation and on Form 851 for each subsidiary.		
7	At any time during this tax year, did one foreign person own, directly or indirectly, at least 25% of the total voting power of all classes of the corporation's stock entitled to vote or at least 25% of the total value of all classes of the corporation's stock? For rules of attribution, see section 318. If "Yes," enter:		X
	(a) Percentage owned _____ and **(b)** Owner's country _____		
	(c) The corporation may have to file **Form 5472**, Information Return of a 25% Foreign-Owned U.S. Corporation or a Foreign Corporation Engaged in a U.S. Trade or Business. Enter the number of Forms 5472 attached _____		
8	Check this box if the corporation issued publicly offered debt instruments with original issue discount ☐ If checked, the corporation may have to file **Form 8281**, Information Return for Publicly Offered Original Issue Discount Instruments.		
9	Enter the amount of tax-exempt interest received or accrued during this tax year $ _____		
10	Enter the number of shareholders at the end of the tax year (if 100 or fewer) _____		
11	If the corporation has an NOL for the tax year and is electing to forego the carryback period, check here ☐ If the corporation is filing a consolidated return, the statement required by Regulations section 1.1502-21(b)(3) must be attached or the election will not be valid.		
12	Enter the available NOL carryover from prior tax years (do not reduce it by any deduction reported on page 1, line 29a) $ 257,433.		

Schedule K Other Information *(continued from page 4)*

		Yes	No
13	Are the corporation's total receipts (page 1, line 1a, plus lines 4 through 10) for the tax year **and** its total assets at the end of the tax year less than $250,000?		X
	If "Yes," the corporation is not required to complete Schedules L, M-1, and M-2. Instead, enter the total amount of cash distributions and the book value of property distributions (other than cash) made during this tax year $		
14	Is the corporation required to file Schedule UTP (Form 1120), Uncertain Tax Position Statement? See instructions		X
	If "Yes," complete and attach Schedule UTP.		
15a	Did the corporation make any payments that would require it to file Form(s) 1099?	X	
b	If "Yes," did or will the corporation file required Form(s) 1099?	X	
16	During this tax year, did the corporation have an 80%-or-more change in ownership, including a change due to redemption of its own stock?		X
17	During or subsequent to this tax year, but before the filing of this return, did the corporation dispose of more than 65% (by value) of its assets in a taxable, non-taxable, or tax deferred transaction?		X
18	Did this corporation receive assets in a section 351 transfer in which any of the transferred assets had a fair market basis or fair market value of more than $1 million?		X
19	During this corporation's tax year, did the corporation make any payments that would require it to file Forms 1042 and 1042-S under chapter 3 (sections 1441 through 1464) or chapter 4 (sections 1471 through 1474) of the Code?		X
20	Is the corporation operating on a cooperative basis?		X
21	During this tax year, did the corporation pay or accrue any interest or royalty for which the deduction is not allowed under section 267A? See instructions		X
	If "Yes," enter the total amount of the disallowed deductions $		
22	Does this corporation have gross receipts of at least $500 million in any of the 3 preceding tax years? (See sections 59A(e)(2) and (3))		X
	If "Yes," complete and attach Form 8991.		
23	Did the corporation have an election under section 163(j) for any real property trade or business or any farming business in effect during this tax year? See instructions		X
24	Does the corporation satisfy one or more of the following? If "Yes," complete and attach Form 8990. See instructions		X
a	The corporation owns a pass-through entity with current, or prior year carryover, excess business interest expense.		
b	The corporation's aggregate average annual gross receipts (determined under section 448(c)) for the 3 tax years preceding the current tax year are more than $29 million and the corporation has business interest expense.		
c	The corporation is a tax shelter and the corporation has business interest expense.		
25	Is the corporation attaching Form 8996 to certify as a Qualified Opportunity Fund?		X
	If "Yes," enter amount from Form 8996, line 15 $		
26	Since December 22, 2017, did a foreign corporation directly or indirectly acquire substantially all of the properties held directly or indirectly by the corporation, and was the ownership percentage (by vote or value) for purposes of section 7874 greater than 50% (for example, the shareholders held more than 50% of the stock of the foreign corporation)? If "Yes," list the ownership percentage by vote and by value. See instructions		X
	Percentage: By Vote By Value		
27	At any time during this tax year, did the corporation (a) receive a digital asset (as a reward, award, or payment for property or services); or (b) sell, exchange, or otherwise dispose of a digital asset (or a financial interest in a digital asset)? See instructions		X
28	Is the corporation a member of a controlled group?		X
	If "Yes," attach Schedule O (Form 1120). See instructions.		
29	Corporate Alternative Minimum Tax:		
a	Was the corporation an applicable corporation under section 59(k)(1) in any prior tax year?		X
	If "Yes," go to question 29b. If "No," skip to question 29c.		
b	Is the corporation an applicable corporation under section 59(k)(1) in the current tax year because the corporation was an applicable corporation in the prior tax year?		
	If "Yes," complete and attach Form 4626. If "No," continue to question 29c.		
c	Does the corporation meet the requirements of the safe harbor method, if provided under section 59(k)(3)(A), for the current tax year? See instructions		X
	If "No," complete and attach Form 4626. If "Yes," the corporation is not required to file Form 4626.		
30	Is the corporation required to file Form 7208 relating to the excise tax on repurchase of corporate stock (see instructions):		
a	Under the rules for stock repurchased by a covered corporation (or stock acquired by its specified affiliate)?		X
b	Under the applicable foreign corporation rules?		X
c	Under the covered surrogate foreign corporation rules?		X
	If "Yes" to either (a), (b), or (c), complete Form 7208, Excise Tax on Repurchase of Corporate Stock. See the Instructions for Form 7208.		
31	Is this a consolidated return with gross receipts or sales of $1 billion or more and a subchapter K basis adjustment, as described in the instructions, of $10 million or more?		X
	If "Yes," attach a statement. See instructions.		

Schedule L Balance Sheets per Books

Assets	Beginning of tax year (a)	Beginning of tax year (b)	End of tax year (c)	End of tax year (d)
1 Cash		786,932.		713,999.
2a Trade notes and accounts receivable	180,806.		236,210.	
b Less allowance for bad debts	( )	180,806.	( )	236,210.
3 Inventories		82,154.		79,090.
4 U.S. government obligations				
5 Tax-exempt securities				
6 Other current assets (att. stmt.) STMT 9		97,158.		60,683.
7 Loans to shareholders				
8 Mortgage and real estate loans				
9 Other investments (att. stmt.) STMT 10		799,939.		797,282.
10a Buildings and other depreciable assets	5,902,306.		8,191,014.	
b Less accumulated depreciation	(4,905,608.)	996,698.	(5,217,514.)	2,973,500.
11a Depletable assets				
b Less accumulated depletion	( )		( )	
12 Land (net of any amortization)		13,548.		13,548.
13a Intangible assets (amortizable only)	33,549.		33,549.	
b Less accumulated amortization	(3,994.)	29,555.	(8,787.)	24,762.
14 Other assets (att. stmt.) STMT 11		219,664.		0.
15 Total assets		3,206,454.		4,899,074.
Liabilities and Shareholders' Equity				
16 Accounts payable		107,310.		248,025.
17 Mortgages, notes, bonds payable in less than 1 year		45,000.		359,460.
18 Other current liabilities (att. stmt.) STMT 12		119,881.		111,085.
19 Loans from shareholders				
20 Mortgages, notes, bonds payable in 1 year or more		966,561.		2,559,815.
21 Other liabilities (att. stmt.)				
22 Capital stock: a Preferred stock				
b Common stock	44,540.	44,540.	43,860.	43,860.
23 Additional paid-in capital		1,525,799.		1,532,458.
24 Retained earnings - Appropriated (attach statement)				
25 Retained earnings - Unappropriated		397,363.		44,371.
26 Adjustments to shareholders' equity (attach statement)				
27 Less cost of treasury stock		( )		( )
28 Total liabilities and shareholders' equity		3,206,454.		4,899,074.

Schedule M-1 Reconciliation of Income (Loss) per Books With Income per Return

Note: The corporation may be required to file Schedule M-3. See instructions.

1 Net income (loss) per books	-352,992.	7 Income recorded on books this year not included on this return (itemize): Tax-exempt interest $	
2 Federal income tax per books			
3 Excess of capital losses over capital gains			
4 Income subject to tax not recorded on books this year (itemize):		8 Deductions on this return not charged against book income this year (itemize):	
5 Expenses recorded on books this year not deducted on this return (itemize): a Depreciation $ 213,592. b Charitable contributions $ 1,083. c Travel and entertainment $		a Depreciation $ b Charitable contributions $ STMT 13 432.	432.
	214,675.	9 Add lines 7 and 8	432.
6 Add lines 1 through 5	-138,317.	10 Income (page 1, line 28) - line 6 less line 9	-138,749.

Schedule M-2 Analysis of Unappropriated Retained Earnings per Books (Schedule L, Line 25)

1 Balance at beginning of year	397,363.	5 Distributions: a Cash	
2 Net income (loss) per books	-352,992.	b Stock	
3 Other increases (itemize):		c Property	
		6 Other decreases (itemize):	
		7 Add lines 5 and 6	
4 Add lines 1, 2, and 3	44,371.	8 Balance at end of year (line 4 less line 7)	44,371.

SCHEDULE D (Form 1120)

Department of the Treasury
Internal Revenue Service

Capital Gains and Losses

Attach to Form 1120, 1120-C, 1120-F, 1120-FSC, 1120-H, 1120-IC-DISC, 1120-L, 1120-ND, 1120-PC, 1120-POL, 1120-REIT, 1120-RIC, 1120-SF, or certain Forms 990-T.
Go to www.irs.gov/Form1120 for instructions and the latest information.

OMB No. 1545-0123

2023

Name

PENSACOLA YACHT CLUB, INC.

Employer identification number

59-0398775

Did the corporation dispose of any investment(s) in a qualified opportunity fund during the tax year? ☐ Yes ☒ No

If "Yes," attach Form 8949 and see its instructions for additional requirements for reporting your gain or loss.

Part I Short-Term Capital Gains and Losses - Assets Held One Year or Less

See instructions for how to figure the amounts to enter on the lines below. This form may be easier to complete if you round off cents to whole dollars.	(d) Proceeds (sales price)	(e) Cost (or other basis)	(g) Adjustments to gain or loss from Form(s) 8949, Part I, line 2, column (g)	(h) Gain or (loss) Subtract column (e) from column (d) and combine the result with column (g)
1a Totals for all short-term transactions reported on Form 1099-B for which basis was reported to the IRS and for which you have no adjustments (see instructions). However, if you choose to report all these transactions on Form 8949, leave this line blank and go to line 1b				
1b Totals for all transactions reported on Form(s) 8949 with Box A checked	46,208.	55,425.		<9,217.>
2 Totals for all transactions reported on Form(s) 8949 with Box B checked				
3 Totals for all transactions reported on Form(s) 8949 with Box C checked				

4 Short-term capital gain from installment sales from Form 6252, line 26 or 37	4	
5 Short-term capital gain or (loss) from like-kind exchanges from Form 8824	5	
6 Unused capital loss carryover (attach computation) SEE STATEMENT 14	6	(432.)
7 Net short-term capital gain or (loss). Combine lines 1a through 6 in column h	7	<9,649.>

Part II Long-Term Capital Gains and Losses - Assets Held More Than One Year

See instructions for how to figure the amounts to enter on the lines below. This form may be easier to complete if you round off cents to whole dollars.	(d) Proceeds (sales price)	(e) Cost (or other basis)	(g) Adjustments to gain or loss from Form(s) 8949, Part II, line 2, column (g)	(h) Gain or (loss) Subtract column (e) from column (d) and combine the result with column (g)
8a Totals for all long-term transactions reported on Form 1099-B for which basis was reported to the IRS and for which you have no adjustments (see instructions). However, if you choose to report all these transactions on Form 8949, leave this line blank and go to line 8b				
8b Totals for all transactions reported on Form(s) 8949 with Box D checked	209,342.	197,569.		11,773.
9 Totals for all transactions reported on Form(s) 8949 with Box E checked				
10 Totals for all transactions reported on Form(s) 8949 with Box F checked				

11 Enter gain from Form 4797, line 7 or 9	11	
12 Long-term capital gain from installment sales from Form 6252, line 26 or 37	12	
13 Long-term capital gain or (loss) from like-kind exchanges from Form 8824	13	
14 Capital gain distributions	14	
15 Net long-term capital gain or (loss). Combine lines 8a through 14 in column h	15	11,773.

Part III Summary of Parts I and II

16 Enter excess of net short-term capital gain (line 7) over net long-term capital loss (line 15)	16	
17 Net capital gain. Enter excess of net long-term capital gain (line 15) over net short-term capital loss (line 7)	17	2,124.
18 Add lines 16 and 17. Enter here and on Form 1120, page 1, line 8, or the applicable line on other returns	18	2,124.

Note: If losses exceed gains, see *Capital Losses* in the instructions.

Part II Corporate Alternative Minimum Tax

1	Net income or loss per applicable financial statement(s) (AFS) (see instructions):		
a	Consolidated net income or loss per the AFS of the corporation	1a	0.
b	Include AFS net income or loss of other includible entities (add net income and subtract net loss)	1b	
c	Exclude AFS net income or loss of excludible entities (add net loss and subtract net income)	1c	
d	Adjustment for certain consolidating entries (see instructions)	1d	
e	Specified additional net income or loss item D. Reserved for future use	1e	
f	AFS net income or loss before adjustments. Combine lines 1a through 1d	1f	
2	Adjustments:		
a	Financial statements covering different tax years	2a	
b	Reserved for future use - Adjustment 2b	2b	
c	Corporations that are not included on the taxpayers - consolidated return (see instructions)	2c	
d	The corporation's distributive share of adjusted financial statement income of partnerships	2d	
e	Pro-rata share of net income from controlled foreign corporations for which the corporation is a U.S. shareholder. If zero or less, enter -0-. (See instructions)	2e	
f	Amounts that are not effectively connected to a U.S. trade or business	2f	
g	Certain taxes. Enter the amount from Part III, line 7	2g	
h	Patronage dividends and per-unit retain allocations (cooperatives only)	2h	
i	Alaska native corporations	2i	
j	Certain credits (see instructions)	2j	
k	Mortgage servicing income	2k	
l	Covered benefit plans described in section 56A(c)(11)(B)	2l	
m	Tax-exempt entities (organizations subject to tax under section 511)	2m	
n	Depreciation	2n	
o	Qualified wireless spectrum	2o	
p	Covered transactions	2p	
q	Adjustments related to bankruptcy and insolvency	2q	
r	Certain insurance company adjustments	2r	
s	AFSI adjustment S - Reserved for future use	2s	
t	AFSI adjustment T - Reserved for future use	2t	
u	AFSI adjustment U - Reserved for future use	2u	
z	Other (see instructions)	2z	
3	Total adjustments. Combine lines 2a through 2z	3	
4	AFSI before financial statement net operating loss carryover. Combine lines 1f and 3	4	0.
5	Financial statement net operating loss (FSNOL) (see instructions)	5	
6	AFSI. Subtract line 5 from line 4. If zero or less, enter -0-	6	
7	Multiply line 6 by 15% (0.15)	7	
8	Corporate alternative minimum tax foreign tax credit (CAMT FTC). Enter amount from Part IV, Section I, line 6 (see inst)	8	
9	Tentative minimum tax. Subtract line 8 from line 7. If zero or less, enter -0-)	9	
10	Regular tax liability (see instructions)	10	
11	Base erosion minimum tax (see instructions)	11	
12	Combine lines 10 and 11	12	
13	Alternative minimum tax. Subtract line 12 from line 9. If zero or less, enter -0-. Enter here and on Form 1120, Schedule J, line 3, or the appropriate line of the corporation's income tax return	13	

Part III Adjustment for Certain Taxes Under Section 56A(c)(5)

1	Current income tax provision - Foreign	1	
2	Current income tax provision - Federal	2	
3	Deferred income tax provision - Foreign	3	0.
4	Deferred income tax provision - Federal	4	
5	Income taxes included in equity method investment income	5	
6a	Adjustment A - Reserved for future use	6a	
b	Adjustment B - Reserved for future use	6b	
c	Adjustment C - Reserved for future use	6c	
d	Adjustment D - Reserved for future use	6d	
e	Adjustment E - Reserved for future use	6e	
f	Adjustment F - Reserved for future use	6f	
g	Adjustment G - Reserved for future use	6g	
h	Adjustment H - Reserved for future use	6h	
z	Income taxes in other places	6z	
7	Total. Combine lines 1 through 6z. Enter here and on Part II, line 2g	7	

Part IV Alternative Minimum Tax - Corporations Foreign Tax Credit

Section I - AMT Foreign Tax Credit

1	Domestic corporation AMT foreign income taxes:				
a	Total foreign taxes paid or accrued as reported on Form 1118, Schedule B, Part I, column 2(j)	1a			
b	Adjustment	1b			
c	Adjustment	1c			
d	Adjustment	1d			
e	Adjustment	1e			
f	Adjustment	1f			
g	Adjustment	1g			
2	Total domestic corporation AMT foreign income taxes. Combine lines 1a through 1g			2	
3	Allowable controlled foreign corporation (CFC) AMT foreign income taxes:				
a	Pro-rata share of CFC AMT foreign income taxes from Part IV, Section II, line 11, column (n)	3a			
b	Carryover of excess foreign taxes (from Part IV, Section III, line 4, column (vii))	3b			
c	Total CFC AMT foreign income taxes. Add lines 3a and 3b			3c	
d	Percentage specified in section 55(b)(2)(A)(i)	3d	15%		
e	Pro-rata share of CFC net income described in section 56A(c)(3) (attach worksheet) (see instructions)	3e			
f	CFC AMT foreign tax credit limitation (multiply line 3d by line 3e)			3f	
g	Allowable CFC AMT foreign income taxes (lesser of line 3c or line 3f)			3g	
4	CAMT FTC Line 4 - Reserved for future use			4	
5	CAMT FTC Line 5 - Reserved for future use			5	
6	Total AMT foreign income taxes. Combine lines 2 and 3g. Enter this amount on Part II, line 8			6	

***** THIS IS NOT A FILEABLE COPY *****

Form **8879-CORP**

(December 2022)

Department of the Treasury
Internal Revenue Service

E-file Authorization for Corporations

For calendar year 2023, or tax year beginning _____, 2023, ending _____, 20 ___

Do not send to the IRS. Keep for your records.
Go to www.irs.gov/Form8879CORP for the latest information.

OMB No. 1545-0123

Name of corporation	Employer identification number
PENSACOLA YACHT CLUB, INC.	59-0398775

Part I Information (Whole dollars only)

1	Total income (Form 1120, line 11)	1	3,040,464.
2	Total income (Form 1120-F, Section II, line 11)	2	
3	Total income (loss) (Form 1120-S, line 6)	3	

Part II Declaration and Signature Authorization of Officer. Be sure to get a copy of the corporation's return.

Under penalties of perjury, I declare that I am an officer of the above corporation and that I have examined a copy of the corporation's electronic income tax return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amounts in Part I above are the amounts shown on the copy of the corporation's electronic income tax return. I consent to allow my electronic return originator (ERO), transmitter, or intermediate service provider to send the corporation's return to the IRS and to receive from the IRS **(a)** an acknowledgment of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the corporation's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at **1-888-353-4537** no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the corporation's electronic income tax return and, if applicable, the corporation's consent to electronic funds withdrawal.

Officer's PIN: check one box only

[X] I authorize KANE & SHERMAN, P.A. to enter my PIN 32503
ERO firm name — do not enter all zeros
as my signature on the corporation's electronically filed income tax return.

[ ] As an officer of the corporation, I will enter my PIN as my signature on the corporation's electronically filed income tax return.

Officer's signature ***** THIS IS NOT A FILEABLE COPY ***** Date ***** Title TREASURER

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit EFIN followed by your five-digit self-selected PIN. 59988943264
do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the electronically filed income tax return for the corporation indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 3112,** IRS *e-file* Application and Participation, and **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature _____ Date _____

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **1120**

Department of the Treasury
Internal Revenue Service

U.S. Corporation Income Tax Return

For calendar year 2023 or tax year beginning _____, ending _____

Go to www.irs.gov/Form1120 for instructions and the latest information.

OMB No. 1545-0123

2023

A Check if:
1a Consolidated return (attach Form 851) ☐
b Life/nonlife consolidated return ☐
2 Personal holding co. (attach Sch. PH) ☐
3 Personal service corp. (see instructions) ☐
4 Schedule M-3 attached ☐

TYPE OR PRINT

Name: PENSACOLA YACHT CLUB, INC.

Number, street, and room or suite no. If a P.O. box, see instructions.: POST OFFICE BOX 989

City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA, FL 32595

B Employer identification number: 59-0398775

C Date incorporated: 10/22/1970

D Total assets (see instructions): $ 4,899,074.

E Check if: (1) ☐ Initial return (2) ☐ Final return (3) ☐ Name change (4) ☐ Address change

Income	1a	Gross receipts or sales	1a 1,701,766.	
	b	Returns and allowances	1b	
	c	Balance. Subtract line 1b from line 1a		1c 1,701,766.
	2	Cost of goods sold (attach Form 1125-A)		2 795,782.
	3	Gross profit. Subtract line 2 from line 1c		3 905,984.
	4	Dividends and inclusions (Schedule C, line 23)		4 31,646.
	5	Interest SEE STATEMENT 1		5 20,378.
	6	Gross rents		6
	7	Gross royalties		7
	8	Capital gain net income (attach Schedule D (Form 1120))		8 2,124.
	9	Net gain or (loss) from Form 4797, Part II, line 17 (attach Form 4797)		9
	10	Other income (attach statement) SEE STATEMENT 2		10 2,080,332.
	11	**Total income.** Add lines 3 through 10		11 3,040,464.
Deductions (See instructions for limitations on deductions.)	12	Compensation of officers (attach Form 1125-E)		12
	13	Salaries and wages (less employment credits)		13 1,287,376.
	14	Repairs and maintenance		14 160,196.
	15	Bad debts		15
	16	Rents		16
	17	Taxes and licenses SEE STATEMENT 3		17 212,004.
	18	Interest (see instructions)		18 50,182.
	19	Charitable contributions SEE STATEMENT 4 AND SEE STATEMENT 5		19 0.
	20	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)		20 98,313.
	21	Depletion		21
	22	Advertising		22 8,396.
	23	Pension, profit-sharing, etc., plans		23 24,917.
	24	Employee benefit programs		24 168,489.
	25	Energy efficient commercial buildings deduction (attach Form 7205)		25
	26	Other deductions (attach statement) SEE STATEMENT 6		26 1,169,340.
	27	**Total deductions.** Add lines 12 through 26		27 3,179,213.
	28	Taxable income before net operating loss deduction and special deductions. Subtract line 27 from line 11		28 -138,749.
	29a	Net operating loss deduction (see instructions) STATEMENT 7	29a 0.	
	b	Special deductions (Schedule C, line 24)	29b 15,823.	
	c	Add lines 29a and 29b		29c 15,823.
Tax, Refundable Credits, and Payments	30	**Taxable income.** Subtract line 29c from line 28. See instructions		30 -154,572.
	31	Total tax (Schedule J, Part I, line 11)		31 0.
	32	Reserved for future use		32
	33	Total payments and credits (Schedule J, Part II, line 23)		33
	34	Estimated tax penalty. See instructions. Check if Form 2220 is attached ☐		34
	35	**Amount owed.** If line 33 is smaller than the total of lines 31 and 34, enter amount owed		35 0.
	36	**Overpayment.** If line 33 is larger than the total of lines 31 and 34, enter amount overpaid		36
	37	Enter amount from line 36 you want: **Credited to 2024 estimated tax** Refunded		37

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer _____ Date _____ TREASURER Title

May the IRS discuss this return with the preparer shown below? [X] Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name: TIMOTHY D. KANE, CPA	Preparer's signature	Date	Check if self-employed ☐ PTIN P00432644
Firm's name: KANE & SHERMAN, P.A.			Firm's EIN 59-1426586
Firm's address: 1201 N. NINTH AVENUE PENSACOLA, FL 32501			Phone no. (850) 434-2374

Schedule C **Dividends, Inclusions, and Special Deductions** (see instructions)

	(a) Dividends and inclusions	(b) %	(c) Special deductions (a) x (b)
1 Dividends from less-than-20%-owned domestic corporations (other than debt-financed stock) STMT 8	31,646.	50	15,823.
2 Dividends from 20%-or-more-owned domestic corporations (other than debt-financed stock)		65	
3 Dividends on certain debt-financed stock of domestic and foreign corporations		See Instructions	
4 Dividends on certain preferred stock of less-than-20%-owned public utilities		23.3	
5 Dividends on certain preferred stock of 20%-or-more-owned public utilities		26.7	
6 Dividends from less-than-20%-owned foreign corporations and certain FSCs		50	
7 Dividends from 20%-or-more-owned foreign corporations and certain FSCs		65	
8 Dividends from wholly owned foreign subsidiaries		100	
9 **Subtotal.** Add lines 1 through 8	31,646.	See Instructions	15,823.
10 Dividends from domestic corporations received by a small business investment company operating under the Small Business Investment Act of 1958		100	
11 Dividends from affiliated group members		100	
12 Dividends from certain FSCs		100	
13 Foreign-source portion of dividends received from a specified 10%-owned foreign corporation (excluding hybrid dividends) (see instructions)		100	
14 Dividends from foreign corporations not included on line 3, 6, 7, 8, 11, 12, or 13 (including any hybrid dividends)			
15 Reserved for future use			
16a Subpart F inclusions derived from the sale by a controlled foreign corporation (CFC) of the stock of a lower-tier foreign corporation treated as a dividend (attach Form(s) 5471) (see instructions)		100	
b Subpart F inclusions derived from hybrid dividends of tiered corporations (attach Form(s) 5471) (see instructions)			
c Other inclusions from CFCs under subpart F not included on line 16a, 16b, or 17 (attach Form(s) 5471) (see instructions)			
17 Global Intangible Low-Taxed Income (GILTI) (attach Form(s) 5471 and Form 8992)			
18 Gross-up for foreign taxes deemed paid			
19 IC -DISC and former DISC dividends not included on line 1, 2, or 3			
20 Other dividends			
21 Deduction for dividends paid on certain preferred stock of public utilities			
22 Section 250 deduction (attach Form 8993)			
23 **Total dividends and inclusions.** Add column (a), lines 9 through 20. Enter here and on page 1, line 4	31,646.		
24 **Total special deductions.** Add column (c), lines 9 through 22. Enter here and on page 1, line 29b			15,823.

Schedule J Tax Computation and Payment (see instructions)

Part I - Tax Computation

1	Income tax. See instructions			1	0.
2	Base erosion minimum tax amount (attach Form 8991)			2	
3	Corporate alternative minimum tax from Form 4626, Part II, line 13 (attach Form 4626)			3	
4	Add lines 1, 2, and 3			4	0.
5a	Foreign tax credit (attach Form 1118)	5a			
b	Credit from Form 8834 (see instructions)	5b			
c	General business credit (see instructions - attach Form 3800)	5c			
d	Credit for prior year minimum tax (attach Form 8827)	5d			
e	Bond credits from Form 8912	5e			
6	**Total credits.** Add lines 5a through 5e			6	
7	Subtract line 6 from line 4			7	0.
8	Personal holding company tax (attach Schedule PH (Form 1120))			8	
9a	Recapture of investment credit (attach Form 4255)	9a			
b	Recapture of low-income housing credit (attach Form 8611)	9b			
c	Interest due under the look-back method-completed long-term contracts (attach Form 8697)	9c			
d	Interest due under the look-back method-income forecast method (attach Form 8866)	9d			
e	Alternative tax on qualifying shipping activities (attach Form 8902)	9e			
f	Interest/tax due under section 453A(c)	9f			
g	Interest/tax due under section 453(I)	9g			
z	Other (see instructions - attach statement)	9z			
10	**Total.** Add lines 9a through 9z			10	
11	**Total tax.** Add lines 7, 8, and 10. Enter here and on page 1, line 31			11	0.

Part II - Payments and Refundable Credits

12	Reserved for future use			12	
13	Preceding year's overpayment credited to the current year			13	
14	Current year's estimated tax payments			14	
15	Current year's refund applied for on Form 4466			15	( )
16	Combine lines 13, 14, and 15			16	
17	Tax deposited with Form 7004			17	
18	Withholding (see instructions)			18	
19	**Total payments.** Add lines 16, 17, and 18			19	
20	Refundable credits from:				
a	Form 2439	20a			
b	Form 4136	20b			
c	Reserved for future use	20c			
z	Other (attach statement - see instructions)	20z			
21	**Total credits.** Add lines 20a through 20z			21	
22	Elective payment election amount from Form 3800			22	
23	**Total payments and credits.** Add lines 19, 21, and 22. Enter here and on page 1, line 33			23	

Schedule K Other Information (see instructions)

		Yes	No
1	Check accounting method: a ☐ Cash b ☒ Accrual c ☐ Other (specify)		
2	See the instructions and enter the:		
	a Business activity code no. 713900		
	b Business activity SOCIAL CLUB		
	c Product or service FOOD & BEVERAGE		
3	Is the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group?		X
	If "Yes," enter name and EIN of the parent corporation		
4	At the end of the tax year:		
	a Did any foreign or domestic corporation, partnership (including any entity treated as a partnership), trust, or tax-exempt organization own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of the corporation's stock entitled to vote? If "Yes," complete Part I of Schedule G (Form 1120) (attach Schedule G)		X
	b Did any individual or estate own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of the corporation's stock entitled to vote? If "Yes," complete Part II of Schedule G (Form 1120) (attach Schedule G)		X
5	At the end of the tax year, did the corporation:		
	a Own directly 20% or more, or own, directly or indirectly, 50% or more of the total voting power of all classes of stock entitled to vote of any foreign or domestic corporation not included on **Form 851**, Affiliations Schedule? For rules of constructive ownership, see instructions		X
	If "Yes," complete (i) through (iv) below.		

(i) Name of Corporation	(ii) Employer Identification Number (If any)	(iii) Country of Incorporation	(iv) Percentage Owned in Voting Stock

b	Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions		X
	If "Yes," complete (i) through (iv) below.		

(i) Name of Entity	(ii) Employer Identification Number (if any)	(iii) Country of Organization	(iv) Maximum Percentage Owned in Profit, Loss, or Capital

6	During this tax year, did the corporation pay dividends (other than stock dividends and distributions in exchange for stock) in excess of the corporation's current and accumulated earnings and profits? See sections 301 and 316		X
	If "Yes," file **Form 5452**, Corporate Report of Nondividend Distributions. See the instructions for Form 5452. If this is a consolidated return, answer here for the parent corporation and on Form 851 for each subsidiary.		
7	At any time during this tax year, did one foreign person own, directly or indirectly, at least 25% of the total voting power of all classes of the corporation's stock entitled to vote or at least 25% of the total value of all classes of the corporation's stock? For rules of attribution, see section 318. If "Yes," enter:		X
	(a) Percentage owned _____ and **(b)** Owner's country _____		
	(c) The corporation may have to file **Form 5472**, Information Return of a 25% Foreign-Owned U.S. Corporation or a Foreign Corporation Engaged in a U.S. Trade or Business. Enter the number of Forms 5472 attached _____		
8	Check this box if the corporation issued publicly offered debt instruments with original issue discount ☐ If checked, the corporation may have to file **Form 8281**, Information Return for Publicly Offered Original Issue Discount Instruments.		
9	Enter the amount of tax-exempt interest received or accrued during this tax year $ _____		
10	Enter the number of shareholders at the end of the tax year (if 100 or fewer) _____		
11	If the corporation has an NOL for the tax year and is electing to forego the carryback period, check here ☐ If the corporation is filing a consolidated return, the statement required by Regulations section 1.1502-21(b)(3) must be attached or the election will not be valid.		
12	Enter the available NOL carryover from prior tax years (do not reduce it by any deduction reported on page 1, line 29a) $ 257,433.		

Schedule K Other Information *(continued from page 4)*

		Yes	No
13	Are the corporation's total receipts (page 1, line 1a, plus lines 4 through 10) for the tax year **and** its total assets at the end of the tax year less than $250,000?		X
	If "Yes," the corporation is not required to complete Schedules L, M-1, and M-2. Instead, enter the total amount of cash distributions and the book value of property distributions (other than cash) made during this tax year $		
14	Is the corporation required to file Schedule UTP (Form 1120), Uncertain Tax Position Statement? See instructions		X
	If "Yes," complete and attach Schedule UTP.		
15a	Did the corporation make any payments that would require it to file Form(s) 1099?	X	
b	If "Yes," did or will the corporation file required Form(s) 1099?	X	
16	During this tax year, did the corporation have an 80%-or-more change in ownership, including a change due to redemption of its own stock?		X
17	During or subsequent to this tax year, but before the filing of this return, did the corporation dispose of more than 65% (by value) of its assets in a taxable, non-taxable, or tax deferred transaction?		X
18	Did this corporation receive assets in a section 351 transfer in which any of the transferred assets had a fair market basis or fair market value of more than $1 million?		X
19	During this corporation's tax year, did the corporation make any payments that would require it to file Forms 1042 and 1042-S under chapter 3 (sections 1441 through 1464) or chapter 4 (sections 1471 through 1474) of the Code?		X
20	Is the corporation operating on a cooperative basis?		X
21	During this tax year, did the corporation pay or accrue any interest or royalty for which the deduction is not allowed under section 267A? See instructions		X
	If "Yes," enter the total amount of the disallowed deductions $		
22	Does this corporation have gross receipts of at least $500 million in any of the 3 preceding tax years? (See sections 59A(e)(2) and (3))		X
	If "Yes," complete and attach Form 8991.		
23	Did the corporation have an election under section 163(j) for any real property trade or business or any farming business in effect during this tax year? See instructions		X
24	Does the corporation satisfy one or more of the following? If "Yes," complete and attach Form 8990. See instructions		X
a	The corporation owns a pass-through entity with current, or prior year carryover, excess business interest expense.		
b	The corporation's aggregate average annual gross receipts (determined under section 448(c)) for the 3 tax years preceding the current tax year are more than $29 million and the corporation has business interest expense.		
c	The corporation is a tax shelter and the corporation has business interest expense.		
25	Is the corporation attaching Form 8996 to certify as a Qualified Opportunity Fund?		X
	If "Yes," enter amount from Form 8996, line 15 $		
26	Since December 22, 2017, did a foreign corporation directly or indirectly acquire substantially all of the properties held directly or indirectly by the corporation, and was the ownership percentage (by vote or value) for purposes of section 7874 greater than 50% (for example, the shareholders held more than 50% of the stock of the foreign corporation)? If "Yes," list the ownership percentage by vote and by value. See instructions		X
	Percentage: By Vote By Value		
27	At any time during this tax year, did the corporation (a) receive a digital asset (as a reward, award, or payment for property or services); or (b) sell, exchange, or otherwise dispose of a digital asset (or a financial interest in a digital asset)? See instructions		X
28	Is the corporation a member of a controlled group?		X
	If "Yes," attach Schedule O (Form 1120). See instructions.		
29	Corporate Alternative Minimum Tax:		
a	Was the corporation an applicable corporation under section 59(k)(1) in any prior tax year?		X
	If "Yes," go to question 29b. If "No," skip to question 29c.		
b	Is the corporation an applicable corporation under section 59(k)(1) in the current tax year because the corporation was an applicable corporation in the prior tax year?		
	If "Yes," complete and attach Form 4626. If "No," continue to question 29c.		
c	Does the corporation meet the requirements of the safe harbor method, if provided under section 59(k)(3)(A), for the current tax year? See instructions		X
	If "No," complete and attach Form 4626. If "Yes," the corporation is not required to file Form 4626.		
30	Is the corporation required to file Form 7208 relating to the excise tax on repurchase of corporate stock (see instructions):		
a	Under the rules for stock repurchased by a covered corporation (or stock acquired by its specified affiliate)?		X
b	Under the applicable foreign corporation rules?		X
c	Under the covered surrogate foreign corporation rules?		X
	If "Yes" to either (a), (b), or (c), complete Form 7208, Excise Tax on Repurchase of Corporate Stock. See the Instructions for Form 7208.		
31	Is this a consolidated return with gross receipts or sales of $1 billion or more and a subchapter K basis adjustment, as described in the instructions, of $10 million or more?		X
	If "Yes," attach a statement. See instructions.		

Schedule L Balance Sheets per Books

Assets	Beginning of tax year (a)	Beginning of tax year (b)	End of tax year (c)	End of tax year (d)
1 Cash		786,932.		713,999.
2a Trade notes and accounts receivable	180,806.		236,210.	
b Less allowance for bad debts	( )	180,806.	( )	236,210.
3 Inventories		82,154.		79,090.
4 U.S. government obligations				
5 Tax-exempt securities				
6 Other current assets (att. stmt.) STMT 9		97,158.		60,683.
7 Loans to shareholders				
8 Mortgage and real estate loans				
9 Other investments (att. stmt.) STMT 10		799,939.		797,282.
10a Buildings and other depreciable assets	5,902,306.		8,191,014.	
b Less accumulated depreciation	(4,905,608.)	996,698.	(5,217,514.)	2,973,500.
11a Depletable assets				
b Less accumulated depletion	( )		( )	
12 Land (net of any amortization)		13,548.		13,548.
13a Intangible assets (amortizable only)	33,549.		33,549.	
b Less accumulated amortization	(3,994.)	29,555.	(8,787.)	24,762.
14 Other assets (att. stmt.) STMT 11		219,664.		0.
15 Total assets		3,206,454.		4,899,074.
Liabilities and Shareholders' Equity				
16 Accounts payable		107,310.		248,025.
17 Mortgages, notes, bonds payable in less than 1 year		45,000.		359,460.
18 Other current liabilities (att. stmt.) STMT 12		119,881.		111,085.
19 Loans from shareholders				
20 Mortgages, notes, bonds payable in 1 year or more		966,561.		2,559,815.
21 Other liabilities (att. stmt.)				
22 Capital stock: a Preferred stock				
b Common stock	44,540.	44,540.	43,860.	43,860.
23 Additional paid-in capital		1,525,799.		1,532,458.
24 Retained earnings - Appropriated (attach statement)				
25 Retained earnings - Unappropriated		397,363.		44,371.
26 Adjustments to shareholders' equity (attach statement)				
27 Less cost of treasury stock		( )		( )
28 Total liabilities and shareholders' equity		3,206,454.		4,899,074.

Schedule M-1 Reconciliation of Income (Loss) per Books With Income per Return

Note: The corporation may be required to file Schedule M-3. See instructions.

1 Net income (loss) per books	-352,992.	7 Income recorded on books this year not included on this return (itemize): Tax-exempt interest $	
2 Federal income tax per books			
3 Excess of capital losses over capital gains			
4 Income subject to tax not recorded on books this year (itemize):		8 Deductions on this return not charged against book income this year (itemize):	
5 Expenses recorded on books this year not deducted on this return (itemize): a Depreciation $ 213,592. b Charitable contributions $ 1,083. c Travel and entertainment $		a Depreciation $ b Charitable contributions $ STMT 13 432.	432.
	214,675.	9 Add lines 7 and 8	432.
6 Add lines 1 through 5	-138,317.	10 Income (page 1, line 28) - line 6 less line 9	-138,749.

Schedule M-2 Analysis of Unappropriated Retained Earnings per Books (Schedule L, Line 25)

1 Balance at beginning of year	397,363.	5 Distributions: a Cash	
2 Net income (loss) per books	-352,992.	b Stock	
3 Other increases (itemize):		c Property	
		6 Other decreases (itemize):	
		7 Add lines 5 and 6	
4 Add lines 1, 2, and 3	44,371.	8 Balance at end of year (line 4 less line 7)	44,371.

SCHEDULE D (Form 1120)

Department of the Treasury
Internal Revenue Service

Capital Gains and Losses

Attach to Form 1120, 1120-C, 1120-F, 1120-FSC, 1120-H, 1120-IC-DISC, 1120-L, 1120-ND, 1120-PC, 1120-POL, 1120-REIT, 1120-RIC, 1120-SF, or certain Forms 990-T.
Go to www.irs.gov/Form1120 for instructions and the latest information.

OMB No. 1545-0123

2023

Name

PENSACOLA YACHT CLUB, INC.

Employer identification number

59-0398775

Did the corporation dispose of any investment(s) in a qualified opportunity fund during the tax year? ☐ Yes ☒ No

If "Yes," attach Form 8949 and see its instructions for additional requirements for reporting your gain or loss.

Part I Short-Term Capital Gains and Losses - Assets Held One Year or Less

See instructions for how to figure the amounts to enter on the lines below. This form may be easier to complete if you round off cents to whole dollars.	(d) Proceeds (sales price)	(e) Cost (or other basis)	(g) Adjustments to gain or loss from Form(s) 8949, Part I, line 2, column (g)	(h) Gain or (loss) Subtract column (e) from column (d) and combine the result with column (g)
1a Totals for all short-term transactions reported on Form 1099-B for which basis was reported to the IRS and for which you have no adjustments (see instructions). However, if you choose to report all these transactions on Form 8949, leave this line blank and go to line 1b				
1b Totals for all transactions reported on Form(s) 8949 with Box A checked	46,208.	55,425.		<9,217.>
2 Totals for all transactions reported on Form(s) 8949 with Box B checked				
3 Totals for all transactions reported on Form(s) 8949 with Box C checked				

4 Short-term capital gain from installment sales from Form 6252, line 26 or 37	4	
5 Short-term capital gain or (loss) from like-kind exchanges from Form 8824	5	
6 Unused capital loss carryover (attach computation) SEE STATEMENT 14	6	(432.)
7 Net short-term capital gain or (loss). Combine lines 1a through 6 in column h	7	<9,649.>

Part II Long-Term Capital Gains and Losses - Assets Held More Than One Year

See instructions for how to figure the amounts to enter on the lines below. This form may be easier to complete if you round off cents to whole dollars.	(d) Proceeds (sales price)	(e) Cost (or other basis)	(g) Adjustments to gain or loss from Form(s) 8949, Part II, line 2, column (g)	(h) Gain or (loss) Subtract column (e) from column (d) and combine the result with column (g)
8a Totals for all long-term transactions reported on Form 1099-B for which basis was reported to the IRS and for which you have no adjustments (see instructions). However, if you choose to report all these transactions on Form 8949, leave this line blank and go to line 8b				
8b Totals for all transactions reported on Form(s) 8949 with Box D checked	209,342.	197,569.		11,773.
9 Totals for all transactions reported on Form(s) 8949 with Box E checked				
10 Totals for all transactions reported on Form(s) 8949 with Box F checked				

11 Enter gain from Form 4797, line 7 or 9	11	
12 Long-term capital gain from installment sales from Form 6252, line 26 or 37	12	
13 Long-term capital gain or (loss) from like-kind exchanges from Form 8824	13	
14 Capital gain distributions	14	
15 Net long-term capital gain or (loss). Combine lines 8a through 14 in column h	15	11,773.

Part III Summary of Parts I and II

16 Enter excess of net short-term capital gain (line 7) over net long-term capital loss (line 15)	16	
17 Net capital gain. Enter excess of net long-term capital gain (line 15) over net short-term capital loss (line 7)	17	2,124.
18 Add lines 16 and 17. Enter here and on Form 1120, page 1, line 8, or the applicable line on other returns	18	2,124.

Note: If losses exceed gains, see *Capital Losses* in the instructions.

Part II Corporate Alternative Minimum Tax

1	Net income or loss per applicable financial statement(s) (AFS) (see instructions):		
a	Consolidated net income or loss per the AFS of the corporation	1a	0.
b	Include AFS net income or loss of other includible entities (add net income and subtract net loss)	1b	
c	Exclude AFS net income or loss of excludible entities (add net loss and subtract net income)	1c	
d	Adjustment for certain consolidating entries (see instructions)	1d	
e	Specified additional net income or loss item D. Reserved for future use	1e	
f	AFS net income or loss before adjustments. Combine lines 1a through 1d	1f	
2	Adjustments:		
a	Financial statements covering different tax years	2a	
b	Reserved for future use - Adjustment 2b	2b	
c	Corporations that are not included on the taxpayers - consolidated return (see instructions)	2c	
d	The corporation's distributive share of adjusted financial statement income of partnerships	2d	
e	Pro-rata share of net income from controlled foreign corporations for which the corporation is a U.S. shareholder. If zero or less, enter -0-. (See instructions)	2e	
f	Amounts that are not effectively connected to a U.S. trade or business	2f	
g	Certain taxes. Enter the amount from Part III, line 7	2g	
h	Patronage dividends and per-unit retain allocations (cooperatives only)	2h	
i	Alaska native corporations	2i	
j	Certain credits (see instructions)	2j	
k	Mortgage servicing income	2k	
l	Covered benefit plans described in section 56A(c)(11)(B)	2l	
m	Tax-exempt entities (organizations subject to tax under section 511)	2m	
n	Depreciation	2n	
o	Qualified wireless spectrum	2o	
p	Covered transactions	2p	
q	Adjustments related to bankruptcy and insolvency	2q	
r	Certain insurance company adjustments	2r	
s	AFSI adjustment S - Reserved for future use	2s	
t	AFSI adjustment T - Reserved for future use	2t	
u	AFSI adjustment U - Reserved for future use	2u	
z	Other (see instructions)	2z	
3	Total adjustments. Combine lines 2a through 2z	3	
4	AFSI before financial statement net operating loss carryover. Combine lines 1f and 3	4	0.
5	Financial statement net operating loss (FSNOL) (see instructions)	5	
6	AFSI. Subtract line 5 from line 4. If zero or less, enter -0-	6	
7	Multiply line 6 by 15% (0.15)	7	
8	Corporate alternative minimum tax foreign tax credit (CAMT FTC). Enter amount from Part IV, Section I, line 6 (see inst)	8	
9	Tentative minimum tax. Subtract line 8 from line 7. If zero or less, enter -0-)	9	
10	Regular tax liability (see instructions)	10	
11	Base erosion minimum tax (see instructions)	11	
12	Combine lines 10 and 11	12	
13	Alternative minimum tax. Subtract line 12 from line 9. If zero or less, enter -0-. Enter here and on Form 1120, Schedule J, line 3, or the appropriate line of the corporation's income tax return	13	

Part III Adjustment for Certain Taxes Under Section 56A(c)(5)

1	Current income tax provision - Foreign	1	
2	Current income tax provision - Federal	2	
3	Deferred income tax provision - Foreign	3	0.
4	Deferred income tax provision - Federal	4	
5	Income taxes included in equity method investment income	5	
6a	Adjustment A - Reserved for future use	6a	
b	Adjustment B - Reserved for future use	6b	
c	Adjustment C - Reserved for future use	6c	
d	Adjustment D - Reserved for future use	6d	
e	Adjustment E - Reserved for future use	6e	
f	Adjustment F - Reserved for future use	6f	
g	Adjustment G - Reserved for future use	6g	
h	Adjustment H - Reserved for future use	6h	
z	Income taxes in other places	6z	
7	Total. Combine lines 1 through 6z. Enter here and on Part II, line 2g	7	

Part IV Alternative Minimum Tax - Corporations Foreign Tax Credit

Section I - AMT Foreign Tax Credit

1	Domestic corporation AMT foreign income taxes:				
a	Total foreign taxes paid or accrued as reported on Form 1118, Schedule B, Part I, column 2(j)	1a			
b	Adjustment	1b			
c	Adjustment	1c			
d	Adjustment	1d			
e	Adjustment	1e			
f	Adjustment	1f			
g	Adjustment	1g			
2	Total domestic corporation AMT foreign income taxes. Combine lines 1a through 1g			2	
3	Allowable controlled foreign corporation (CFC) AMT foreign income taxes:				
a	Pro-rata share of CFC AMT foreign income taxes from Part IV, Section II, line 11, column (n)	3a			
b	Carryover of excess foreign taxes (from Part IV, Section III, line 4, column (vii))	3b			
c	Total CFC AMT foreign income taxes. Add lines 3a and 3b			3c	
d	Percentage specified in section 55(b)(2)(A)(i)	3d	15%		
e	Pro-rata share of CFC net income described in section 56A(c)(3) (attach worksheet) (see instructions)	3e			
f	CFC AMT foreign tax credit limitation (multiply line 3d by line 3e)			3f	
g	Allowable CFC AMT foreign income taxes (lesser of line 3c or line 3f)			3g	
4	CAMT FTC Line 4 - Reserved for future use			4	
5	CAMT FTC Line 5 - Reserved for future use			5	
6	Total AMT foreign income taxes. Combine lines 2 and 3g. Enter this amount on Part II, line 8			6	

Tourist Promotion Fund

108

Naval Aviation Museum – Flight Academy

23

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FISCAL YEAR 2025-26

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

[illegible] **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

APPLICANTS SHOULD:

- [illegible]
- [illegible]
- [illegible]
- [illegible]

[illegible] support the organization's core mission. **Funds will not be provided for:**

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

[illegible] **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

GENERAL INFORMATION

[illegible]: **Naval Aviation Museum Foundation, Inc. on behalf of its wholly owned subsidiary, National Flight Academy, LLC**

[illegible] **1750 Radford Blvd., Suite B Pensacola, FL 32508**

[illegible] **National Flight Academy**

[illegible] **$100,000**

[illegible] **Stephanie Pugh**

[illegible] **spugh@nationalflightacademy.com** [illegible] **(850) 308-8934**

25[illegible]

National Flight Academy offers a state-of-the-art, aviation-themed learning experience designed to inspire youth to pursue careers in STEM. Our program motivates students to seek out more challenging courses in Science, Technology, Engineering, and Math following their participation.

[illegible] **13**

[illegible] **13**

[illegible]

To effectively deliver our world-class program, support from Escambia County is essential to ensure that the 1,700+ students scheduled to attend can fully experience the unique opportunities the National Flight Academy provides. This support helps cover key expenses such as transportation, program materials, and exposure to a wide range of career opportunities. Specifically, funding from Escambia County would contribute to meal costs for students during our summer Deployment program. These activities not only benefit the students but also bring families to Escambia County, promoting local tourism and fostering economic growth.

PRIOR YEAR FUNDING

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[illegible]

***AMBITION* offers an experience unlike any other educational setting. From its theme park-like sights and sounds to the cutting-edge technology, the AXPs' experience is unmatched. We accommodate six-day Deployments, three-day Cruises, and one-day Adventures to align with the educational goals of schools, corporate sponsors, and parents. The National Flight Academy ignites students' imaginations and fosters a passion for learning, sparking interest in STEM and aviation-related careers that are vital for building a highly skilled workforce for the future.**

Located adjacent to the National Naval Aviation Museum, National Flight Academy is a 102,000-square-foot, state-of-the-art virtual aircraft carrier named *AMBITION* (CVT-11). Each area of *AMBITION* is meticulously designed to simulate a modern aircraft carrier, where students work within team squadrons to plan and execute a variety of humanitarian missions and tasks. Whether participating in a race, rescue, team-building activity, or educational modules (like the Virtual Reality lab focused on Aviation Maintenance), students apply Science, Technology, Engineering, and Math (STEM) skills alongside essential 21st-century skills, including critical thinking, problem-solving, adaptability, and communication to help their team succeed.

The facility's main deck includes a galley, mess deck, administrative spaces, and the aircraft hangar bay, which houses 42 virtual aircraft simulators, the largest grouping outside the military. The first deck is dedicated to academic spaces, including the operations and intelligence centers. The second and third decks contain berthing (crew quarters), lounges, and activity rooms. Designed in compliance with the Americans with Disabilities Act, the facility is also accredited by the American Camp Association.

FUNDING

[illegible] *NOTE: Only salaries directly related to*

the approved program are eligible for funding.

- [illegible] **0%**
- [illegible] **100%**

[illegible]

We will continue our ongoing fundraising and development efforts, focusing on securing support from corporate, community, and private donors. Current supporters committed to providing assistance for NFA students include Pratt & Whitney, Delta Air Lines, and FedEx Express. Our community and educational partners include organizations such as the American Legion, Sea Cadets, NAACP, JROTC programs, and numerous school districts.

N/A

N/A

Objective: Our comprehensive marketing plan will establish the National Flight Academy as a premier destination for both STEM education and corporate training in Pensacola. Through targeted social and print advertising, we aim to increase enrollment and foster greater community engagement.

Facebook Ads

- **Target Audience:**
- **Ad Types:**
  - **Carousel Ads:**
  - **General Awareness:**
- **Call-to-Action:**

Instagram Ads

- **Target Audience:**
- **Ad Types:**
  - **Visuals of Academy Activities:**
  - **Instagram Reel (Local Pulse Pensacola):**

Call-to-Action:

Public Outreach

Community Outreach

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

Measurement and Evaluation:

- [illegible]
- [illegible]
- [illegible]

[illegible]

The NFA, in partnership with private sponsors, will offer its capstone program as a 6-day, 5-night summer experience—referred to as a "Deployment"—for students in grades 7 through 12. This program will run for 12 weeks during the summer, with each session beginning on Sunday morning and concluding on Friday at noon with a graduation ceremony.

Tuition for each weeklong Deployment is $1,700 per student. While sponsors may choose their own scholarship recipients, many generously support the program by enabling NFA to award scholarships to students from Escambia County.

GOALS AND METRICS

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As of 12/31/2024, we have $1.7M of which $1M is restricted for scholarships.

D r r r r r d r d

N/A

D r r r r d r r d

Yes, all of our staff must pass a Level II Background Check.

ECONOMIC DEVELOPMENT AGENCIES

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r r

2 r r d r r r d

r r d

ADDITIONAL QUESTIONS (Economic Development)

d r ddr " r "

2. [illegible]

5. [illegible]

[illegible]

[illegible]

[

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an by the promotion of the activity, service, venue, or event to tourists".

TDT Grantee Information:

Tourism Activity Description

Tourism Metrics:

Examples of metrics should include the following:

4th Quarterly Metrics Summary

[illegible]	[illegible]	2nd [illegible]	[illegible]	[illegible]
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and [illegible]

Internal Revenue Service
Director, Exempt Organizations
Rulings and Agreements

Date: DEC 12 2007

Department of the Treasury
P.O. Box 2508
Cincinnati, Ohio 45201

Naval Aviation Museum Foundation Inc
P O Box 33104
Pensacola, FL 32508

Employer Identification Number:
59-6178237
Person to Contact - ID#:
Sirijun Mayi - #31-07372
Contact Telephone Number:
877-829-5500 Phone
Public Charity Status:
509(a)(1) and 170(b)(1)(A)(vi)

Dear Applicant:

Our letter dated June 1980 stated that you were exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code and classified as a public charity under section 509(a)(3) of the Code.

Based on the information you submitted, we have modified your public charity status to the Code section listed in the heading of this letter. Since your exempt status was not under consideration, you continue to be classified as an organization exempt from Federal income tax under section 501(c)(3) of the Code.

Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, 800-829-3676. Information is also available on our Internet Web Site at www.irs.gov.

Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

If you have any questions, please call our toll free number shown in the heading of this letter.

Sincerely,



Robert Choi
Director, Exempt Organizations
Rulings and Agreements

U. S. TREASURY DEPARTMENT
INTERNAL REVENUE SERVICE

DISTRICT DIRECTOR
Jacksonville, Florida
P. O. Box 4760
December 19, 1966

IN REPLY REFER TO
Form L-178
434:MDE:md
JAX:EO:66-48

PURPOSE	
Educational	
ADDRESS INQUIRIES & FILE RETURNS DISTRICT DIRECTOR OF INTERNAL R	
Jacksonville, Florida	
FORM 990-A REQUIRED	ACCOUNTING P ENDING
☒ YES ☐ NO	December

Naval Aviation Museum Association, Inc.
Naval Aviation Museum, Naval Air Station
Pensacola, Florida 32508

Gentlemen:

On the basis of your stated purposes and the understanding that your operations will continue as evidenced to date or will conform to those proposed in your ruling application, we have concluded that you are exempt from Federal income tax as an organization described in section 501(c)(3) of the Internal Revenue Code. Any changes in operation from those described, or in your character or purposes, must be reported immediately to your District Director for consideration of their effect upon your exempt status. You must also report any change in your name or address.

You are not required to file Federal income tax returns so long as you retain an exempt status, unless you are subject to the tax on unrelated business income imposed by section 511 of the Code, in which event you are required to file Form 990-T. Our determination as to your liability for filing the annual information return, Form 990-A, is set forth above. That return, if required, must be filed on or before the 15th day of the fifth month after the close of your annual accounting period indicated above.

Contributions made to you are deductible by donors as provided in section 170 of the Code. Bequests, legacies, devises, transfers or gifts to or for your use are deductible for Federal estate and gift tax purposes under the provisions of section 2055, 2106 and 2522 of the Code.

You are not liable for the taxes imposed under the Federal Insurance Contributions Act (social security taxes) unless you file a waiver of exemption certificate as provided in such act. You are not liable for the tax imposed under the Federal Unemployment Tax Act. Inquiries about the waiver of exemption certificate for social security taxes should be addressed to this office, as should any questions concerning excise, employment or other Federal taxes.

This is a determination letter.

Very truly yours,

F. S. Schmidt

F. S. Schmidt
District Director

Your tax exempt status is predicated upon the understanding that you will am your certificate of incorporation to provide that in the event of dissolutio your assets will be contributed to the Navy Relief Society or to an organization exempt under the provision of section 501(c)(3) of the Internal Revenue Code.

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

► **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See **Specific Instructions** on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

6 City, state, and ZIP code

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN,* later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	9	–	6	1	7	8	2	3	7

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** ► Mike Hampton | **Date** ► 2/20/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9.*

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning _____, 2023, and ending _____, 20____

Do not send to the IRS. Keep for your records.
Go to www.irs.gov/Form8879TE for the latest information.

OMB No. 1545-0047

2023

Name of filer
NAVAL AVIATION MUSEUM FOUNDATION, INC.

EIN or SSN
59-6178237

Name and title of officer or person subject to tax
REAR ADMIRAL KYLE COZAD USN RET
PRESIDENT/CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	X	**b Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	1b	10,968,681.
2a	**Form 990-EZ** check here		**b Total revenue,** if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here		**b Total tax** (Form 1120-POL, line 22)	3b	
4a	**Form 990-PF** check here		**b Tax based on investment income** (Form 990-PF, Part V, line 5)	4b	
5a	**Form 8868** check here		**b Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here		**b Total tax** (Form 990-T, Part III, line 4)	6b	
7a	**Form 4720** check here		**b Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here		**b FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here		**b Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here		**b Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize SALTMARSH, CLEAVELAND AND GUND to enter my PIN 89853

ERO firm name

Enter five numbers, but do not enter all zeros

as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax

Date 10/2023

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 56429910071

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature ALLISON JONES, CPA Date 09/30/24

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

EXTENDED TO NOVEMBER 15, 2024

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning **and ending**

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.
Doing business as

D Employer identification number
59-6178237

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
POST OFFICE BOX 33104

E Telephone number
850-453-2389

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32508

G Gross receipts $ 24,946,173.

F Name and address of principal officer: REAR ADMIRAL KYLE COZAD, 1750 RADFORD BLVD, STE B, PENSACOLA, FL 325

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.NAVALAVIATIONFOUNDATION.ORG

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1966 **M** State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: TO EDUCATE AND INSPIRE THE GENERAL PUBLIC OF THE U.S. NAVAL AVIATION HISTORY AND PROVIDE STEM

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	11
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	11
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	183
6	Total number of volunteers (estimate if necessary)	6	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	5,441,749.	4,350,711.
9	Program service revenue (Part VIII, line 2g)	2,348,486.	3,168,265.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	607,019.	813,403.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	1,307,739.	2,636,302.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	9,704,993.	10,968,681.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	498,220.	972,131.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) 531,042.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	7,655,139.	8,180,277.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	8,153,359.	9,152,408.
19	Revenue less expenses. Subtract line 18 from line 12	1,551,634.	1,816,273.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	29,041,926.	34,249,311.
21	Total liabilities (Part X, line 26)	1,163,409.	1,068,266.
22	Net assets or fund balances. Subtract line 21 from line 20	27,878,517.	33,181,045.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer Date
REAR ADMIRAL KYLE COZAD, USN (RET), PRESIDENT/CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check if self-employed	PTIN
ALLISON JONES, CPA	ALLISON JONES, CPA	09/30/24	☐	P02434475

Firm's name SALTMARSH, CLEAVELAND AND GUND Firm's EIN 59-2922169
Firm's address 900 NORTH 12TH AVENUE PENSACOLA, FL 32501 Phone no. 850-435-8300

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:
TO EDUCATE AND INSPIRE THE GENERAL PUBLIC OF THE U.S. NAVAL AVIATION HISTORY AND PROVIDE STEM ACTIVITIES TO KIDS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 4,511,383. including grants of $) (Revenue $ 7,644,689.)
NATIONAL FLIGHT ACADEMY UTILIZES NAVAL AVIATION EXPERIENCES AND CONCEPTS TO MOTIVATE YOUNG PEOPLE TO PURSUE THE STUDY OF SCIENCE, TECHNOLOGY, ENGINEERING, MATHMATICS AND AVIATION IN ORDER TO PURSUE CAREERS IN TECHNICAL FIELDS.

4b (Code:) (Expenses $ 3,714,690. including grants of $) (Revenue $ 4,350,711.)
MUSEUM SUPPORT-CONTRIBUTES TO THE DEVELOPMENT OF EXHIBITS, INCLUDING ARTIFACT REWORK AND MAINTENANCE, AND TO MUSEUM OPERATIONAL REQUIREMENTS.

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 8,226,073.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4	X	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10	X	
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b	X	
c	Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18	X	
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	X	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33	X	
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34	X	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	27		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			X

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return **2a** 183			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	**2b**	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	**3a**		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	**4a**		X
b	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	**5b**		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	**6a**		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	**7a**		X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	**7c**		X
d	If "Yes," indicate the number of Forms 8282 filed during the year **7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	**7e**		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	**7f**		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	**7g**		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	**7h**		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	**8**		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	**9b**		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 **10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders **11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year **12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	**13a**		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**			
c	Enter the amount of reserves on hand **13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	**14a**		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	**15**		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	**16**		X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	**17**		

Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	11		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	11		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed AL,AZ,AR,CT,FL,GA,KS,KY,ID,IL,MS,OH

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

[X] Own website [ ] Another's website [X] Upon request [ ] Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

MICHAEL D. HAMPTON - 850-453-2389

1750 RADFORD BLVD, STE B, PENSACOLA, FL 32508

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) REAR ADMIRAL KYLE J COZAD, USN	40.00									
PRESIDENT/CEO		X		X				239,216.	0.	4,781.
(2) MICHAEL D HAMPTON	40.00									
CFO & TREASURER				X				185,611.	0.	13,308.
(3) CINDY MCCALIP	40.00									
VICE PRESIDENT				X				196,045.	0.	429.
(4) EVERLY HUGH PATRICK	40.00									
EXECUTIVE DIRECTOR - NFA				X				167,549.	0.	6,706.
(5) CDR MARSHALL MARTIN, JR, USN (R	40.00									
EXECUTIVE DIRECTOR - NAMF				X				152,056.	0.	6,430.
(6) VADM DAVID BUSS, USN (RET)	1.00									
CHAIRMAN		X						0.	0.	0.
(7) VADM ROBIN BRAUN, USN (RET)	1.00									
VICE CHAIRMAIN		X						0.	0.	0.
(8) DANIEL P GILLIAN	1.00									
DIRECTOR		X						0.	0.	0.
(9) PAUL WOOD	1.00									
DIRECTOR		X						0.	0.	0.
(10) ADMIRAL BILL MORAN, USN (RET)	1.00									
DIRECTOR		X						0.	0.	0.
(11) STEVE O'BRYAN	1.00									
DIRECTOR		X						0.	0.	0.
(12) CDR SARAH C RHOADS, USN (RET)	1.00									
DIRECTOR		X						0.	0.	0.
(13) JAY J RYAN	1.00									
DIRECTOR		X						0.	0.	0.
(14) O. LEWIS HUMPHREY	1.00									
DIRECTOR		X						0.	0.	0.
(15) LT GN KENNETH J GLUECK, USMC (R	1.00									
DIRECTOR		X						0.	0.	0.

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Subtotal								940,477.	0.	31,654.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								940,477.	0.	31,654.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 5

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	X	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a				
	b	Membership dues	1b	160,579.			
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e	1,925,477.			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	2,264,655.			
	g	Noncash contributions included in lines 1a-1f	1g	$			
	h	**Total.** Add lines 1a-1f			4,350,711.		
Program Service Revenue			Business Code				
	2a	FLIGHT ACADEMY	900099	2,425,705.	2,425,705.		
	b	SIMULATORS AND THEATERS	900099	742,560.	742,560.		
	c						
	d						
	e						
	f	All other program service revenue					
	g	**Total.** Add lines 2a-2f		3,168,265.			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		705,232.			705,232.
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
			(i) Real	(ii) Personal			
	6a	Gross rents 6a					
	b	Less: rental expenses 6b					
	c	Rental income or (loss) 6c					
	d	Net rental income or (loss)					
			(i) Securities	(ii) Other			
	7a	Gross amount from sales of assets other than inventory 7a	12,014,635.				
	b	Less: cost or other basis and sales expenses 7b	11,906,464.				
	c	Gain or (loss) 7c	108,171.				
	d	Net gain or (loss)			108,171.		108,171.
	8a	Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 8a		219,880.			
	b	Less: direct expenses 8b		46,870.			
	c	Net income or (loss) from fundraising events			173,010.		173,010.
	9a	Gross income from gaming activities. See Part IV, line 19 9a					
	b	Less: direct expenses 9b					
	c	Net income or (loss) from gaming activities					
	10a	Gross sales of inventory, less returns and allowances 10a		4,476,424.			
	b	Less: cost of goods sold 10b		2,024,158.			
	c	Net income or (loss) from sales of inventory			2,452,266.		2452266.
Miscellaneous Revenue			Business Code				
	11a	MISCELLANEOUS INCOME	900099		11,026.	11,026.	
	b						
	c						
	d	All other revenue					
	e	**Total.** Add lines 11a-11d			11,026.		
	12	**Total revenue.** See instructions			10,968,681.	3,179,291.	0. 3438679.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX X

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	972,131.	816,589.	68,049.	87,493.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	64,595.	39,272.	25,323.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	358,109.	263,816.		94,293.
12 Advertising and promotion	362,590.	333,561.		29,029.
13 Office expenses	239,030.	205,501.	25,983.	7,546.
14 Information technology	172,517.	116,787.	39,139.	16,591.
15 Royalties				
16 Occupancy	535,911.	520,620.	15,291.	
17 Travel	56,279.	52,681.	3,516.	82.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	2,049.	2,049.		
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	1,135,724.	1,135,724.		
23 Insurance	259,331.	216,382.	42,949.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a LEASED EMPLOYEES	2,439,821.	2,044,164.	159,321.	236,336.
b DIRECT COSTS	1,724,591.	1,724,549.		42.
c MUSEUM SUPPORT	450,691.	450,691.		
d OTHER	227,759.	152,465.	15,664.	59,630.
e All other expenses	151,280.	151,222.	58.	
25 **Total functional expenses.** Add lines 1 through 24e	9,152,408.	8,226,073.	395,293.	531,042.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing	1,751,675.	1	4,338,137.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net	11,000.	3	45,000.
	4	Accounts receivable, net	952,398.	4	941,559.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use	614,835.	8	444,577.
	9	Prepaid expenses and deferred charges	47,262.	9	128,470.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 17,057,298.			
	b	Less: accumulated depreciation — 10b: 13,792,081.	3,895,807.	10c	3,265,217.
	11	Investments - publicly traded securities		11	
	12	Investments - other securities. See Part IV, line 11	21,768,949.	12	25,086,351.
	13	Investments - program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	29,041,926.	16	34,249,311.
Liabilities	17	Accounts payable and accrued expenses	765,351.	17	881,987.
	18	Grants payable		18	
	19	Deferred revenue	175,560.	19	133,824.
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties	222,498.	23	52,455.
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	1,163,409.	26	1,068,266.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	13,283,168.	27	20,795,429.
	28	Net assets with donor restrictions	14,595,349.	28	12,385,616.
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	27,878,517.	32	33,181,045.
	33	Total liabilities and net assets/fund balances	29,041,926.	33	34,249,311.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI X

1	Total revenue (must equal Part VIII, column (A), line 12)	1	10,968,681.
2	Total expenses (must equal Part IX, column (A), line 25)	2	9,152,408.
3	Revenue less expenses. Subtract line 2 from line 1	3	1,816,273.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	27,878,517.
5	Net unrealized gains (losses) on investments	5	3,178,077.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	169,311.
9	Other changes in net assets or fund balances (explain on Schedule O)	9	138,867.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	33,181,045.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII .....

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a	X	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b	X	

SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number
59-6178237

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
12 ☒ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
c ☒ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
f Enter the number of supported organizations 1
g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
U.S. NAVY	31-1575142	6	X		0.	0.
Total					0.	0.

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4.						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f)) 14 %

15 Public support percentage from 2022 Schedule A, Part II, line 14 15 %

16a **33 1/3% support test - 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support test - 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10% -facts-and-circumstances test - 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10% -facts-and-circumstances test - 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests - 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests - 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* **Part VI** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1	X	
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* **Part VI** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		X
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		X
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* **Part VI** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* **Part VI** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		X
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* **Part VI** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* **Part VI** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* **Part VI,** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		X
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* **Part VI.**	6		X
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		X
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		X
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* **Part VI.**	9a		X
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* **Part VI.**	9b		X
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* **Part VI.**	9c		X
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		X
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		X
b	A family member of a person described on line 11a above?	11b		X
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* **Part VI.**	11c		X

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* **Part VI** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* **Part VI** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* **Part VI** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		X
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* **Part VI** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		X
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* **Part VI** *the role the organization's supported organizations played in this regard.*	3		X

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* **(see instructions).**

a ☐ The organization satisfied the Activities Test. *Complete* **line 2** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* **line 3** *below.*

c ☒ The organization supported a governmental entity. *Describe in* **Part VI** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. **Answer lines 2a and 2b below.**			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* **Part VI identify those supported organizations and explain** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* **Part VI** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. **Answer lines 3a and 3b below.**			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No" provide details in* **Part VI.**	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* **Part VI** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* **Part VI**). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors (*explain in detail in* **Part VI**):			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C - Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions		**Current Year**
1 Amounts paid to supported organizations to accomplish exempt purposes	**1**	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	**2**	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	**3**	
4 Amounts paid to acquire exempt-use assets	**4**	
5 Qualified set-aside amounts (prior IRS approval required - *provide details in* **Part VI**)	**5**	
6 Other distributions (*describe in* **Part VI**). See instructions.	**6**	
7 **Total annual distributions.** Add lines 1 through 6.	**7**	
8 Distributions to attentive supported organizations to which the organization is responsive (*provide details in* **Part VI**). See instructions.	**8**	
9 Distributable amount for 2023 from Section C, line 6	**9**	
10 Line 8 amount divided by line 9 amount	**10**	

Section E - Distribution Allocations (see instructions)	**(i) Excess Distributions**	**(ii) Underdistributions Pre-2023**	**(iii) Distributable Amount for 2023**
1 Distributable amount for 2023 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2023 (reasonable cause required - *explain in* **Part VI**). See instructions.			
3 Excess distributions carryover, if any, to 2023			
a From 2018			
b From 2019			
c From 2020			
d From 2021			
e From 2022			
f **Total** of lines 3a through 3e			
g Applied to underdistributions of prior years			
h Applied to 2023 distributable amount			
i Carryover from 2018 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2023 from Section D, line 7: $			
a Applied to underdistributions of prior years			
b Applied to 2023 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* **Part VI.** See instructions.			
6 Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* **Part VI**. See instructions.			
7 **Excess distributions carryover to 2024.** Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2019			
b Excess from 2020			
c Excess from 2021			
d Excess from 2022			
e Excess from 2023			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE A, SECTION D, LINE 2

THE U.S. NAVY OWNS THE NAVAL AVIATION MUSEUM. THE NAVAL AVIATION MUSEUM FOUNDATION'S SOLE PURPOSE IS TO FUND EXHIBITS AND SUPPORT THE MISSION OF THE MUSEUM, WHICH INCLUDES YOUTH AND ADULT EDUCATION PROGRAMS.

SCHEDULE A, SECTION E, LINE 1C

THE U.S. NAVY OWNS THE NAVAL AVIATION MUSEUM. THE NAVAL AVIATION MUSEUM FOUNDATION'S SOLE PURPOSE IS TO FUND EXHIBITS AND SUPPORT THE MISSION OF THE MUSEUM, WHICH INCLUDES YOUTH AND ADULT EDUCATION PROGRAMS.

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☒ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	NORTHROP GRUMMAN CORPORATION 8710 FREEPORT PKWY SUITE 200 IRVING, TX 75063	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	THE JOHN J & MARY R SCHIFF FOUNDATION PO BOX 145496 CINCINNATI, OH 45250	$ 100,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	ANDREW C TAYLOR 1147 LOG CABIN LN SAINT LOUIS, MO 63124	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	JAMES M ZORTMAN 1010 E AVE CORONADO, CA 92118	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	DONALD L SCHAEDLE PO BOX 628 BREVARD, NC 28712	$ 66,668.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	ROBERT KRAHE JR 7618 CABIN RD CABIN JOHN, MN 20818	$ 25,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	FREDERICK MCCORKLE PO BOX 8097 JOHNSON CITY, TN 37615	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	AGNES J. CLARE 5016 CONSTITUTION AVE FAIRFIELD, CA 94533	$ 783,880.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	DRS TECHNOLOGIES 2345 CRYSTAL DR. STE. 1000 ARLINGTON, VA 22202	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	FEDEX CORPORATION 3865 AIRWAYS BLVD, F 2ND FLOOR MEMPHIS, TN 38116	$ 205,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
11	HUNTINGTON INGALLS INDUSTRIES 2401 WEST AVE NEWPORT NEWS, VA 23607	$ 55,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
12	PRATT & WHITNEY MILITARY ENGINES 11837 ROCK LANDING DR. STE 203 NEWPORT NEWS, VA 23606	$ 107,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
13	ROBERT THOMAS 5830 DAHOON DR PENSACOLA, FL 32526	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
14	THE BOEING COMPANY PO BOX 516 SAINT LOUIS, MO 63166	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
15	FLORIDA POWER & LIGHT 1 ENERGY PLACE PENSACOLA, FL 32520	$ 27,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
16	JOHN ROOSEN 7740 N COUNTY ROAD J MENOMONIE, WI 54751	$ 7,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
17	KAMAN CORPORATION 1332 BLUE HILLS AVE BLOOMFIELD, CT 06002	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
18	KYLE COZAD 8652 FOXTAIL LOOP PENSACOLA, FL 32526	$ 20,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
19	LOCKHEED MARTIN CORPORATION 6801 ROCKLEDGE DRIVE BETHESDA, MD 20817	$ 20,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
20	MATIAS DUARTE 12165 HILLTOP DRIVE LOS ALTOS HILLS, CA 94024	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
21	RUSS BARTLETT 700 BLOOMFIELD AVENUE, APT. 119 BLOOMFIELD, CT 06002	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
22	THE VERTEX COMPANY 555 INDUSTRIAL DRIVE S MADISON, MS 39110	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
23	WILLIAM DUMAS 7205 CAPTAIN KIDD REEF PENSACOLA, FL 32507	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
24	PEN AIR FEDERAL CREDIT UNION 1495 E NINE MILE ROAD PENSACOLA, FL 32514	$ 33,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
25	CAROL HOLZHAUER 111 TUSCANY WAY SAN ANTONIO, TX 78249	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
26	DANIEL OLIVER 621 QUAIL RUN RD APTOS, CA 95003	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
27	DAVID LORENZO 22 VIA DE LUNA DR UNIT 404 PENSACOLA, FL 32561	$ 11,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
28	DEAN ROTH 1750 RADFORD BLVD, SUITE B PENSACOLA, FL 32508	$ 11,800.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
29	EARL DRYFOOSE PO BOX 431 NASHVILLE, IN 47448	$ 60,501.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
30	ERIC HINSON 171 GENIUS DR WINTER PARK, FL 32789	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
31	GLENN HENRY 570 PARK ESTATE SQ VENICE, FL 34293	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
32	HAROLD HOCKETT 4606 E. PEAKVIEW AVENUE CENTENNIAL, CO 80121	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
33	HARRY HARRIS 4025 CEDAR HEIGHTS DRIVE COLORADO SPRINGS, CO 80904	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
34	JAMES DICKSON 55 STAR LAKE DR PENSACOLA, FL 32507	$ 6,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
35	JAMES JOHNSON 8903 WESTSIDE DRIVE PENSACOLA , FL 32514	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
36	LEIGHTON SMITH 17 BARONS DR PINEHURST, NC 28374	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
37	NAVY FEDERAL CREDIT UNION 5550 HERITAGE OAKS DR PENSACOLA, FL 32526	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
38	NESHOBA CENTRAL HIGH SCOOL JROTC 1125 GOLF COURSE RD PHILADELPHIA, MS 39350	$ 6,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
39	O. LEWIS HUMPHREY 5105 HIGH POINTE DR PENSACOLA, FL 32505	$ 50,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
40	RAY RUSSENBERGER 1901 CYPRESS ST PENSACOLA, FL 32502	$ 7,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
41	RICHARD EVELYN 3611 RIDGEWATER TRL MARIETTA, GA 30068	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
42	RICHARD FENNER LYON 203 PORT ROYAL WAY PENSACOLA, FL 32502	$ 37,565.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
43	ROBERT TOURVILLE PO BOX 1705 LEONARDTOWN, MD 20650	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
44	SANDI CORNETT 8278 30TH AVENUE NORTH ST. PETERSBURG, FL 33710	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
45	THOMAS TYLER 7900 COUNTY ROAD 222 HICO, TX 76457	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
46	WILLIAM HICKOK PO BOX 33104 PENSACOLA, FL 32508	$ 50,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
47	WILLIAM MORAN 11215 EMPIRE LAKES DR RALEIGH, NC 27617	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
48	ANN FELL PO BOX 33104 PENSACOLA, FL 32508	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) $

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE C
(Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under Section 501(c) and Section 527

Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

If the organization answered "Yes" on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then:

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then:

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then:

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	Employer identification number
NAVAL AVIATION MUSEUM FOUNDATION, INC.	59-6178237

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
2 Political campaign activity expenditures ..... $
3 Volunteer hours for political campaign activities .....

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 ..... $
2 Enter the amount of any excise tax incurred by organization managers under section 4955 ..... $
3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ..... ☐ Yes ☐ No
4a Was a correction made? ..... ☐ Yes ☐ No
b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ..... $
2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ..... $
3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ..... $
4 Did the filing organization file **Form 1120-POL** for this year? ..... ☐ Yes ☐ No
5 Enter the names, addresses, and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influence public opinion (grassroots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.		

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
not over $500,000,	20% of the amount on line 1e.
over $500,000 but not over $1,000,000,	$100,000 plus 15% of the excess over $500,000.
over $1,000,000 but not over $1,500,000,	$175,000 plus 10% of the excess over $1,000,000.
over $1,500,000 but not over $17,000,000,	$225,000 plus 5% of the excess over $1,500,000.
over $17,000,000,	$1,000,000.

g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a. If zero or less, enter -0-		
i Subtract line 1f from line 1c. If zero or less, enter -0-		

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ Yes ☐ No

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a) Yes	(a) No	(b) Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?		X	
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?		X	
c Media advertisements?		X	
d Mailings to members, legislators, or the public?		X	
e Publications, or published or broadcast statements?		X	
f Grants to other organizations for lobbying purposes?		X	
g Direct contact with legislators, their staffs, government officials, or a legislative body?	X		15,000.
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?		X	
i Other activities?		X	
j Total. Add lines 1c through 1i			15,000.
2a Did the activities in line 1 cause the organization to not be described in section 501(c)(3)?		X	
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

		Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1		
2 Did the organization make only in-house lobbying expenditures of $2,000 or less?	2		
3 Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3		

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1	
2 Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a Current year	2a	
b Carryover from last year	2b	
c Total	2c	
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditures next year?	4	
5 Taxable amount of lobbying and political expenditures. See instructions	5	

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number
59-6178237

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included on line 2a	2c	
d	Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	9,395,349.	11,180,759.	9,604,846.	9,194,971.	8,050,184.
b Contributions	335,839.	349,344.	908,336.	176,495.	141,850.
c Net investment earnings, gains, and losses	928,388.	-1,406,393.	1,016,588.	800,032.	2,130,099.
d Grants or scholarships					
e Other expenditures for facilities and programs	2,148,338.	728,361.	349,011.	566,652.	1,127,162.
f Administrative expenses					
g End of year balance	8,511,238.	9,395,349.	11,180,759.	9,604,846.	9,194,971.

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____ %
b Permanent endowment 95.5580 %
c Term endowment 4.4420 %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

	Yes	No
(i) Unrelated organizations? 3a(i)		X
(ii) Related organizations? 3a(ii)		X

b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? 3b

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		3,413,363.	2,759,955.	653,408.
d Equipment		8,907,834.	7,202,640.	1,705,194.
e Other		4,736,101.	3,829,486.	906,615.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				3,265,217.

Part VII Investments - Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) EQUITIES AND MUTUAL FUNDS	23,761,856.	END-OF-YEAR MARKET VALUE
(B) MCCARTHY TRUST	1,217,675.	END-OF-YEAR MARKET VALUE
(C) CERTIFICATES OF DEPOSIT	106,820.	END-OF-YEAR MARKET VALUE
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, line 12, col. (B))	25,086,351.	

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, line 13, col. (B))		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	16,356,653.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	3,178,077.		
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d	2,209,895.		
e	Add lines **2a** through **2d**			2e	5,387,972.
3	Subtract line **2e** from line **1**			3	10,968,681.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	10,968,681.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	11,223,436.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d	2,071,028.		
e	Add lines **2a** through **2d**			2e	2,071,028.
3	Subtract line **2e** from line **1**			3	9,152,408.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	9,152,408.

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

INCREASE IN INTEREST IN PERPETUAL TRUST	138,867.
COGS	2,024,158.
SPECIAL EVENT EXPENSES	46,870.
TOTAL TO SCHEDULE D, PART XI, LINE 2D	2,209,895.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

COGS	2,024,158.
SPECIAL EVENT EXPENSES	46,870.
TOTAL TO SCHEDULE D, PART XII, LINE 2D	2,071,028.

PART X, LINE 2:

Part XIII Supplemental Information *(continued)*

THE INTERNAL REVENUE SERVICE HAS DETERMINED THE FOUNDATION TO BE EXEMPT FROM FEDERAL INCOME TAX UNDER SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE. THE FOUNDATION HAS BEEN CLASSIFIED AS A PUBLICLY SUPPORTED ORGANIZATION, WHICH IS NOT A PRIVATE ORGANIZATION UNDER SECTION 509(A) OF THE CODE. THE FOUNDATION IS NOT AWARE OF ANY UNCERTAIN TAX POSITIONS THAT WOULD REQUIRE DISCLOSURE OR ACCRUAL IN ACCORDANCE WITH GAAP.

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

Attach to Form 990 or Form 990-EZ.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- **a** ☐ Mail solicitations
- **b** ☐ Internet and email solicitations
- **c** ☐ Phone solicitations
- **d** ☐ In-person solicitations
- **e** ☐ Solicitation of non-government grants
- **f** ☐ Solicitation of government grants
- **g** ☐ Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	**(ii)** Activity	**(iii)** Did fundraiser have custody or control of contributions?		**(iv)** Gross receipts from activity	**(v)** Amount paid to (or retained by) fundraiser listed in col. **(i)**	**(vi)** Amount paid to (or retained by) organization
		Yes	**No**			
Total						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II **Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1 MOBILE EXHIBIT (event type)	(b) Event #2 SYMPOSIUM (event type)	(c) Other events 1 (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	1 Gross receipts	120,750.	74,345.	24,785.	219,880.
	2 Less: Contributions				
	3 Gross income (line 1 minus line 2)	120,750.	74,345.	24,785.	219,880.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses	10,559.	29,214.	7,097.	46,870.
	10 Direct expense summary. Add lines 4 through 9 in column (d)				46,870.
	11 Net income summary. Subtract line 10 from line 3, column (d)				173,010.

Part III **Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities: _____

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain: _____

11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No

13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	**13a**	%
b An outside facility	**13b**	%

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name _____

Address _____

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

b If "Yes," enter the amount of gaming revenue received by the organization $ _____ and the amount of gaming revenue retained by the third party $ _____

c If "Yes," enter name and address of the third party:

Name _____

Address _____

16 Gaming manager information:

Name _____

Gaming manager compensation $ _____

Description of services provided _____

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year $

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

Part IV **Supplemental Information** *(continued)*

SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	☐ First-class or charter travel	☐ Housing allowance or residence for personal use		
	☐ Travel for companions	☐ Payments for business use of personal residence		
	☐ Tax indemnification and gross-up payments	☐ Health or social club dues or initiation fees		
	☐ Discretionary spending account	☐ Personal services (such as maid, chauffeur, chef)		
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	**1b**		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?	**2**		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.			
	☒ Compensation committee	☐ Written employment contract		
	☐ Independent compensation consultant	☐ Compensation survey or study		
	☐ Form 990 of other organizations	☒ Approval by the board or compensation committee		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	**4a**		X
b	Participate in or receive payment from a supplemental nonqualified retirement plan?	**4b**		X
c	Participate in or receive payment from an equity-based compensation arrangement?	**4c**		X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	**5a**		X
b	Any related organization?	**5b**		X
	If "Yes" on line 5a or 5b, describe in Part III.			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	**6a**		X
b	Any related organization?	**6b**		X
	If "Yes" on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III	**7**		X
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	**8**		X
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	**9**		

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) REAR ADMIRAL KYLE J COZAD, USN	(i)	239,216.	0.	0.	4,263.	518.	243,997.	0.
PRESIDENT/CEO	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) MICHAEL D HAMPTON	(i)	185,611.	0.	0.	6,624.	6,684.	198,919.	0.
CFO & TREASURER	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) CINDY MCCALIP	(i)	196,045.	0.	0.	0.	429.	196,474.	0.
VICE PRESIDENT	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) EVERLY HUGH PATRICK	(i)	167,549.	0.	0.	6,328.	378.	174,255.	0.
EXECUTIVE DIRECTOR - NFA	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) CDR MARSHALL MARTIN, JR, USN (R	(i)	152,056.	0.	0.	6,082.	348.	158,486.	0.
EXECUTIVE DIRECTOR - NAMF	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

ACTIVITIES TO KIDS.

FORM 990, PART VI, SECTION B, LINE 11B:

THE BOARD DELEGATES THE REVIEW OF THE 990 TO THE AUDIT COMMITTEE. THE BOARD IS INFORMED THE 990 IS AVAILABLE FOR REVIEW AT THEIR DISCRETION.

FORM 990, PART VI, SECTION B, LINE 12C:

CORPORATE SECRETARY ROUTINELY REVIEWS POTENTIAL CONFLICTS OF INTEREST. IN THE EVENT THERE IS A CONFLICT OF INTEREST DETERMINED TO EXIST, IT IS THEN CIRCULATED TO THE BOARD.

FORM 990, PART VI, SECTION B, LINE 15:

CFO AND BOARD VICE CHAIRMAN SET CEO COMPENSATION USING COMPARABLE DATA AND CONTEMPORANEOUS SUBSTANTIATION.

FORM 990, PART VI, SECTION C, LINE 19:

ON FILE WITH THE STATE AND AVAILABLE UPON REQUEST FROM THE FOUNDATION.

LINE 5 AND 24A

THE ORGANIZATION USES A P.E.O. FOR PAYROLL SERVICES, LANDRUM PROFESSIONAL EMPLOYER SERVICES INC. EIN #59-2345956.

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

INCREASE IN INTEREST IN PERPETUAL TRUST AND POOLED INCOME

Name of the organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number
59-6178237

FUND 138,867.

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
NATIONAL FLIGHT ACADEMY, LLC - 59-6178237 1750 RADFORD BOULEVARD, STE B PENSACOLA, FL 32508	TO TEACH STEM CONCEPTS TO STUDENTS USING BOTH REAL AND VIRTUAL SETTINGS	FLORIDA	4,748,186.	3,324,966.	NAVAL AVIATION MUSEUM FOUNDATION, INC,

Part II **Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) Section 512(b)(13) controlled entity? No
US NAVY 190 RADFORD BLVD PENSACOLA, FL 32508	FEDERAL GOVERNMENT UNIT	FLORIDA	GOVERNMENT	US GOVERNMENT	US NAVY		X

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2023

Part III **Identification of Related Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) No

Part V **Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.		Yes	No
1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a		X
b Gift, grant, or capital contribution to related organization(s)	1b		X
c Gift, grant, or capital contribution from related organization(s)	1c		X
d Loans or loan guarantees to or for related organization(s)	1d		X
e Loans or loan guarantees by related organization(s)	1e		X
f Dividends from related organization(s)	1f		X
g Sale of assets to related organization(s)	1g		X
h Purchase of assets from related organization(s)	1h		X
i Exchange of assets with related organization(s)	1i		X
j Lease of facilities, equipment, or other assets to related organization(s)	1j		X
k Lease of facilities, equipment, or other assets from related organization(s)	1k		X
l Performance of services or membership or fundraising solicitations for related organization(s)	1l		X
m Performance of services or membership or fundraising solicitations by related organization(s)	1m		X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n		X
o Sharing of paid employees with related organization(s)	1o		X
p Reimbursement paid to related organization(s) for expenses	1p		X
q Reimbursement paid by related organization(s) for expenses	1q		X
r Other transfer of cash or property to related organization(s)	1r		X
s Other transfer of cash or property from related organization(s)	1s		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	**(b)** Transaction type (a-s)	**(c)** Amount involved	**(d)** Method of determining amount involved
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners sec. 501(c)(3) orgs.? Yes	(e) No	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

Form **8868**
(Rev. January 2024)

Department of the Treasury
Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return or Excise Taxes Related to Employee Benefit Plans

File a separate application for each return.
Go to www.irs.gov/Form8868 for the latest information.

OMB No. 1545-0047

Electronic filing (e-file). You can electronically file Form 8868 to request up to a 6-month extension of time to file any of the forms listed below except for Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts. An extension request for Form 8870 must be sent to the IRS in a paper format (see instructions). For more details on the electronic filing of Form 8868, visit www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Part I - Identification

Type or Print

File by the due date for filing your return. See instructions.

Name of exempt organization, employer, or other filer, see instructions.
NAVAL AVIATION MUSEUM FOUNDATION, INC.

Taxpayer identification number (TIN)
59-6178237

Number, street, and room or suite no. If a P.O. box, see instructions.
POST OFFICE BOX 33104

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
PENSACOLA, FL 32508

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 4720 (other than individual)	09
Form 4720 (individual)	03	Form 5227	10
Form 990-PF	04	Form 6069	11
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 8870	12
Form 990-T (trust other than above)	06	Form 5330 (individual)	13
Form 990-T (corporation)	07	Form 5330 (other than individual)	14
Form 1041-A	08		

- After you enter your Return Code, complete either Part II or Part III. Part III, including signature, is applicable only for an extension of time to file Form 5330.
- If this application is for an extension of time to file Form 5330, you must enter the following information.

Plan Name _____
Plan Number _____
Plan Year Ending (MM/DD/YYYY)

Part II - Automatic Extension of Time To File for Exempt Organizations (see instructions)

The books are in the care of MICHAEL D. HAMPTON
1750 RADFORD BLVD, STE B - PENSACOLA, FL 32508

Telephone No. 850-453-2389 Fax No. _____

- If the organization does not have an office or place of business in the United States, check this box ..... ☐
- If this is for a Group Return, enter the organization's four-digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ..... ☐. If it is for part of the group, check this box ..... ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until NOVEMBER 15, 20 24, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
☒ calendar year 20 23 or
☐ tax year beginning _____, 20 _____, and ending _____, 20 _____

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$	0.
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$	0.
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$	0.

For Privacy Act and Paperwork Reduction Act Notice, see instructions. Form **8868** (Rev. 1-2024)

LHA 323841 12-22-23

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS e-file Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning _____ , 2022, and ending _____ , 20 ___

Do not send to the IRS. Keep for your records.
Go to www.irs.gov/Form8879TE for the latest information.

OMB No. 1545-0047

2022

Name of filer
NAVAL AVIATION MUSEUM FOUNDATION, INC.

EIN or SSN
59-6178237

Name and title of officer or person subject to tax REAR ADMIRAL KYLE COZAD USN RET
PRESIDENT/CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	[X]	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	9,704,993.
2a	**Form 990-EZ** check here	[ ]	**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here	[ ]	**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here	[ ]	**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here	[ ]	**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here	[ ]	**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here	[ ]	**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here	[ ]	**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here	[ ]	**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here	[ ]	**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____ , (EIN) _____ and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize SALTMARSH, CLEAVELAND AND GUND to enter my PIN 89853
ERO firm name **Enter five numbers, but do not enter all zeros**

as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax Mike Hampton Date **10/20/2023**

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 56429910071
Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature ALLISON JONES, CPA Date 10/20/23

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

SALTMARSH, CLEAVELAND AND GUND
900 NORTH 12TH AVENUE
PENSACOLA, FL 32501

NAVAL AVIATION MUSEUM FOUNDATION, INC.
POST OFFICE BOX 33104
PENSACOLA, FL 32508

Saltmarsh
Saltmarsh, Cleaveland & Gund
CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

October 20, 2023

Naval Aviation Museum Foundation, Inc.
Post Office Box 33104
Pensacola, FL 32508

Dear Naval Aviation Museum Foundation,

Enclosed is the organization's 2022 Exempt Organization return.

The instructions for filing are attached to your copy of the return.

We prepared return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Sincerely,

Allison Jones, CPA

TAX RETURN FILING INSTRUCTIONS

FORM 990

FOR THE YEAR ENDING

December 31, 2022

Prepared For:

Naval Aviation Museum Foundation, Inc.
Post Office Box 33104
Pensacola, FL 32508

Prepared By:

Saltmarsh, Cleaveland and Gund
900 North 12th Avenue
Pensacola, FL 32501

Amount Due or Refund:

Not applicable

Make Check Payable To:

Not applicable

Mail Tax Return and Check (if applicable) To:

Not applicable

Return Must be Mailed On or Before:

Not applicable

Special Instructions:

This return has qualified for electronic filing. After you have reviewed the return for completeness and accuracy, please sign, date and return Form 8879-TE to our office. We will transmit the return electronically to the IRS and no further action is required. Return Form 8879-TE to us by November 15, 2023

Federal regulations require that an exempt organization make its annual returns for the past three years and its exemption application, along with all supporting documentation, available for public inspection at the organization's principal place of business during normal business hours. In addition, an organization must provide a copy of this information to any person who makes a request for such documents in person or in writing. The IRS may impose a penalty for willful failure to allow public inspection or to provide copies. Please contact us if you have any questions regarding disclosure regulations.

Form **8868**
(Rev. January 2022)

Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

▶ **File a separate application for each return.**
▶ **Go to www.irs.gov/Form8868 for the latest information.**

OMB No. 1545-0047

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.*

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print	Name of exempt organization or other filer, see instructions.	Taxpayer identification number (TIN)
File by the due date for filing your return. See instructions.	NAVAL AVIATION MUSEUM FOUNDATION, INC.	59-6178237
	Number, street, and room or suite no. If a P.O. box, see instructions. POST OFFICE BOX 33104	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. PENSACOLA, FL 32508	

Enter the Return Code for the return that this application is for (file a separate application for each return) 0 1

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ▶ MICHAEL D. HAMPTON
1750 RADFORD BLVD, STE B - PENSACOLA, FL 32508

Telephone No. ▶ 850-453-2389 Fax No. ▶

- If the organization does not have an office or place of business in the United States, check this box ..... ▶ ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ▶ ☐. If it is for part of the group, check this box ▶ ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until NOVEMBER 15, 2023, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
▶ ☒ calendar year 2022 or
▶ ☐ tax year beginning _____, and ending _____.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return
☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$	0.
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$	0.
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$	0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

EXTENDED TO NOVEMBER 15, 2023

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning **and ending**

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.
Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
POST OFFICE BOX 33104

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32508

F Name and address of principal officer: REAR ADMIRAL KYLE COZAD, 1750 RADFORD BLVD, STE B, PENSACOLA, FL 325

D Employer identification number
59-6178237

E Telephone number
850-453-2389

G Gross receipts $ 26,394,913.

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

H(c) Group exemption number

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.NAVALAVIATIONFOUNDATION.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1966 **M** State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: TO BE THE BEST IN THE WORLD, A SELF-SUSTAINING FOUNDATION THAT ENGAGES AND EDUCATES THE PUBLIC BY

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	11
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	10
5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	167
6	Total number of volunteers (estimate if necessary)	6	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	9,777,539.	5,441,749.
9	Program service revenue (Part VIII, line 2g)	226,378.	2,348,486.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,899,163.	607,019.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	393,579.	1,307,739.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	12,296,659.	9,704,993.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	593,013.	498,220.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) 724,400.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	4,652,192.	7,655,139.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	5,245,205.	8,153,359.
19	Revenue less expenses. Subtract line 18 from line 12	7,051,454.	1,551,634.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	33,055,724.	29,041,926.
21	Total liabilities (Part X, line 26)	2,294,917.	1,163,409.
22	Net assets or fund balances. Subtract line 21 from line 20	30,760,807.	27,878,517.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer Date
REAR ADMIRAL KYLE COZAD, USN (RET), PRESIDENT/CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check if self-employed	PTIN
ALLISON JONES, CPA	ALLISON JONES, CPA	10/20/23	☐	P02434475

Firm's name SALTMARSH, CLEAVELAND AND GUND Firm's EIN 59-2922169
Firm's address 900 NORTH 12TH AVENUE PENSACOLA, FL 32501 Phone no. 850-435-8300

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:
TO BE THE BEST IN THE WORLD, A SELF-SUSTAINING FOUNDATION THAT ENGAGES AND EDUCATES THE PUBLIC BY SUPPORTING AND PROMOTING THE NATIONAL NAVAL AVIATION MUSEUM EXPERIENCE, NAVAL AVIATION AND AVIATION-INSPRIED EDUCATIONAL PROGRAMS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 4,136,554. including grants of $) (Revenue $ 4,603,104.)
NATIONAL FLIGHT ACADEMY UTILIZES NAVAL AVIATION EXPERIENCES AND CONCEPTS TO MOTIVATE YOUNG PEOPLE TO PURSUE THE STUDY OF SCIENCE, TECHNOLOGY, ENGINEERING, MATHMATICS AND AVIATION IN ORDER TO PURSUE CAREERS IN TECHNICAL FIELDS.

4b (Code:) (Expenses $ 2,567,274. including grants of $) (Revenue $ 5,441,749.)
MUSEUM SUPPORT-CONTRIBUTES TO THE DEVELOPMENT OF EXHIBITS, INCLUDING ARTIFACT REWORK AND MAINTENANCE, AND TO MUSEUM OPERATIONAL REQUIREMENTS.

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 6,703,828.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10	X	
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b	X	
c	Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18	X	
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	X	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33	X	
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34	X	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☒

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	10		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c X	

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return **2a** 167			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	**2b**	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	**3a**		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	**4a**		X
b	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	**5b**		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	**6a**		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	**7a**		X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	**7c**		X
d	If "Yes," indicate the number of Forms 8282 filed during the year **7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	**7e**		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	**7f**		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	**7g**		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	**7h**		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	**8**		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	**9b**		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 **10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders **11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year **12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	**13a**		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**			
c	Enter the amount of reserves on hand **13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	**14a**		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	**15**		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	**16**		X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	**17**		

Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	11		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	10		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed AL,AZ,AR,CT,FL,GA,KS,KY,ID,IL,MS,OH

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

[X] Own website [ ] Another's website [X] Upon request [ ] Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) REAR ADMIRAL KYLE J COZAD, USN	40.00									
PRESIDENT/CEO		X		X				236,806.	0.	0.
(2) CINDY MCCALIP	40.00									
VICE PRESIDENT				X				176,040.	0.	0.
(3) WILLIAM BOWERS	40.00									
EXECUTIVE VICE PRESIDENT/C							X	142,854.	0.	0.
(4) MICHAEL D HAMPTON	40.00									
CFO & TREASURER				X				85,374.	0.	0.
(5) VADM DAVID BUSS, USN (RET)	1.00									
CHAIRMAN		X		X				0.	0.	0.
(6) VADM ROBIN BRAUN, USN (RET)	1.00									
VICE CHAIRMAIN		X		X				0.	0.	0.
(7) DANIEL P GILLIAN	1.00									
DIRECTOR		X						0.	0.	0.
(8) PAUL WOOD	1.00									
DIRECTOR		X						0.	0.	0.
(9) ADMIRAL BILL MORAN, USN (RET)	1.00									
DIRECTOR		X						0.	0.	0.
(10) STEVE O'BRYAN	1.00									
DIRECTOR		X						0.	0.	0.
(11) CDR SARAH C RHOADS, USN (RET)	1.00									
DIRECTOR		X						0.	0.	0.
(12) JAY J RYAN	1.00									
DIRECTOR		X						0.	0.	0.
(13) O. LEWIS HUMPHREY	1.00									
DIRECTOR		X						0.	0.	0.
(14) LT GN KENNETH J GLUECK, USMC (R	1.00									
DIRECTOR		X						0.	0.	0.

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Subtotal								641,074.	0.	0.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								641,074.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 3

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3	X	
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a				
	b	Membership dues	1b	103,309.			
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e	2,010,597.			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	3,327,843.			
	g	Noncash contributions included in lines 1a-1f	1g	$			
	h	**Total.** Add lines 1a-1f			5,441,749.		
Program Service Revenue			Business Code				
	2a	FLIGHT ACADEMY	900099	2,157,690.	2,157,690.		
	b	SIMULATORS AND THEATERS	900099	190,796.	190,796.		
	c						
	d						
	e						
	f	All other program service revenue					
	g	**Total.** Add lines 2a-2f			2,348,486.		
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		306,502.			306,502.
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
			(i) Real	(ii) Personal			
	6a	Gross rents 6a					
	b	Less: rental expenses 6b					
	c	Rental income or (loss) 6c					
	d	Net rental income or (loss)					
			(i) Securities	(ii) Other			
	7a	Gross amount from sales of assets other than inventory 7a	15,762,357.				
	b	Less: cost or other basis and sales expenses 7b	15,461,840.				
	c	Gain or (loss) 7c	300,517.				
	d	Net gain or (loss)			300,517.		300,517.
	8a	Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 8a		245,501.			
	b	Less: direct expenses 8b		160,011.			
	c	Net income or (loss) from fundraising events			85,490.		85,490.
	9a	Gross income from gaming activities. See Part IV, line 19 9a					
	b	Less: direct expenses 9b					
	c	Net income or (loss) from gaming activities					
	10a	Gross sales of inventory, less returns and allowances 10a		2,254,618.			
	b	Less: cost of goods sold 10b		1,068,069.			
	c	Net income or (loss) from sales of inventory			1,186,549.		1186549.
Miscellaneous Revenue			Business Code				
	11a	MISCELLANEOUS INCOME	900099	35,700.			35,700.
	b						
	c						
	d	All other revenue					
	e	**Total.** Add lines 11a-11d			35,700.		
	12	**Total revenue.** See instructions		9,704,993.	2,348,486.	0.	1914758.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	498,220.	423,487.	29,892.	44,841.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	73,500.	44,500.	29,000.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	359,835.	119,204.	13.	240,618.
12 Advertising and promotion	258,870.	164,623.		94,247.
13 Office expenses	157,949.	122,932.	22,525.	12,492.
14 Information technology	171,008.	82,348.	63,560.	25,100.
15 Royalties				
16 Occupancy	129,231.	124,102.	5,042.	87.
17 Travel	47,535.	12,876.	13,074.	21,585.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	10,590.	10,590.		
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	693,503.	370,225.	323,278.	
23 Insurance	196,031.	144,436.	50,708.	887.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a LEASED EMPLOYEES	2,698,951.	2,297,445.	158,973.	242,533.
b DIRECT COSTS	2,301,046.	2,300,504.		542.
c OTHER	235,757.	167,080.	28,963.	39,714.
d REPAIRS AND MAINTENANCE	212,200.	210,343.	103.	1,754.
e All other expenses	109,133.	109,133.		
25 **Total functional expenses.** Add lines 1 through 24e	8,153,359.	6,703,828.	725,131.	724,400.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing		2,401,874.	1	1,751,675.
	2	Savings and temporary cash investments			2	
	3	Pledges and grants receivable, net		106,478.	3	11,000.
	4	Accounts receivable, net		5,047.	4	952,398.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use		756,020.	8	614,835.
	9	Prepaid expenses and deferred charges		59,235.	9	47,262.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 16,680,856.			
	b	Less: accumulated depreciation	10b 12,785,049.	2,817,215.	10c	3,895,807.
	11	Investments - publicly traded securities			11	
	12	Investments - other securities. See Part IV, line 11		26,909,855.	12	21,768,949.
	13	Investments - program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11			15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		33,055,724.	16	29,041,926.
Liabilities	17	Accounts payable and accrued expenses		472,490.	17	765,351.
	18	Grants payable			18	
	19	Deferred revenue		1,348,035.	19	175,560.
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties		474,392.	23	222,498.
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			25	
	26	**Total liabilities.** Add lines 17 through 25		2,294,917.	26	1,163,409.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		14,380,048.	27	13,283,168.
	28	Net assets with donor restrictions		16,380,759.	28	14,595,349.
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		30,760,807.	32	27,878,517.
	33	Total liabilities and net assets/fund balances		33,055,724.	33	29,041,926.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI X

1	Total revenue (must equal Part VIII, column (A), line 12)	1	9,704,993.
2	Total expenses (must equal Part IX, column (A), line 25)	2	8,153,359.
3	Revenue less expenses. Subtract line 2 from line 1	3	1,551,634.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	30,760,807.
5	Net unrealized gains (losses) on investments	5	-4,184,901.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	-249,023.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	27,878,517.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII .....

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number
59-6178237

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
12 ☒ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
c ☒ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
f Enter the number of supported organizations 1
g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
U.S. NAVY	31-1575142	6	X		0.	0.
Total					0.	0.

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4.						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions) 12

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2022 (line 6, column (f), divided by line 11, column (f)) 14 %

15 Public support percentage from 2021 Schedule A, Part II, line 14 15 %

16a **33 1/3% support test - 2022.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support test - 2021.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10% -facts-and-circumstances test - 2022.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10% -facts-and-circumstances test - 2021.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2021 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2022** (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from **2021** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests - 2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests - 2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* **Part VI** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1	X	
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* **Part VI** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		X
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		X
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* **Part VI** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* **Part VI** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		X
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* **Part VI** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* **Part VI** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* **Part VI,** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		X
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* **Part VI.**	6		X
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		X
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		X
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* **Part VI.**	9a		X
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* **Part VI.**	9b		X
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* **Part VI.**	9c		X
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		X
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		X
b	A family member of a person described on line 11a above?	11b		X
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* **Part VI.**	11c		X

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* **Part VI** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* **Part VI** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* **Part VI** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		X
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* **Part VI** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		X
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* **Part VI** *the role the organization's supported organizations played in this regard.*	3		X

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* **(see instructions).**

a ☐ The organization satisfied the Activities Test. *Complete* **line 2** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* **line 3** *below.*

c ☒ The organization supported a governmental entity. *Describe in* **Part VI** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. **Answer lines 2a and 2b below.**			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* **Part VI identify those supported organizations and explain** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* **Part VI** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. **Answer lines 3a and 3b below.**			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No" provide details in* **Part VI.**	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* **Part VI** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in* **Part VI**). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors (*explain in detail in* **Part VI**):			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C - Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions		**Current Year**
1 Amounts paid to supported organizations to accomplish exempt purposes	**1**	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	**2**	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	**3**	
4 Amounts paid to acquire exempt-use assets	**4**	
5 Qualified set-aside amounts (prior IRS approval required - *provide details in* **Part VI**)	**5**	
6 Other distributions (*describe in* **Part VI**). See instructions.	**6**	
7 **Total annual distributions.** Add lines 1 through 6.	**7**	
8 Distributions to attentive supported organizations to which the organization is responsive (*provide details in* **Part VI**). See instructions.	**8**	
9 Distributable amount for 2022 from Section C, line 6	**9**	
10 Line 8 amount divided by line 9 amount	**10**	

Section E - Distribution Allocations (see instructions)	**(i)** **Excess Distributions**	**(ii)** **Underdistributions Pre-2022**	**(iii)** **Distributable Amount for 2022**
1 Distributable amount for 2022 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2022 (reasonable cause required - *explain in* **Part VI**). See instructions.			
3 Excess distributions carryover, if any, to 2022			
a From 2017			
b From 2018			
c From 2019			
d From 2020			
e From 2021			
f **Total** of lines 3a through 3e			
g Applied to underdistributions of prior years			
h Applied to 2022 distributable amount			
i Carryover from 2017 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2022 from Section D, line 7: $			
a Applied to underdistributions of prior years			
b Applied to 2022 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* **Part VI.** See instructions.			
6 Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* **Part VI**. See instructions.			
7 **Excess distributions carryover to 2023.** Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2018			
b Excess from 2019			
c Excess from 2020			
d Excess from 2021			
e Excess from 2022			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE A, SECTION D, LINE 2

THE U.S. NAVY OWNS THE NAVAL AVIATION MUSEUM. THE NAVAL AVIATION MUSEUM FOUNDATION'S SOLE PURPOSE IS TO FUND EXHIBITS AND SUPPORT THE MISSION OF THE MUSEUM, WHICH INCLUDES YOUTH AND ADULT EDUCATION PROGRAMS.

SCHEDULE A, SECTION E, LINE 1C

THE U.S. NAVY OWNS THE NAVAL AVIATION MUSEUM. THE NAVAL AVIATION MUSEUM FOUNDATION'S SOLE PURPOSE IS TO FUND EXHIBITS AND SUPPORT THE MISSION OF THE MUSEUM, WHICH INCLUDES YOUTH AND ADULT EDUCATION PROGRAMS.

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2022

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☒ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	NORTHROP GRUMMAN CORPORATION 8710 FREEPORT PKWY SUITE 200 IRVING, TX 75063	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	THE JOHN J & MARY R SCHIFF FOUNDATION PO BOX 145496 CINCINNATI, OH 45250	$ 100,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	ANDREW C TAYLOR 1147 LOG CABIN LN SAINT LOUIS, MO 63124	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	JAMES M ZORTMAN 1010 E AVE CORONADO, CA 92118	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	FRANK L BOUSHEE 4867 KING RICHARD RD JACKSONVILLE, FL 32210	$ 95,676.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	ROBERT KRAHE JR 7618 CABIN RD CABIN JOHN, MN 20818	$ 40,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	PAUL WOOD 1155 LAKE HOUSE DR NORTH PALM BEACH, FL 33408	$ 25,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	ESCAMBIA COUNTY BOARD OF COUNTY COMMISSIONERS 30 E TEXAR DR PENSACOLA, FL 32503	$ 12,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	CONRAD HILTON FOUNDATION 1 DOLE DRIVE WESTLAKE VILLAGE, CA 91362	$ 125,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	FEDEX CORPORATION 3865 AIRWAYS BLVD, F 2ND FLOOR MEMPHIS, TN 38116	$ 208,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
11	HUNTINGTON INGALLS INDUSTRIES 4101 WASHINGTON AVENUE NEWPORT NEWS, VA 23607	$ 35,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
12	PRATT & WHITNEY MILITARY ENGINES 11837 ROCK LANDING DR. STE 203 NEWPORT NEWS, VA 23606	$ 122,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
13	ROBERT HOLLIS 8515 W 92ND ST OVERLAND PARK, KS 66212	$ 24,365.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
14	ROBERT THOMAS 5830 DAHOON DR PENSACOLA, FL 32526	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
15	ROGER BURNELL 14855 W 58TH PLACE GOLDEN, CO 80403	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
16	THE BOEING COMPANY PO BOX 516 SAINT LOUIS, MO 63166	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
17	ANNE MAYO 149 LEPLANT DR GULF BREEZE, FL 32516	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
18	ARTHUR MILTENBERGER 503 DARLINGTON RD LIGONIER, PA 15658	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
19	ASHLEY FURNITURE INDUSTRIES 1 ASHLEY WAY ARCADIA, WI 54612	$ 31,250.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
20	BLACKHAWK FLIGHT FOUNDATION 300 OAK ISLAND DR MANDEVILLE, LA 70448	$ 10,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
21	BLUE SKY FOUNDATION 1469 WICKS RD THREE LAKES, WI 54562	$ 40,705.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
22	BUD DAY FLIGHT #61 PO BOX 122 FORT WALTON BEACH, FL 32549	$ 7,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
23	CHARLES GLASSCOCK 920 PIERREMONT SUITE 210 SHREVEPORT, LA 71106	$ 12,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
24	CHARLES REESE 460 RIOLA PLACE PENSACOLA, FL 32506	$ 7,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
25	CHARLES SCRIVNER 11201 E STATE ROUTE 150 KANSAS CITY, MO 64149	$ 82,304.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
26	COAST GUARD MUTUAL ASSISTANCE 1005 N GLEBE ROAD, SUITE 220 ARLINGTON, VA 22201	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
27	EDWARD GORTON 1558 WATERFORD DRIVE VENICE, FL 34292	$ 34,200.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
28	ELLSWORTH SAMMET 2 WALCHENBACH CIRCLE PITTSFIELD, MA 01201	$ 82,557.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
29	ERIK RIGLER HC66 BOX 263 MOUNTAINAIR, NM 87036	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
30	FERDINAND STENT 1846 CHARTWELL TRACE STONE MOUNTAIN, GA 30087	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
31	FHWA IDAHO TRANSPORTATION 11331 WEST CHINDEN BLVD BOISE, ID 83714	$ 15,822.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
32	FLORIDA CAPITAL BANK 10151 DEERWOOD PARK BLVD, BLDG 100 SUITE 200 JACKSONVILLE, FL 32256	$ 75,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
33	FLORIDA POWER & LIGHT 1 ENERGY PLACE PENSACOLA, FL 32520	$ 55,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
34	FRANKLYN CUTRONE 8509 PUNTA LORA PENSACOLA, FL 32514	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
35	FRIENDS OF FERNANDINA AVIATION, INC PO BOX 15561 FERNANDINA BEACH, FL 32035	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
36	GATHERING OF EAGLES FOUNDATION PO BOX 1062 MONTGOMERY, AL 36101	$ 7,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
37	HARBORCREST INTERNATIONAL PO BOX 1101 DARIEN, CT 06820	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
38	INNISFREE HOTELS 113 BAYBRIDGE PROFESSIONAL PARK GULF BREEZE, FL 32561	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
39	J. MICHAEL DENKLER 10091 ROOKERY RD PENSACOLA, FL 32507	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
40	JAMES ADAMS 9 AUDUBON PLACE FAIRHOPE, AL 36532	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
41	JAY RYAN 36 COUNTRYSIDE LANE SAINT LOUIS, MO 63131	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
42	JIM JOHNSON 8903 WESTSIDE DRIVE PENSACOLA, FL 32514	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
43	JOHN LEE PO BOX 33104 PENSACOLA, FL 32508	$ 7,654.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
44	JOHN ROOSEN 7740 N COUNTY ROAD MENOMONIE, WI 54751	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
45	KAMAN CORPORATION 1332 BLUE HILLS AVE BLOOMFIELD, CT 06002	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
46	KYLE COZAD 8652 FOXTAIL LOOP PENSACOLA, FL 32526	$ 17,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
47	LEONARD JANKOWSKI 18810 37TH AVE N MINNEAPOLIS, MN 55446	$ 8,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
48	LEONARDO HELICOPTERS USA, INC. 2345 CRYSTAL DRIVE, SUITE 901 ARLINGTON, VA 22202	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
49	LOCKHEED MARTIN CORPORATION 6801 ROCKLEDGE DRIVE BETHESDA, MD 20817	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
50	LOCKHEED MARTIN GOVERNMENT AFFAIRS 2121 CRYSTAL DRIVE SUITE 100 ARLINGTON, VA 22202	$ 30,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
51	WILLIAM SCHULTZ 222 CHERWELL CT WILLIAMSBURG, VA 23188	$ 6,500.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
52	LTJG RAYMOND W HEEMSTRA 3011 COVENTRY DRIVE BAY CITY, MI 48706	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
53	MATIAS DUARTE 12165 HILLTOP DRIVE LOS ALTOS HILLS, CA 94024	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
54	MCKEON GROUP 675 N WASHINGTON STREET SUITE 340 ALEXANDRIA, VA 22314	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
55	MICHAEL EARLEY 99 SE MIZNER BLVD., APT. 429 BOCA RATON, FL 33432	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
56	NAVY MUTUAL 29 CARPENTER ROAD ARLINGTON, VA 22204	$ 50,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
57	NORTHEAST ACADEMY FOR AEROSPACE AND ADVANCED TECHNOLOGIES 1413 W EHRINGHAUS ST ELIZABETH CITY, NC 27909	$ 12,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
58	NORTHVIEW HS ROTC 4100 W HWY 4 BRATT, FL 32535	$ 5,225.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
59	RAY WITTER 697 FOREST LAIR TALLAHASSEE, FL 32312	$ 16,349.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
60	RICHARD SUGDEN PO BOX 2468 JACKSON, WY 83001	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
61	ROBERT RIVERS 415 IVEY DAY ROAD OXFORD, NC 27565	$ 15,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
62	RUSS AND TRICIA STROMBERG FAMILY FOUNDATION PO BOX 177 EAGLE, ID 83616	$ 6,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
63	RUSS BARTLETT 700 BLOOMFIELD AVENUE, APT. 119 BLOOMFIELD, CT 06002	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
64	SARA HIERN PO BOX 994 SHANNON, GA 30172	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
65	THE VERTEX COMPANY 555 INDUSTRIAL DRIVE S MADISON, MS 39110	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
66	THOMAS KAISER 3205 TIPLADY ROAD PINCKNEY, MI 48169	$ 1,336,832.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization | Employer identification number

NAVAL AVIATION MUSEUM FOUNDATION, INC. | 59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
67	U.S. NAVY HURRICANE HUNTERS, INC. 1192 CROSSWINDS DRIVE GREEN COVE SPRINGS, FL 32043	$ 18,700.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
68	UNIVERSITY OF WEST FLORIDA 11000 UNIVERSITY PKWY PENSACOLA, FL 32514	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
69	US NAVAL SEA CADETS 2030 WILSON BLVD ARLINGTON, VA 22201	$ 95,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
70	VAW/VRC FOUNDATION PO BOX 33104 PENSACOLA, FL 32508	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
71	VISIT PENSACOLA 1401 E GREGORY ST PENSACOLA, FL 32502	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
72	WILLIAM DUMAS 7205 CAPTAIN KIDD REEF PENSACOLA, FL 32507	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
73	WILLIAM BEARD 189 GOLDEN WAY PROSPERITY, SC 29127	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
74	PEN AIR FEDERAL CREDIT UNION 1495 E NINE MILE ROAD PENSACOLA, FL 32514	$ 34,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) $

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization
NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number
59-6178237

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after July 25,2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	11,180,759.	9,604,846.	9,194,971.	8,050,184.	9,070,210.
b Contributions	349,344.	908,336.	176,495.	141,850.	102,242.
c Net investment earnings, gains, and losses	-1,406,393.	1,016,588.	800,032.	2,130,099.	-786,538.
d Grants or scholarships					
e Other expenditures for facilities and programs	728,361.	349,011.	566,652.	1,127,162.	296,408.
f Administrative expenses					39,322.
g End of year balance	9,395,349.	11,180,759.	9,604,846.	9,194,971.	8,050,184.

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____ %
b Permanent endowment 86.0000 %
c Term endowment 14.0000 %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		X
(ii) Related organizations	3a(ii)		X
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		4,853,387.	3,719,880.	1,133,507.
d Equipment		7,429,739.	5,694,527.	1,735,212.
e Other		4,397,730.	3,370,642.	1,027,088.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)*				3,895,807.

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) EQUITIES AND MUTUAL FUNDS	18,951,718.	END-OF-YEAR MARKET VALUE
(B) MCCARTHY TRUST	1,151,499.	END-OF-YEAR MARKET VALUE
(C) CERTIFICATES OF DEPOSIT	106,820.	END-OF-YEAR MARKET VALUE
(D) ANNUITIES	1,558,912.	END-OF-YEAR MARKET VALUE
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.)	21,768,949.	

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.)		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)*	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	6,499,146.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	-4,184,901.		
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d	979,054.		
e	Add lines **2a** through **2d**			2e	-3,205,847.
3	Subtract line **2e** from line **1**			3	9,704,993.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	9,704,993.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	9,381,439.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d	1,228,080.		
e	Add lines **2a** through **2d**			2e	1,228,080.
3	Subtract line **2e** from line **1**			3	8,153,359.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	8,153,359.

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

INCREASE IN INTEREST IN PERPETUAL TRUST	-249,026.
COGS	1,068,069.
SPECIAL EVENT EXPENSES	160,011.
TOTAL TO SCHEDULE D, PART XI, LINE 2D	979,054.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

COGS	1,068,069.
SPECIAL EVENT EXPENSES	160,011.
TOTAL TO SCHEDULE D, PART XII, LINE 2D	1,228,080.

PART X, LINE 2:

Part XIII Supplemental Information *(continued)*

THE INTERNAL REVENUE SERVICE HAS DETERMINED THE FOUNDATION TO BE EXEMPT FROM FEDERAL INCOME TAX UNDER SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE. THE FOUNDATION HAS BEEN CLASSIFIED AS A PUBLICLY SUPPORTED ORGANIZATION, WHICH IS NOT A PRIVATE ORGANIZATION UNDER SECTION 509(A) OF THE CODE. THE FOUNDATION IS NOT AWARE OF ANY UNCERTAIN TAX POSITIONS THAT WOULD REQUIRE DISCLOSURE OR ACCRUAL IN ACCORDANCE WITH GAAP.

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

Attach to Form 990 or Form 990-EZ.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- **a** ☐ Mail solicitations
- **b** ☐ Internet and email solicitations
- **c** ☐ Phone solicitations
- **d** ☐ In-person solicitations
- **e** ☐ Solicitation of non-government grants
- **f** ☐ Solicitation of government grants
- **g** ☐ Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	**(ii)** Activity	**(iii)** Did fundraiser have custody or control of contributions?		**(iv)** Gross receipts from activity	**(v)** Amount paid to (or retained by) fundraiser listed in col. **(i)**	**(vi)** Amount paid to (or retained by) organization
		Yes	**No**			
Total						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II **Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		GALA	SYMPOSIUM	2	
		(event type)	(event type)	(total number)	
Revenue	1 Gross receipts	144,775.	67,056.	33,670.	245,501.
	2 Less: Contributions				
	3 Gross income (line 1 minus line 2)	144,775.	67,056.	33,670.	245,501.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses	75,714.	36,982.	47,315.	160,011.
	10 Direct expense summary. Add lines 4 through 9 in column (d)				160,011.
	11 Net income summary. Subtract line 10 from line 3, column (d)				85,490.

Part III **Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities: _____

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," explain: _____

11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No

13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	**13a**	%
b An outside facility	**13b**	%

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name

Address

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

b If "Yes," enter the amount of gaming revenue received by the organization $ _____ and the amount of gaming revenue retained by the third party $ _____

c If "Yes," enter name and address of the third party:

Name

Address

16 Gaming manager information:

Name

Gaming manager compensation $ _____

Description of services provided

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year $

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

Part IV **Supplemental Information** *(continued)*

SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	☐ First-class or charter travel	☐ Housing allowance or residence for personal use		
	☐ Travel for companions	☐ Payments for business use of personal residence		
	☐ Tax indemnification and gross-up payments	☐ Health or social club dues or initiation fees		
	☐ Discretionary spending account	☐ Personal services (such as maid, chauffeur, chef)		
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	**1b**		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?	**2**		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.			
	☒ Compensation committee	☐ Written employment contract		
	☐ Independent compensation consultant	☐ Compensation survey or study		
	☐ Form 990 of other organizations	☒ Approval by the board or compensation committee		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	**4a**		X
b	Participate in or receive payment from a supplemental nonqualified retirement plan?	**4b**		X
c	Participate in or receive payment from an equity-based compensation arrangement?	**4c**		X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	**5a**		X
b	Any related organization?	**5b**		X
	If "Yes" on line 5a or 5b, describe in Part III.			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	**6a**		X
b	Any related organization?	**6b**		X
	If "Yes" on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III	**7**		X
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	**8**		X
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	**9**		

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) REAR ADMIRAL KYLE J COZAD, USN	(i)	236,806.	0.	0.	0.	0.	236,806.	0.
PRESIDENT/CEO	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) CINDY MCCALIP	(i)	176,040.	0.	0.	0.	0.	176,040.	0.
VICE PRESIDENT	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) WILLIAM BOWERS	(i)	142,854.	0.	0.	0.	0.	142,854.	0.
EXECUTIVE VICE PRESIDENT/C	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
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	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

SUPPORTING AND PROMOTING THE NATIONAL NAVAL AVIATION EXPERIENCE, NAVAL AVIATION AND AVIATION-INSPIRED EDUCATIONAL PROGRAMS.

FORM 990, PART VI, SECTION B, LINE 11B:

THE BOARD DELEGATES THE REVIEW OF THE 990 TO THE AUDIT COMMITTEE. THE BOARD IS INFORMED THE 990 IS AVAILABLE FOR REVIEW AT THEIR DISCRETION.

LINE2B

THE ORGANIZATION USES A P.E.O. FOR PAYROLL SERVICES, LANDRUM PROFESSIONAL EMPLOYER SERVICES INC. EIN #59-23459565

FORM 990, PART VI, SECTION B, LINE 12C:

CORPORATE SECRETARY ROUTINELY REVIEWS POTENTIAL CONFLICTS OF INTEREST. IN THE EVENT THERE IS A CONFLICT OF INTEREST DETERMINED TO EXIST, IT IS THEN CIRCULATED TO THE BOARD.

FORM 990, PART VI, SECTION B, LINE 15:

CFO AND BOARD VICE CHAIRMAN SET CEO COMPENSATION USING COMPARABLE DATA AND CONTEMPORANEOUS SUBSTANTIATION.

FORM 990, PART VI, SECTION C, LINE 19:

ON FILE WITH THE STATE AND AVAILABLE UPON REQUEST FROM THE FOUNDATION.

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

Name of the organization: NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number: 59-6178237

INCREASE IN INTEREST IN PERPETUAL TRUST AND POOLED INCOME FUND	-249,026.
ROUDING ADJUSTMENT	3.
TOTAL TO FORM 990, PART XI, LINE 9	-249,023.

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

NAVAL AVIATION MUSEUM FOUNDATION, INC.

Employer identification number

59-6178237

Part I **Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
NATIONAL FLIGHT ACADEMY, LLC - 59-6178237 1750 RADFORD BOULEVARD, STE B PENSACOLA, FL 32508	TO TEACH STEM CONCEPTS TO STUDENTS USING BOTH REAL AND VIRTUAL SETTINGS	FLORIDA	4,040,910.	2,277,214.	NAVAL AVIATION MUSEUM FOUNDATION, INC,

Part II **Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) Section 512(b)(13) controlled entity? No
US NAVY 190 RADFORD BLVD PENSACOLA, FL 32508	FEDERAL GOVERNMENT UNIT	FLORIDA	GOVERNMENT	US GOVERNMENT	US NAVY		X

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2022

232161 09-14-22 LHA

Part III **Identification of Related Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) No

Part V **Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.		Yes	No
1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a		X
b Gift, grant, or capital contribution to related organization(s)	1b		X
c Gift, grant, or capital contribution from related organization(s)	1c		X
d Loans or loan guarantees to or for related organization(s)	1d		X
e Loans or loan guarantees by related organization(s)	1e		X
f Dividends from related organization(s)	1f		X
g Sale of assets to related organization(s)	1g		X
h Purchase of assets from related organization(s)	1h		X
i Exchange of assets with related organization(s)	1i		X
j Lease of facilities, equipment, or other assets to related organization(s)	1j		X
k Lease of facilities, equipment, or other assets from related organization(s)	1k		X
l Performance of services or membership or fundraising solicitations for related organization(s)	1l		X
m Performance of services or membership or fundraising solicitations by related organization(s)	1m		X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n		X
o Sharing of paid employees with related organization(s)	1o		X
p Reimbursement paid to related organization(s) for expenses	1p		X
q Reimbursement paid by related organization(s) for expenses	1q		X
r Other transfer of cash or property to related organization(s)	1r		X
s Other transfer of cash or property from related organization(s)	1s		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of related organization	**(b)** Transaction type (a-s)	**(c)** Amount involved	**(d)** Method of determining amount involved
(1)			
(2)			
(3)			
(4)			
(5)			
(6)			

Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners sec. 501(c)(3) orgs.? Yes	(e) No	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS e-file Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning _____ , 2022, and ending _____ , 20 ___

Do not send to the IRS. Keep for your records.
Go to www.irs.gov/Form8879TE for the latest information.

OMB No. 1545-0047

2022

Name of filer
NAVAL AVIATION MUSEUM FOUNDATION, INC.

EIN or SSN
59-6178237

Name and title of officer or person subject to tax REAR ADMIRAL KYLE COZAD USN RET
PRESIDENT/CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	[X]	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	9,704,993.
2a	**Form 990-EZ** check here	[ ]	**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a	**Form 1120-POL** check here	[ ]	**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here	[ ]	**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here	[ ]	**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here	[ ]	**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here	[ ]	**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here	[ ]	**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here	[ ]	**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here	[ ]	**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____ , (EIN) _____ and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize SALTMARSH, CLEAVELAND AND GUND to enter my PIN 89853
ERO firm name **Enter five numbers, but do not enter all zeros**

as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax Date

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 56429910071
Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature ALLISON JONES, CPA Date 10/20/23

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

NAVAL AVIATION MUSEUM FOUNDATION, INC. AND SUBSIDIARY

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2023 AND 2022

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2023 AND 2022

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Naval Aviation Museum Foundation, Inc. and Subsidiary

Opinion

We have audited the accompanying consolidated financial statements of the Naval Aviation Museum Foundation, Inc. and Subsidiary (the "Foundation") (a nonprofit corporation), which comprise the consolidated statements of financial position as of December 31, 2023 and 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Foundation, as of December 31, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

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

To the Board of Directors
Naval Aviation Museum Foundation, Inc. and Subsidiary

Supplementary Information

Our audits was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of state financial assistance, as required by Chapter 10.650, Rules of the Auditor General, is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 18, 2024, on our consideration of the Foundation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the Foundation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Foundation's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
September 18, 2024

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2023 AND 2022
(In thousands of dollars)

ASSETS

	2023	(Restated) 2022
Current Assets:		
Cash and cash equivalents	$ 4,338	$ 1,752
Accounts receivable	942	952
Inventory	445	615
Prepaid expenses and other assets	173	58
Total current assets	5,898	3,377
Noncurrent Assets:		
Investments	23,869	20,617
Beneficial interest in perpetual trust	1,218	1,151
Property and equipment, net	3,265	4,065
Total other assets	28,352	25,833
Total Assets	$ 34,250	$ 29,210

LIABILITIES AND NET ASSETS

Current Liabilities:		
Accounts payable	$ 382	$ 295
Accrued wages and compensated absences	500	469
Current maturities of notes payable	19	170
Deferred revenue	134	176
Total current liabilities	1,035	1,110
Long-Term Liabilities:		
Notes payable, less current maturities	34	52
Total liabilities	1,069	1,162
Net Assets:		
Without donor restrictions	20,794	13,609
With donor restrictions	12,387	14,439
Total net assets	33,181	28,048
Total Liabilities and Net Assets	$ 34,250	$ 29,210

The accompanying notes are an integral
part of these consolidated financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022
(In thousands of dollars)

	2023			(Restated) 2022		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues and Other Support:						
Sales	$ 5,219	$ -	$ 5,219	$ 2,446	$ -	$ 2,446
Tuition	2,426	-	2,426	2,158	-	2,158
Contributions and memberships	2,089	336	2,425	2,990	349	3,339
Grants	1,925	-	1,925	2,102	-	2,102
Special events and other	230	-	230	282	-	282
Investment income	652	168	820	578	399	977
Investment gains (losses)	2,217	955	3,172	(2,842)	(1,713)	(4,555)
Gain (loss) on beneficial interest in perpetual trust	-	139	139	-	(249)	(249)
Net assets released from restrictions	3,650	(3,650)	-	728	(728)	-
Total revenue and other support	18,408	(2,052)	16,356	8,442	(1,942)	6,500
Expenses:						
Program services -						
Museum support	6,522	-	6,522	3,799	-	3,799
Education support	3,735	-	3,735	4,148	-	4,148
Total program services	10,257	-	10,257	7,947	-	7,947
Support services -						
Administration	395	-	395	402	-	402
Fundraising	571	-	571	864	-	864
Total support services	966	-	966	1,266	-	1,266
Total expenses	11,223	-	11,223	9,213	-	9,213
Change in Net Assets	7,185	(2,052)	5,133	(771)	(1,942)	(2,713)
Net Assets, Beginning of Year	13,609	14,439	28,048	14,380	16,381	30,761
Net Assets, End of Year	$ 20,794	$ 12,387	$ 33,181	$ 13,609	$ 14,439	$ 28,048

The accompanying notes are an integral
part of these consolidated financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022
(In thousands of dollars)

	2023				
	Program Services		Support Services		
	Museum Support	Education Support	Administrative	Fundraising	Total
Advertising and marketing	$ 319	$ 15	$ -	$ 29	$ 363
Bank, broker, and credit card charges	244	20	-	21	285
Depreciation and amortization	915	221	-	-	1,136
Direct costs/cost of sales	2,114	1,635	-	-	3,749
Event expense	-	7	-	39	46
Insurance	48	168	43	-	259
Interest expense	2	-	-	-	2
MIS support	84	32	39	17	172
Office supplies	196	9	26	8	239
Other expenses	40	113	16	60	229
Professional services	20	19	25	73	137
Repairs and maintenance	47	104	-	-	151
Museum projects	451	-	-	-	451
Salaries and benefits	1,834	1,026	227	324	3,411
Travel	52	1	4	-	57
Utilities and telephone	156	365	15	-	536
	$ 6,522	$ 3,735	$ 395	$ 571	$ 11,223

The accompanying notes are an integral
part of these consolidated financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022
(In thousands of dollars)

	(Restated) 2022				
	Program Services		Support Services		
	Museum Support	Education Support	Administrative	Fundraising	Total
Advertising and marketing	$ 140	$ 25	$ -	$ 94	$ 259
Bank, broker, and credit card charges	101	18	-	24	143
Depreciation and amortization	341	352	-	-	693
Direct costs/cost of sales	1,094	2,106	-	-	3,200
Event expense	-	-	-	160	160
Insurance	24	120	50	1	195
Interest expense	11	-	-	-	11
MIS support	79	3	64	25	171
Office supplies	117	12	23	9	161
Other expenses	37	128	29	40	234
Professional services	23	22	29	217	291
Repairs and maintenance	87	125	-	-	212
Museum projects	109	-	-	-	109
Salaries and benefits	1,658	1,063	189	287	3,197
Travel	25	3	13	7	48
Utilities and telephone	(47)	171	5	-	129
	$ 3,799	$ 4,148	$ 402	$ 864	$ 9,213

The accompanying notes are an integral
part of these consolidated financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022
(In thousands of dollars)

	2023	(Restated) 2022
Cash Flows From Operating Activities:		
Change in net assets	$ 5,133	$ (2,713)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Net realized and unrealized loss (gain) on investments	(3,172)	4,555
Changes in beneficial interest in perpetual trust	(67)	304
Depreciation	1,136	693
Changes in operating assets and liabilities -		
Inventory	170	141
Prepaid expenses and other assets	(115)	107
Accounts receivable	10	(947)
Accounts payable	87	152
Accrued wages and compensated absences	31	140
Deferred revenue	(42)	(1,172)
Net cash provided by operating activities	3,171	1,260
Cash Flows From Investing Activities:		
Purchase of property and equipment	(336)	(1,941)
Purchase of investments	(4,066)	(15,480)
Proceeds from sale of investments	3,986	15,763
Net cash used in investing activities	(416)	(1,658)
Cash Flows From Financing Activities:		
Principal payment on note payable	(169)	(252)
Net Increase (Decrease) in Cash and Cash Equivalents	2,586	(650)
Cash and Cash Equivalents at Beginning of Year	1,752	2,402
Cash and Cash Equivalents at End of Year	$ 4,338	$ 1,752
Supplemental Disclosure of Cash Flow Information:		
Cash paid for interest	$ 2	$ 11

The accompanying notes are an integral
part of these consolidated financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business Operations:

The Naval Aviation Museum Foundation, Inc. ("NAMF") was incorporated in Florida in 1966 as a nonprofit corporation. NAMF was organized to foster and perpetuate the National Naval Aviation Museum (the "Museum") as a medium of informing and educating the public about the important role of United States Naval Aviation; to inspire students undergoing naval flight training to complete training and become career officers; to serve as a philanthropic corporation in assisting the development and expansion of the facilities of the Museum; and to receive, hold, and administer gifts received from persons, other organizations, corporations, foundations, and philanthropies, in the best interest of NAMF.

NAMF further supports the Museum by providing funding and services which includes funding of Museum exhibits and displays, and services related to aircraft restoration, custodial, marketing activities, social media, library and other support activities. NAMF has also provided various program services within the Museum, such as the Giant Screen Theater (the "Theater"), MaxFlight and Motion Based Simulators, Flight Deck gift shop and Navalaviation.com. Proceeds from these programs are used to support NAMF and the Museum.

NAMF's wholly owned subsidiary, National Flight Academy, LLC ("NFA"), is an educational program, authorized but not endorsed or financially supported by the United States Navy. NFA is designed to address the serious concerns of declining Science, Technology, Engineering, and Math ("STEM") skills and standards in our country. The STEM concepts are taught using a hands-on approach in both real and virtual settings. NFA's mission is to inspire students who subsequently return to their parent schools and seek out the more challenging courses in STEM.

Principles of Consolidation:

The consolidated financial statements as of and for the year ended December 31, 2023 and 2022 include the accounts of NAMF and NFA. These entities are collectively referred to as "the Foundation."

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Museum Access Restrictions:

The Museum and the Foundation are located on Naval Air Station Pensacola ("NASP"). On December 6, 2019, a terrorist incident occurred on NASP. In response, the Navy rescinded a base public waiver, which in turn severely limited public access to the base, thereby drastically reducing the number of visitors to the Museum when compared to 2019 visitation. In addition, Coronavirus Disease 2019 ("COVID-19") became a pandemic in March 2020. The Museum was closed to all visitors from March 16 through September 15, 2020, when it reopened in a limited capacity to active-duty military and their dependents. NFA programs resumed in 2022; however, the Museum remained limited to active-duty military and their dependents. The estimated financial impact to NAMF was $3.4 million in lost operating revenues for 2022.

Effective May 1, 2023, the Under Secretary of the Navy (Installations and Energy) approved the proposed internal access check point waiver that restores access by the general public to the Museum.

Basis of Accounting:

The Foundation follows standards of accounting and financial reporting prescribed for nonprofit organizations in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The Foundation uses the accrual basis of accounting, which recognizes revenue when earned and expenses as incurred.

Basis of Presentation:

Under the provisions of generally accepted accounting principles, net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Net assets without donor restrictions - are not subject to donor-imposed stipulations. Board designated or appropriated amounts are legally unrestricted and are reported as part of net assets without donor restrictions.

Net assets with donor restrictions - are subject to donor-imposed stipulations that include time and/or purpose restrictions.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents:

For purposes of the consolidated statements of cash flows, the Foundation considers all highly liquid investments purchased within three months of maturity to be cash equivalents.

Unconditional Promises to Give:

Unconditional promises to give are stated in the consolidated statements of financial position at their estimated realizable value. The Foundation accounts for credit losses using the allowance method. Unconditional promises to give with due dates extending beyond one year are discounted at the United States long-term inflationary rate.

Inventory:

Inventory consists of items available for sale in the Flight Deck gift shop, as well as for web sales at Navalaviation.com and is stated at the lower of cost (using the average cost method) or net realizable value.

Investments:

Investments consist of certificates of deposit with original maturities in excess of three months, debt and marketable equity securities, mutual funds and annuities. All gains and losses arising from the sale, collection, or other disposition of investments are based on the specific identification method.

The Foundation's assets shall be invested in accordance with sound investment practices that emphasize long-term investment fundamentals. The investment objectives are determined by taking into account financial needs and circumstances, the time horizon available for investment, cash flows, liabilities, and other factors that affect risk tolerance.

Fair Value Measurements:

The Foundation has adopted ASC 820, *Fair Value Measurements,* which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The guidance establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements (Continued):

ASC 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

Three levels of inputs may be used to measure fair value:

Level 1: Observable inputs such as quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a company's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

NAMF uses the following valuation techniques to determine the fair value of its investments:

Certificate of deposit: Valued at cost plus accrued interest, which approximates fair value due to the short-term nature of these investments.

Equities and mutual funds: Determined by the published net asset value per unit at the end of the last trading day of the fiscal year, which is the basis for transactions at that date.

Private equity: Investments in private equity partnerships for which there is no readily determinable fair value are classified as Level 3 as the valuation is based on significant unobservable inputs.

Hedge funds: This fund invests in marketable securities that trade in well-established and highly liquid markets. Independent pricing services are used to obtain daily position prices. These prices are used to determine the value of the multi-fund pool (hedge fund). Once the hedge fund valuation is established, the individual investor valuations are calculated based on their ownership share of each pool.

Annuity contracts: Determined by prices and other relevant information generated by market transactions involving comparable instruments. The prices and other relevant information used are adjusted based on the risk and benefits of the contracts in order to arrive at the fair value.

There were no changes in the valuation techniques during the year.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements (Continued):

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate for fair value at the reporting date.

Endowment Funds:

The Foundation's endowment funds consist of individual funds established to support the Museum. The State of Florida adopted the Uniform Prudent Management of Institutional Funds Act of 1972 (UPMIFA) effective June 17, 2012. The Foundation applies UPMIFA and currently classifies as net assets with donor restrictions (a) the original value of the gifts donated to the restricted endowment fund, (b) the original value of subsequent gifts to the restricted endowment fund (if any) and (c) accumulation to the restricted endowment fund made in accordance with the direction of the applicable donor gift instrument.

In accordance with UPMIFA, the organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

(1) The duration and preservation of the endowment fund.
(2) The purpose of the organization and donor-restricted endowment fund.
(3) General economic conditions.
(4) The possible effect of inflation and deflation.
(5) The expected total return from income and the appreciation of investments.
(6) Other resources of the Foundation.
(7) The investment policies of the Foundation.

Strategies Employed for Achieving Objectives -

To satisfy its long-term rate-of-return objectives, the Foundation has determined that the investment of the assets shall be guided by the following underlying principles: (a) to achieve a positive rate of return over the long term that would significantly contribute to the cash flow needs of the Foundation for ongoing operations and capital projects; (b) to provide for asset growth at a rate in excess of the rate of inflation; (c) to diversify the assets in order to reduce the risk of wide swings in market value from year to year or of incurring large losses that could occur from concentrated positions; and (d) to achieve investment results over the long term that compare favorably with those of other professionally managed portfolios and of appropriate market indexes.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Endowment Funds (Continued):

The Foundation uses the following principles for their Spending Policy:

1. The Board approves the Foundation's general spending practices.
2. Foundation revenue-generating functions should substantially fund Foundation operations.
3. Strict adherence to donor gift instructions is mandatory.
4. Absent donor gift instructions to the contrary, and as permitted by pertinent law, income and capital appreciation related to restricted assets may be used to fund Foundation operating needs. Absent specific Board approval, this funding, in any year, will not exceed 5% of the market value of the fund averaged over the preceding three years.

Property and Equipment:

Property and equipment are recorded at cost, except for donated property or equipment, which is recorded as a contribution at estimated fair value on the date of receipt. Assets costing $5 thousand or more are capitalized and depreciated over their estimated service lives on a straight-line basis. Leasehold improvements are depreciated over the life of the lease or the estimated useful life of the asset, whichever is shorter. The Foundation does not imply a time restriction on gifts of long-lived assets received. The Foundation annually reviews the property and equipment records for impairment of value and records any adjustments necessary to reflect material impacts in value.

Buildings and Aircraft Collections:

The Museum is housed in buildings, which were purchased with funds raised through NAMF. The cost of these buildings is expensed as a transfer to the U.S. Navy since they are constructed on land owned by the Navy.

The Museum has extensive collections of aircraft and artifacts that constitute a record of aviation in the United States. These valuable and sometimes irreplaceable collections have been acquired through field expeditions, contributions, and purchases since NAMF's inception and represent one of the largest aviation history collections in the United States. Costs to refurbish these aircraft are recognized as expense when incurred. The collections are the property of the United States Navy and are not recognized as assets in the accompanying consolidated statements of financial position. They are held under the care of the curatorial staff for educational and public exhibition purposes in furtherance of NAMF's mission.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Credit Losses:

In June 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2016-13, *Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments* ("ASC 326"). ASC 326 requires the measurement of all expected credit losses for financial assets held at the reporting date to be based on historical experience, current conditions, and reasonable and supportable forecasts. This current expected credit loss ("CECL") model replaces the existing incurred loss model and is applicable to the measurement of credit losses on the Foundation's accounts receivable. Subsequent to the issuance of this update, the FASB issued several ASUs that clarified the guidance. ASC 326 is effective for fiscal years beginning after December 15, 2022. The Foundation adopted the standard on January 1, 2023, and it did not have a material impact on the Foundation's consolidated financial statements.

Revenue Recognition:

Sales and Tuition

The Foundation recognizes revenue for sales and tuition based on the satisfaction of performance obligations. Performance obligations are determined based on the goods or services provided by the Foundation. Sales of merchandise, concessions, and refreshments are recognized as goods are delivered to customers. Revenues from simulator experiences, movie tickets, and other miscellaneous services are recognized on the date the service is provided.

NFA receives tuition revenue from third parties to provide education programs. Tuition collected in advance is deferred until the services are provided. Revenue is recognized as the participants complete the program.

Contributions

Contributions are recognized when a donor makes a *promise to give* that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions in the year in which the restrictions expire. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

The Foundation, at times, is notified that it has been named as the beneficiary in the estate of certain individuals under revocable agreements. Such amounts are recorded as contributions upon the passing of the donor and as the amounts become irrevocable.

Grants

Grants are recognized as revenue without donor restrictions when expenses have been incurred for allowable purposes consistent with the terms of the grant agreements. Funds received in advance of allowable grant expenses are reported as deferred revenue in the accompanying statements of financial position.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition (Continued):

Special Events
Special events revenues are recognized as events occur.

Functional Allocation of Expenses:

The costs of providing the various programs and supporting activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, costs have been allocated among the program and supporting services benefited. The expenses that are allocated are compensation and benefits, which are allocated on the basis of estimates of time and effort; occupancy costs and depreciation, which are allocated on a weighted average square footage basis; and supplies, which are allocated based on average employee headcount.

Advertising Costs:

Advertising costs are expensed as incurred and totaled approximately $363 thousand and $259 thousand in 2023 and 2022, respectively.

Tax Exemption:

The Internal Revenue Service has determined the Foundation be exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Foundation has been classified as a publicly supported organization, which is not a private organization under Section 509(a) of the Code. The Foundation is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with GAAP.

Reclassifications:

Certain prior year amounts have been reclassified to conform to the current year consolidated financial statement presentation.

Subsequent Events:

Management has evaluated subsequent events through September 18, 2024, the date which the consolidated financial statements were available to be issued.

NOTE 2 - INVESTMENTS

Investments are summarized (in thousands of dollars) as follows:

	Cost	Fair Value	Unrealized Gain
Certificate of deposit	$ 107	$ 107	$ -
Equities and mutual funds	21,922	23,386	1,464
Private equity	285	376	91
December 31, 2023	$ 22,314	$ 23,869	$ 1,555

	Cost	Fair Value	Unrealized Gain (Loss)
Certificate of deposit	$ 107	$ 107	$ -
Equities and mutual funds	20,250	18,555	(1,695)
Private equity	216	286	70
Hedge fund	106	113	7
Annuity contracts	1,000	1,556	556
December 31, 2022	$ 21,679	$ 20,617	$ (1,062)

NOTE 2 - INVESTMENTS (Continued)

The following tables present investments carried at fair value (in thousands of dollars) as of December 31, 2023 and 2022:

	Level 1	Level 2	Level 3	Total
Certificate of deposit	$ -	$ 107	$ -	$ 107
Equities and mutual funds	23,386	-	-	23,386
Private equity	-	-	376	376
December 31, 2023	$ 23,386	$ 107	$ 376	$ 23,869

	Level 1	Level 2	Level 3	Total
Certificate of deposit	$ -	$ 107	$ -	$ 107
Equities and mutual funds	18,555	-	-	18,555
Private equity	-	-	286	286
Hedge fund	-	-	113	113
Annuity contracts	-	1,556	-	1,556
December 31, 2022	$ 18,555	$ 1,663	$ 399	$ 20,617

NOTE 2 - INVESTMENTS (Continued)

Net Return on Investments:

The net return on investments (in thousands of dollars) was as follows:

	Without Donor Restrictions	With Donor Restrictions
Year Ended December 31, 2023:		
Dividends and interest	$ 652	$ 168
Net realized gain on investments	75	33
Unrealized gain on investments	2,142	922
Net return on investments	$ 2,869	$ 1,123
Year Ended December 31, 2022:		
Dividends and interest	$ 578	$ 399
Net realized gain on investments	185	115
Unrealized loss on investments	(3,027)	(1,828)
Net return on investments	$ (2,264)	$ (1,314)

As of December 31, 2023 and 2022, investment income on the consolidated statements of activities are net of custodial and investment advisory fees of approximately $14 thousand and $37 thousand, respectively.

NOTE 3 - BENEFICIAL INTEREST IN PERPETUAL TRUST

NAMF is the beneficiary of a perpetual trust, which is administered by a financial institution. NAMF receives income distributions from the perpetual trust quarterly and has no access to the corpus. At December 31, 2023 and 2022, perpetual trust assets totaling approximately $1.2 million, were recorded in the consolidated statements of financial position as net assets with donor restrictions.

NOTE 3 - BENEFICIAL INTEREST IN PERPETUAL TRUST (Continued)

The perpetual trust is valued at fair value and is comprised of equities and mutual funds (level 1). Distributions to NAMF from the perpetual trust during the years ended December 31, 2023 and 2022 totaled approximately $64 thousand.

At December 31, 2023 and 2022, the beneficial interest in perpetual trust included the following (in thousands of dollars):

	2023	2022
Cash and cash equivalents	$ 29	$ 31
Equity securities	691	676
Fixed income securities	455	400
Real estate funds	43	44
	$ 1,218	$ 1,151

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment at December 31, 2023 and 2022, consisted of the following (in thousands of dollars):

	Useful Lives	2023	(Restated) 2022
Foundation:			
Office, simulators and theater equipment and furnishings	3 - 15 years	$ 4,588	$ 3,247
Construction in progress		118	1,505
		4,706	4,752
Less: accumulated depreciation		(2,917)	(2,160)
		1,789	2,592
NFA:			
Office and program equipment and furnishings	3 - 15 years	6,151	6,082
Curriculum	7 - 15 years	1,054	1,054
Software	3 - 15 years	2,334	2,328
Leasehold improvements	15 years	2,465	2,465
Construction in progress		347	169
		12,351	12,098
Less: accumulated depreciation		(10,875)	(10,625)
		1,476	1,473
		$ 3,265	$ 4,065

NOTE 5 - NOTES PAYABLE

In October 2015, NAMF entered into a promissory note with a bank in the amount of $1.5 million with an interest rate of 3.75%. The proceeds from the note were utilized to renovate the Theater, which was operational in March 2016. The terms of the note included six consecutive interest-only installments, with the last interest only installment due on April 6, 2016, at which time the note converted to a seven-year repayment term with final payment due on April 6, 2023. A three-month deferral was received in 2020, and the note matured on July 6, 2023. The note included certain affirmative covenants including an unrestricted funds debt service coverage ratio. There were additional affirmative and negative covenants, which include notifying the lender of claims or litigation, maintaining adequate insurance, providing audited financial statements to the lender, and other compliance requirements. The note was secured by the Theater equipment acquired as part of the renovation. The note was repaid in 2023, and the balance at December 31, 2022 was $151 thousand.

In May 2018, NFA entered into a promissory note with a third-party in the amount of $148 thousand. The note is amortized over an eight-year period and matures on May 31, 2026. The note is secured by the meals contract with the third party. At December 31, 2023 and 2022, the balance outstanding was $53 thousand and $71 thousand, respectively.

The following is a schedule of the future maturities under the notes payable (in thousands of dollars):

2024	$ 19
2025	19
2026	15
	$ 53

NOTE 6 - LINE OF CREDIT

In September 2022, NAMF entered into a line of credit agreement with a bank in the amount of $500 thousand, with a rate of the standard overnight funds rate plus 2.75%. The line of credit is secured by NAMF's inventory, accounts, equipment and fixtures. The line of credit was renewed in September 2024 with interest at the lender's prime rate plus 1.45%, but not to be less than 3.5%, and will mature in September 2025. There was no outstanding balance on this line of credit as of December 31, 2023 and 2022.

NOTE 7 - EMPLOYEE BENEFITS

The Foundation has a Safe Harbor 401(k) plan, which covers employees who have completed three months of service and who are at least 21 years of age. Employees may contribute up to the lesser of $22,500 or 50% of their eligible salaries into the plan. The Foundation makes a fully vested matching contribution equal to 100% of the first 4% of compensation each participant contributes to the plan each payroll period. The Foundation made matching contributions to the plan in 2023 and 2022 of approximately $80 thousand and $82 thousand, respectively.

NOTE 8 - NET ASSETS WITH DONOR RESTRICTIONS

At December 31, 2023 and 2022, donor restricted net assets consisted of the following (in thousands of dollars):

	2023	2022
Subject to expenditures for specified purposes:		
Scholarships	$ 40	$ 176
Sponsorships	132	85
Aircraft and exhibits	168	693
Museum support	39	42
Membership and other	-	8
	379	1,004
Subject to time restrictions	3,874	5,376
Subject to the Foundation's spending policy and appropriation:		
Endowment funds restricted in perpetuity	6,916	6,908
Subject to restriction in perpetuity:		
Beneficial interest in perpetual trust	1,218	1,151
Total net assets with donor restrictions	$ 12,387	$ 14,439

NOTE 9 - ENDOWMENT FUNDS

The following depicts the endowment funds (in thousands of dollars), as well as the activity for the endowment funds, for the years ended December 31, 2023 and 2022:

	2023	2022
Endowment net assets, beginning of year	$ 8,059	$ 8,363
Release of restrictions on beneficial interest	8	-
Gain (loss) on beneficial interest in perpetual trust	67	(304)
Endowment net assets, end of year	$ 8,134	$ 8,059

NOTE 10 - REVENUE RECOGNITION

For the years ended December 31, 2023 and 2022, the Foundation recognized revenues of $176 thousand and $1,348 thousand, respectively, from amounts that were included in deferred revenues at the beginning of the respective years. At December 31, 2023 and 2022, deferred revenues totaled $134 thousand and $176 thousand, respectively. The performance obligations surrounding the majority of these liabilities at December 31, 2023 will be fully satisfied within one year from the date of the statement of financial position.

NOTE 11 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Foundation has a policy to manage its liquidity and reserves following three guiding principles: operating within a prudent range of financial stability, maintaining adequate liquidity to fund near-term operations, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged.

NOTE 11 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS (Continued)

The following table reflects the Foundation's financial assets (in thousands of dollars) as of December 31, 2023, reduced by amounts not available for general expenditures within one year:

Cash and cash equivalents	$	4,338
Accounts receivable, net		942
Investments		23,869
Beneficial interest in perpetual trust		1,218
Total financial assets		30,367
Contractual or donor-imposed restrictions:		
Endowment fund investments		(6,916)
Beneficial interest in perpetual trust		(1,218)
Other donor restrictions		(4,253)
Financial assets available to meet cash needs for expenditures within one year	$	17,980

NOTE 12 - EMPLOYEE RETENTION CREDITS

The Taxpayer Certainty and Disaster Tax Relief Act of 2020, enacted December 27, 2020, made a number of changes to the employee retention tax credits previously made available under the CARES Act, including modifying and extending the Employee Retention Credit ("ERC"), for six months through June 30, 2021. As a result of the new legislation, eligible employers can now claim a refundable tax credit against the employer share of Social Security tax equal to 70% of the qualified wages they pay to employees after December 31, 2020, through June 30, 2021. Accordingly, the Foundation recognized ERC amounts totaling $650 thousand which are recorded in accounts receivable on the consolidated statement of financial position and in grant revenues on the consolidated statement of activities for the year ended of December 31, 2022. During 2023, the Foundation received the $650 thousand due from the U.S. Treasury, thereby relieving the outstanding receivable.

NOTE 13 - COMMITMENTS AND CONTINGENCIES

Revenue-Sharing Agreements:

NAMF operates the Motion Base Flight Simulator under revenue-sharing agreements with Flight Avionics of North America, Inc. ("FANA"). NAMF and FANA evenly split revenues derived from operation of the concessions. During 2023 and 2022, amounts totaling $57 thousand and $26 thousand, respectively, were paid under the agreements.

NOTE 13 - COMMITMENTS AND CONTINGENCIES (Continued)

Lease Agreement:

The Foundation has a lease agreement with the Naval Facilities Engineering Command Atlantic ("NAVFAC LANT") for the use of the NFA building. The lease is effective until December 31, 2061. Under the terms of the lease, the Foundation does not pay rent but is responsible for insuring the NFA building as well as funding maintenance costs. This agreement also govern operational programs conducted at the Museum and NFA by NAMF. Additionally, NAMF must file an annual financial report with the Navy and make provision in its annual budget to provide fiscal support of Museum programs.

Contract Commitment:

The Foundation is developing software for the NFA program flight simulations and capitalizing costs as construction in progress. At December 31, 2023, the outstanding commitment under the vendor contract was approximately $200 thousand.

Litigation:

The Foundation is subject to a variety of claims and lawsuits that arise from time to time in the ordinary course of business. In the opinion of management, there are no lawsuits or claims outstanding, which could have a material adverse effect on the financial position or activities of the Foundation.

NOTE 14 - RELATED PARTY TRANSACTIONS

The Foundation recorded contributions of approximately $176 thousand and $126 thousand from its trustees and related committees during 2023 and 2022, respectively. At December 31, 2023 and 2022, the Foundation had no pledges receivable from related parties.

NOTE 15 - RESTATEMENTS

Investments:

The Foundation determined during 2023 that the change in fair value recorded for certain donated investments in 2022 was misclassified. Restricted and unrestricted unrealized losses on investments for the year ended December 31, 2022 have been restated by $157 thousand to reflect the correction.

Construction in Progress:

The Foundation has identified certain costs related to the development of software for NFA programs that should have been included in construction in progress rather than in Education Support expenses during 2022. Construction in progress as of December 31, 2022 and education support direct costs for the year ended December 31, 2022 have been restated by $169 thousand to reflect the correction.

SUPPLEMENTARY INFORMATION

NAVAL AVIATION MUSEUM FOUNDATION, INC.
SCHEDULE OF EXPENDITURES OF STATE FINANCIAL ASSISTANCE
YEAR ENDED DECEMBER 31, 2023

State Grantor, Pass-through Grantor, Program or Cluster Title	CSFA Number	Pass-through Agency's Identifying Number	Expenditures
State of Florida Department of Education			
School and Instructional Enhancement Programs - National Flight Academy	48.040	176-98102-3Q001	$ 240,306
School and Instructional Enhancement Programs - National Flight Academy	48.040	176-98102-4Q001	121,771
Flight Adventure Deck a STEM to STAY Education & Scholarship	48.999	176-94710-4D001	701,471
			1,063,548
State of Florida Department of Highway Safety and Motor Vehicles			
Blue Angels Specialty License Plate	76.145		250,229
Total State Financial Assistance			$ 1,313,777

Note: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

OTHER REPORTS AND SCHEDULE

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Naval Aviation Museum Foundation, Inc.
Pensacola, Florida

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of the Naval Aviation Museum Foundation, Inc. (the "Foundation") (a nonprofit corporation), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated September 18, 2024.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Foundation's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, we do not express an opinion on the effectiveness the Foundation's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Foundation's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during the audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Board of Directors
Naval Aviation Museum Foundation, Inc.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Foundation's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Foundation's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Foundation's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
September 18, 2024

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR STATE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY CHAPTER 10.650, RULES OF THE AUDITOR GENERAL

Board of Directors
Naval Aviation Museum Foundation, Inc.
Pensacola, Florida

Report on Compliance for Each Major State Project

We have audited the Naval Aviation Museum Foundation, Inc.'s (the "Foundation") compliance with the types of compliance requirements described in the *Executive Office of the Governor's State Project Compliance Supplement* that could have a direct and material effect on each of the Foundation's major state projects for the year ended December 31, 2023. The Foundation's major state projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its major state projects.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Foundation's major state projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.650, Rules of the Auditor General. Those standards and Chapter 10.650, Rules of the Auditor General require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major state project occurred. An audit includes examining, on a test basis, evidence about the Foundation's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major state project. However, our audit does not provide a legal determination of the Foundation's compliance.

Board of Directors
Naval Aviation Museum Foundation, Inc.

Opinion on Each Major State Project

In our opinion, the Foundation complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major state projects for the year ended December 31, 2023.

Report on Internal Control Over Compliance

Management of the Foundation is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Foundation's internal control over compliance with the types of requirements that could have a direct and material effect on each major state project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major state project and to test and report on internal control over compliance in accordance with Chapter 10.650, Rules of the Auditor General, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Foundation's internal control over compliance.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a state project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a state project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a state project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of Chapter 10.650, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
September 18, 2024

NAVAL AVIATION MUSEUM FOUNDATION, INC.
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
YEAR ENDED DECEMBER 31, 2023

A. SUMMARY OF AUDIT RESULTS

1. The independent auditor's report expresses an unmodified opinion on the consolidated financial statements of the Naval Aviation Museum Foundation, Inc.

2. No significant deficiencies in internal control relating to the audit of the consolidated financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.

3. No instances of noncompliance material to the consolidated financial statements of the Naval Aviation Museum Foundation, Inc., which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.

4. No significant deficiencies relating to the audit of the major state projects are reported in the Independent Auditor's Report on Compliance for Each Major State Project and on Internal Control Over Compliance Required by Chapter 10.650, Rules of the Auditor General.

5. The auditor's report on compliance for major state projects for the Naval Aviation Museum Foundation, Inc. expresses an unmodified opinion.

6. There are no audit findings relative to the major state projects for the Naval Aviation Museum Foundation, Inc. which are required to be reported in accordance with Chapter 10.656, Rules of the Auditor General.

7. The projects tested as major were:

   State Projects
   School and Instructional Enhancement Programs - National Flight Academy (CSFA No. 48.040).
   Flight Adventure Deck a STEM to STAY Education & Scholarship (CSFA No. 48.999).

8. The threshold for distinguishing Type A and B projects was $394,133 for major state projects.

B. FINDINGS - FINANCIAL STATEMENTS AUDIT

None

C. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECTS

None

In accordance with Rules of the Auditor General, Section 10.656(3)(e), no management letter is required because there were no findings required to be reported in the management letter.

D. SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS

There were no prior audit findings.

In accordance with Rules of the Auditor General 10.656(3)(e), no summary schedule of prior audit findings is required because there were no prior audit findings related to state projects.

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

NAVAL AVIATION MUSEUM FOUNDATION, INC. AND SUBSIDIARY

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY

PENSACOLA, FLORIDA

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Naval Aviation Museum Foundation, Inc. and Subsidiary

Opinion

We have audited the accompanying consolidated financial statements of the Naval Aviation Museum Foundation, Inc. and Subsidiary (the "Foundation") (a nonprofit corporation), which comprise the consolidated statements of financial position as of December 31, 2022 and 2021, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Foundation, as of December 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

To the Board of Directors
Naval Aviation Museum Foundation, Inc. and Subsidiary

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

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

Saltmarsh Cleaveland & Gund

Pensacola, Florida
August 31, 2023

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2022 AND 2021
(In thousands of dollars)

ASSETS

	2022	2021
Current Assets:		
Cash and cash equivalents	$ 1,752	$ 2,402
Accounts receivable	952	5
Inventory	615	756
Prepaid expenses and other assets	58	165
Total current assets	3,377	3,328
Noncurrent Assets:		
Investments	20,617	25,455
Beneficial interest in perpetual trust	1,151	1,455
Property and equipment, net	3,896	2,817
Total other assets	25,664	29,727
Total Assets	$ 29,041	$ 33,055

LIABILITIES AND NET ASSETS

Current Liabilities:		
Accounts payable	$ 295	$ 143
Accrued wages and compensated absences	469	329
Current maturities of notes payable	170	272
Deferred revenue	176	1,348
Total current liabilities	1,110	2,092
Long-Term Liabilities:		
Notes payable, less current maturities	52	202
Total long-term liabilities	52	202
Total liabilities	1,162	2,294
Net Assets:		
Without donor restrictions	13,283	14,380
With donor restrictions	14,596	16,381
Total net assets	27,879	30,761
Total Liabilities and Net Assets	$ 29,041	$ 33,055

The accompanying notes are an integral
part of these financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021
(In thousands of dollars)

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues and Other Support:						
Sales	$ 2,445	$ -	$ 2,445	$ 1,867	$ -	$ 1,867
Tuition	2,158	-	2,158	66	-	66
Contributions and memberships	3,082	349	3,431	2,255	6,108	8,363
Grants	2,010	-	2,010	1,415	-	1,415
Special events and other	282	-	282	69	-	69
Investment income	540	399	939	1,091	702	1,793
Investment gains (losses)	(2,960)	(1,556)	(4,516)	522	173	695
Gain (loss) on beneficial interest in perpetual trust	-	(249)	(249)	-	142	142
Net assets released from time restrictions	100	(100)	-	-	-	-
Net assets released from purpose restrictions	628	(628)	-	349	(349)	-
Total revenue and other support	8,285	(1,785)	6,500	7,634	6,776	14,410
Expenses:						
Program services -						
Museum support	3,625	-	3,625	2,593	-	2,593
Education support	4,147	-	4,147	2,208	-	2,208
Total program services	7,772	-	7,772	4,801	-	4,801
Support services -						
Administration	725	-	725	934	-	934
Fundraising	885	-	885	893	-	893
Total support services	1,610	-	1,610	1,827	-	1,827
Total expenses	9,382	-	9,382	6,628	-	6,628
Change in Net Assets	(1,097)	(1,785)	(2,882)	1,006	6,776	7,782
Net Assets, Beginning of Year	14,380	16,381	30,761	13,374	9,605	22,979
Net Assets, End of Year	$ 13,283	$ 14,596	$ 27,879	$ 14,380	$ 16,381	$ 30,761

The accompanying notes are an integral part of these financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021
(In thousands of dollars)

	2022				
	Program Services		Support Services		
	Museum Support	Education Support	Administrative	Fundraising	Total
Advertising and marketing	$ 140	$ 25	$ -	$ 94	$ 259
Bank, broker, and credit card charges	101	18	-	24	143
Depreciation and amortization	17	353	323	-	693
Direct costs and costs of sales	1,094	2,274	-	1	3,369
Event expense	-	-	-	160	160
Insurance	24	120	50	1	195
Interest expense	11	-	-	-	11
MIS support	80	2	64	25	171
Office supplies	115	8	23	12	158
Other expenses	39	128	29	40	236
Professional services	23	22	29	217	291
Repairs and maintenance	86	125	-	2	213
Restoration and museum projects	109	-	-	-	109
Salaries and benefits	1,823	898	189	287	3,197
Travel	10	3	13	22	48
Utilities and telephone	(47)	171	5	-	129
	$ 3,625	$ 4,147	$ 725	$ 885	$ 9,382

The accompanying notes are an integral part of these financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021
(In thousands of dollars)

	2021				
	Program Services		Support Services		
	Museum Support	Education Support	Administrative	Fundraising	Total
Advertising and marketing	$ 149	$ 1	$ -	$ 70	$ 220
Bank, broker, and credit card charges	65	11	-	20	96
Depreciation and amortization	25	543	281	-	849
Direct costs and costs of sales	818	553	-	-	1,371
Event expense	-	-	-	12	12
Insurance	-	109	41	-	150
Interest expense	19	-	-	-	19
MIS support	69	9	46	18	142
Office supplies	136	4	20	19	179
Other expenses	32	56	18	26	132
Professional services	10	10	28	58	106
Repairs and maintenance	102	8	-	-	110
Restoration and museum projects	383	-	-	-	383
Salaries and benefits	656	770	435	669	2,530
Travel	4	3	9	1	17
Utilities and telephone	125	131	56	-	312
	$ 2,593	$ 2,208	$ 934	$ 893	$ 6,628

The accompanying notes are an integral part of these financial statements.

NAVAL AVIATION MUSEUM FOUNDATION, INC.
AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021
(In thousands of dollars)

	2022	2021
Cash Flows From Operating Activities:		
Change in net assets	$ (2,882)	$ 7,782
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Net realized and unrealized loss (gain) on investments	4,516	(695)
Changes in beneficial interest in perpetual trust	304	(96)
Stock donation received	-	(5,553)
Depreciation	693	849
Changes in operating assets and liabilities -		
Inventory	141	257
Prepaid expenses and other assets	107	33
Accounts receivable	(947)	1
Accounts payable	152	(44)
Accrued wages and compensated absences	140	131
Deferred revenue	(1,172)	74
Net cash provided by operating activities	1,052	2,739
Cash Flows From Investing Activities:		
Purchase of property and equipment	(1,772)	(256)
Purchase of investments	(15,441)	(3,127)
Proceeds from sale of investments	15,763	1,417
Net cash used in investing activities	(1,450)	(1,966)
Cash Flows From Financing Activities:		
Principal payment on note payable	(252)	(243)
Net Increase (Decrease) in Cash and Cash Equivalents	(650)	530
Cash and Cash Equivalents at Beginning of Year	2,402	1,872
Cash and Cash Equivalents at End of Year	$ 1,752	$ 2,402
Supplemental Disclosure of Cash Flow Information:		
Cash paid for interest	$ 11	$ 19
Supplemental Disclosure of Noncash Investing and Financing Activities:		
Stock donation received	$ -	$ 5,553

The accompanying notes are an integral part of these financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business Operations:

The Naval Aviation Museum Foundation, Inc. ("NAMF") was incorporated in Florida in 1966 as a nonprofit corporation. NAMF was organized to foster and perpetuate the National Naval Aviation Museum (the "Museum") as a medium of informing and educating the public about the important role of United States Naval Aviation; to inspire students undergoing naval flight training to complete training and become career officers; to serve as a philanthropic corporation in assisting the development and expansion of the facilities of the Museum; and to receive, hold, and administer gifts received from persons, other organizations, corporations, foundations, and philanthropies, in the best interest of NAMF.

NAMF further supports the Museum by providing funding and services necessary for its day-to-day operations. This includes funding of Museum exhibits and displays, and services related to aircraft restoration, custodial, marketing activities including radio and television ads and promotional billboards, maintenance of the Museum's website, and social media, library and other support activities. NAMF has also provided various program services within the Museum, such as the Giant Screen Theater (the "Theater"), MaxFlight and Motion Based Simulators, Flight Deck gift shop and Navalaviation.com. Proceeds from these programs are used to support NAMF and the Museum.

NAMF's wholly owned subsidiary, National Flight Academy, LLC ("NFA"), is an educational program, authorized but not endorsed or financially supported by the United States Navy. NFA is designed to address the serious concerns of declining Science, Technology, Engineering, and Math ("STEM") skills and standards in our country. The STEM concepts are taught using a hands-on approach in both real and virtual settings. NFA's mission is to inspire students who subsequently return to their parent schools and seek out the more challenging courses in STEM.

Under agreements with the Navy, NAMF is provided, without cost, office space in the Museum, floor space for operation of its attraction programs, and use of NFA. These agreements also govern operational programs conducted at the Museum and NFA by NAMF. Additionally, NAMF must file an annual financial report with the Navy and make provision in its annual budget to provide fiscal support of Museum programs.

Principles of Consolidation:

The consolidated financial statements as of and for the year ended December 31, 2022 and 2021 include the accounts of NAMF and NFA. These entities are collectively referred to as "the Foundation."

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Museum Access Restrictions:

The Museum and the Foundation are located on Naval Air Station Pensacola ("NASP"). On December 6, 2019, a terrorist incident occurred on NASP. In response, the Navy rescinded a base public waiver, which in turn severely limited public access to the base, thereby drastically reducing the number of visitors to the Museum by 66% and 73% for 2022 and 2021, respectively, when compared to 2019 visitation. In addition, Coronavirus Disease 2019 ("COVID-19") became a pandemic in March 2020. The Museum was closed to all visitors from March 16 through September 15, 2020, when it reopened in a limited capacity to active-duty military and their dependents. NFA programs scheduled after March 16 were cancelled for the safety of the participants and the staff through the end of 2021. The estimated financial impact to NAMF and NFA combined was $6.2 million in lost operating revenues for 2021. NFA programs resumed in 2022; however, the Museum remained limited to active-duty military and their dependents. The estimated financial impact to NAMF was $3.4 million in lost operating revenues for 2022.

Effective May 1, 2023, the Under Secretary of the Navy (Installations and Energy) approved the proposed internal access check point waiver that restores access by the general public to the Museum.

Basis of Accounting:

The Foundation follows standards of accounting and financial reporting prescribed for nonprofit organizations in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The Foundation uses the accrual basis of accounting, which recognizes revenue when earned and expenses as incurred.

Basis of Presentation:

Under the provisions of generally accepted accounting principles, net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Net assets without donor restrictions - are not subject to donor-imposed stipulations. Board designated or appropriated amounts are legally unrestricted and are reported as part of net assets without donor restrictions.

Net assets with donor restrictions - are subject to donor-imposed stipulations that include time and/or purpose restrictions.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents:

For purposes of the consolidated statements of cash flows, the Foundation considers all highly liquid investments purchased within three months of maturity to be cash equivalents.

Unconditional Promises to Give:

Unconditional promises to give are stated in the consolidated statements of financial position at their estimated realizable value. The Foundation accounts for bad debts using the allowance method. Unconditional promises to give with due dates extending beyond one year are discounted at the United States long-term inflationary rate.

Inventory:

Inventory consists of items available for sale in the Flight Deck gift shop, as well as for web sales at Navalaviation.com and is stated at the lower of cost (using the average cost method) or net realizable value.

Investments:

Investments consist of certificates of deposit with original maturities in excess of three months, debt and marketable equity securities, mutual funds and annuities. All gains and losses arising from the sale, collection, or other disposition of investments are based on the specific identification method.

The Foundation's assets shall be invested in accordance with sound investment practices that emphasize long-term investment fundamentals. The investment objectives are determined by taking into account financial needs and circumstances, the time horizon available for investment, cash flows, liabilities, and other factors that affect risk tolerance.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements:

The Foundation has adopted ASC 820, *Fair Value Measurements,* which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The guidance establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset.

ASC 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

Three levels of inputs may be used to measure fair value:

Level 1: Observable inputs such as quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a company's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

NAMF uses the following valuation techniques to determine the fair value of its investments:

Certificate of deposit: Valued at cost plus accrued interest, which approximates fair value due to the short-term nature of these investments.

Equities and mutual funds: Determined by the published net asset value per unit at the end of the last trading day of the fiscal year, which is the basis for transactions at that date.

Private equity: Investments in private equity partnerships for which there is no readily determinable fair value are classified as Level 3 as the valuation is based on significant unobservable inputs.

Hedge funds: This fund invests in marketable securities that trade in well-established and highly liquid markets. Independent pricing services are used to obtain daily position prices. These prices are used to determine the value of the multi-fund pool (hedge fund). Once the hedge fund valuation is established, the individual investor valuations are calculated based on their ownership share of each pool.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements (Continued):

Annuity contracts: Determined by prices and other relevant information generated by market transactions involving comparable instruments. The prices and other relevant information used are adjusted based on the risk and benefits of the contracts in order to arrive at the fair value.

There were no changes in the valuation techniques during the year.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although NAMF believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate for fair value at the reporting date.

Endowment Funds:

The Foundation's endowment funds consist of individual funds established to support the Museum. The State of Florida adopted the Uniform Prudent Management of Institutional Funds Act of 1972 (UPMIFA) effective June 17, 2012. The Foundation applies UPMIFA and currently classifies as net assets with donor restrictions (a) the original value of the gifts donated to the restricted endowment fund, (b) the original value of subsequent gifts to the restricted endowment fund (if any) and (c) accumulation to the restricted endowment fund made in accordance with the direction of the applicable donor gift instrument.

In accordance with UPMIFA, the organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

(1) The duration and preservation of the endowment fund.
(2) The purpose of the organization and donor-restricted endowment fund.
(3) General economic conditions.
(4) The possible effect of inflation and deflation.
(5) The expected total return from income and the appreciation of investments.
(6) Other resources of the Foundation.
(7) The investment policies of the Foundation.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Endowment Funds (Continued):

Strategies Employed for Achieving Objectives -

To satisfy its long-term rate-of-return objectives, the Foundation has determined that the investment of the assets shall be guided by the following underlying principles: (a) to achieve a positive rate of return over the long term that would significantly contribute to the cash flow needs of the Foundation for ongoing operations and capital projects; (b) to provide for asset growth at a rate in excess of the rate of inflation; (c) to diversify the assets in order to reduce the risk of wide swings in market value from year to year or of incurring large losses that could occur from concentrated positions; and (d) to achieve investment results over the long term that compare favorably with those of other endowments and foundations, professionally managed portfolios and of appropriate market indexes.

The Foundation uses the following principles for their Spending Policy:

1. The Board approves the Foundation's general spending practices.
2. Foundation revenue-generating functions should substantially fund Foundation operations.
3. Strict adherence to donor gift instructions is mandatory.
4. Absent donor gift instructions to the contrary, and as permitted by pertinent law, income and capital appreciation related to restricted assets may be used to fund Foundation operating needs. Absent specific Board approval, this funding, in any year, will not exceed 5% of the market value of the fund averaged over the preceding three years.

Property and Equipment:

Property and equipment are recorded at cost, except for donated property or equipment, which is recorded as a contribution at estimated fair value on the date of receipt. Assets costing $5 thousand or more are capitalized and depreciated over their estimated service lives on a straight-line basis. Leasehold improvements are depreciated over the life of the lease or the estimated useful life of the asset, whichever is shorter. The Foundation does not imply a time restriction on gifts of long-lived assets received. The Foundation annually reviews the property and equipment records for impairment of value and records any adjustments necessary to reflect material impacts in value.

Buildings and Aircraft Collections:

The Museum is housed in buildings, which were purchased with funds raised through NAMF. The cost of these buildings is expensed as a transfer to the U.S. Navy since they are constructed on land owned by the Navy.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Buildings and Aircraft Collections (Continued):

The Museum has extensive collections of aircraft and artifacts that constitute a record of aviation in the United States. These valuable and sometimes irreplaceable collections have been acquired through field expeditions, contributions, and purchases since NAMF's inception and represent one of the largest aviation history collections in the United States. Costs to refurbish these aircraft are recognized as expense when incurred. The collections are the property of the United States Navy and are not recognized as assets in the accompanying consolidated statements of financial position. They are held under the care of the curatorial staff for educational and public exhibition purposes in furtherance of NAMF's mission.

Revenue Recognition:

Sales and Tuition

The Foundation recognizes revenue for sales and tuition based on the satisfaction of performance obligations. Performance obligations are determined based on the goods or services provided by the Foundation. Sales of merchandise, concessions, and refreshments are recognized as goods are delivered to customers. Revenues from simulator experiences, movie tickets, and other miscellaneous services are recognized on the date the service is provided.

NFA receives tuition revenue from third parties to provide education programs. Tuition collected in advance is deferred until the services are provided. Revenue is recognized as the participants complete the program.

Contributions

Contributions are recognized when a donor makes a *promise to give* that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions in the year in which the restrictions expire. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

The Foundation, at times, is notified that it has been named as the beneficiary in the estate of certain individuals under revocable agreements. Such amounts are recorded as contributions upon the passing of the donor and as the amounts become irrevocable.

Grants

Grants are recognized as revenue without donor restrictions when expenses have been incurred for allowable purposes consistent with the terms of the grant agreements. Funds received in advance of allowable grant expenses are reported as deferred revenue in the accompanying statements of financial position.

Special Events

Special events revenues are recognized as events occur.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Functional Allocation of Expenses:

The costs of providing the various programs and supporting activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, costs have been allocated among the program and supporting services benefited. The expenses that are allocated are compensation and benefits, which are allocated on the basis of estimates of time and effort; occupancy costs and depreciation, which are allocated on a weighted average square footage basis; and supplies, which are allocated based on average employee headcount.

Advertising Costs:

Advertising costs are expensed as incurred and totaled approximately $259 thousand and $220 thousand in 2022 and 2021, respectively.

Tax Exemption:

The Internal Revenue Service has determined the Foundation be exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Foundation has been classified as a publicly supported organization, which is not a private organization under Section 509(a) of the Code. The Foundation is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with GAAP.

New Accounting Pronouncement:

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update No. 2016-02, *Leases (Topic 842)*. The guidance in this topic supersedes the requirements in Accounting Standards Codification ("ASC") Topic 840, *Leases*. With the exception of short-term leases, the updated guidance requires lessees to recognize a lease liability representing the lessee's obligation to make lease payments arising from a lease, measured on a discounted basis, and a right-of-use asset representing the lessee's right to use, or control the use of, a specified asset for the lease term upon adoption. Lessor accounting was largely unchanged under the new guidance, except for clarification of the definition of initial direct costs which provided additional guidance on the timing of recognition of those costs. Subsequent to the issuance of this update, the FASB issued three additional ASUs that provide codification improvements and certain transition elections. ASC 842 was effective for fiscal year beginning after December 15, 2021. As mentioned previously, the Museum is housed in buildings, which were constructed with funds raised by the Foundation, the cost of which was expensed as a transfer to the U.S. Navy. As a result, the Foundation is allowed by the Navy to occupy certain space gratuitously per the lease agreements. Therefore, the Foundation has no leases requiring recognition under ASC 840.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Subsequent Events:

Management has evaluated subsequent events through August 31, 2023, the date which the consolidated financial statements were available to be issued.

NOTE 2 - INVESTMENTS

Investments are summarized (in thousands of dollars) as follows:

	Cost	Fair Value	Unrealized Gain (Loss)
Certificate of deposit	$ 107	$ 107	$ -
Equities and mutual funds	20,250	18,555	(1,695)
Private equity	216	286	70
Hedge fund	106	113	7
Annuity contracts	1,000	1,556	556
December 31, 2022	$ 21,679	$ 20,617	$ (1,062)

	Cost	Fair Value	Unrealized Gain (Loss)
Certificate of deposit	$ 112	$ 112	$ -
Equities and mutual funds	18,384	21,800	3,416
Private equity	162	164	2
Hedge fund	1,000	1,359	359
Annuity contracts	1,000	2,020	1,020
December 31, 2021	$ 20,658	$ 25,455	$ 4,797

NOTE 2 - INVESTMENTS (Continued)

The following tables present investments carried at fair value (in thousands of dollars) as of December 31, 2022 and 2021:

	Level 1	Level 2	Level 3	Total
Certificate of deposit	$ -	$ 107	$ -	$ 107
Equities and mutual funds	18,555	-	-	18,555
Private equity	-	-	286	286
Hedge fund	-	-	113	113
Annuity contracts	-	1,556	-	1,556
December 31, 2022	$ 18,555	$ 1,663	$ 399	$ 20,617

	Level 1	Level 2	Level 3	Total
Certificate of deposit	$ -	$ 112	$ -	$ 112
Equities and mutual funds	21,800	-	-	21,800
Private equity	-	-	164	164
Hedge fund	-	-	1,359	1,359
Annuity contracts	-	2,020	-	2,020
December 31, 2021	$ 21,800	$ 2,132	$ 1,523	$ 25,455

NOTE 2 - INVESTMENTS (Continued)

Net Return on Investments:

The net return on investments (in thousands of dollars) was as follows:

	Without Donor Restrictions	With Donor Restrictions
Year Ended December 31, 2022:		
Dividends and interest	$ 540	$ 399
Net realized gain on investments	185	115
Unrealized loss on investments	(3,145)	(1,671)
Net return on investments	$ (2,420)	$ (1,157)
Year Ended December 31, 2021:		
Dividends and interest	$ 1,091	$ 702
Net realized gain on investments	64	41
Unrealized gain on investments	458	132
Net return on investments	$ 1,613	$ 875

As of December 31, 2022 and 2021, investment income on the consolidated statements of activities are net of custodial and investment advisory fees of approximately $37 thousand and $119 thousand, respectively.

NOTE 3 - BENEFICIAL INTEREST IN PERPETUAL TRUST

NAMF is the beneficiary of a perpetual trust, which is administered by a financial institution. NAMF receives income distributions from the perpetual trust quarterly and has no access to the corpus. At December 31, 2022 and 2021, perpetual trust assets totaling approximately $1.2 million and $1.5 million, respectively, were recorded in the consolidated statements of financial position as net assets with donor restrictions.

NOTE 3 - BENEFICIAL INTEREST IN PERPETUAL TRUST (Continued)

The perpetual trust is valued at fair value and is comprised of equities and mutual funds (level 1). Distributions to NAMF from the perpetual trust during the years ended December 31, 2022 and 2021 totaled approximately $64 thousand and $49 thousand, respectively.

At December 31, 2022 and 2021, the beneficial interest in perpetual trust included the following (in thousands of dollars):

	2022	2021
Cash and cash equivalents	$ 31	$ 31
Equity securities	676	1,010
Fixed income securities	400	372
Real estate funds	44	42
	$ 1,151	$ 1,455

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment at December 31, 2022 and 2021, consisted of the following (in thousands of dollars):

	Useful Lives	2022	2021
Foundation:			
Office, simulators and theater equipment and furnishings	3 - 15 years	$ 3,247	$ 3,520
Construction in progress		1,505	151
		4,752	3,671
Less: accumulated depreciation		(2,160)	(2,510)
		2,592	1,161
NFA:			
Office and program equipment and furnishings	3 - 15 years	6,082	6,082
Curriculum	7 - 15 years	1,054	1,054
Software	3 - 15 years	2,328	2,328
Leasehold improvements	15 years	2,465	2,465
		11,929	11,929
Less: accumulated depreciation		(10,625)	(10,273)
		1,304	1,656
		$ 3,896	$ 2,817

NOTE 5 - NOTES PAYABLE

In October 2015, NAMF entered into a promissory note with a bank in the amount of $1.5 million with an interest rate of 3.75%. The proceeds from the note were utilized to renovate the Theater, which was operational in March 2016. The terms of the note included six consecutive interest-only installments, with the last interest only installment due on April 6, 2016, at which time the note converted to a seven-year repayment term with final payment due on April 6, 2023. A three-month deferral was received in 2020, with a new maturity date on July 6, 2023. The note includes certain affirmative covenants including an unrestricted funds debt service coverage ratio. There are additional affirmative and negative covenants, which include notifying the lender of claims or litigation, maintaining adequate insurance, providing audited financial statements to the lender, and other compliance requirements. The note is secured by the Theater equipment acquired as part of the renovation. The balance outstanding at December 31, 2022 and 2021, was $151 and $385 thousand, respectively.

In May 2018, NFA entered into a promissory note with a third-party in the amount of $148 thousand. The note is amortized over an eight-year period and matures on May 31, 2026. The note is secured by the meals contract with the third party. At December 31, 2022 and 2021, the balance outstanding was $71 thousand and $89 thousand, respectively.

The following is a schedule of the future maturities under the notes payable (in thousands of dollars):

2023	$	170
2024		19
2025		19
2026		14
	$	222

NOTE 6 - LINE OF CREDIT

In August 2021, NFA entered into a line of credit agreement with a bank in the amount of $100 thousand, with a rate of interest of prime plus 1.50%. The line is secured by NFA's accounts and equipment. The line of credit matured on August 31, 2022. There was no outstanding balance on this line of credit as of December 31, 2022 and 2021.

In September 2022, NAMF entered into a line of credit agreement with a bank in the amount of $500 thousand, with a rate of the standard overnight funds rate plus 2.75%. The line of credit is secured by NAMF's inventory, accounts, equipment and fixtures. The line of credit matures in September 2024. There was no outstanding balance on this line of credit as of December 31, 2022.

NOTE 7 - EMPLOYEE BENEFITS

The Foundation has a Safe Harbor 401(k) plan, which covers employees who have completed three months of service and who are at least 21 years of age. Employees may contribute up to the lesser of $20,500 or 50% of their eligible salaries into the plan. The Foundation makes a fully vested matching contribution equal to 100% of the first 4% of compensation each participant contributes to the plan each payroll period. The Foundation made matching contributions to the plan in 2022 and 2021 of approximately $82 thousand and $59 thousand, respectively.

NOTE 8 - NET ASSETS WITH DONOR RESTRICTIONS

At December 31, 2022 and 2021, donor restricted net assets consisted of the following (in thousands of dollars):

	2022	2021
Subject to expenditures for specified purposes:		
Scholarships	$ 176	$ 36
Sponsorships	85	81
Restoration of aircraft and exhibits	693	563
Museum support	42	1,746
Membership and other	8	59
	1,004	2,485
Subject to time restrictions	5,533	5,533
Subject to the Foundation's spending policy and appropriation:		
Endowment funds restricted in perpetuity	6,908	6,908
Subject to restriction in perpetuity:		
Beneficial interest in perpetual trust	1,151	1,455
Total net assets with donor restrictions	$ 14,596	$ 16,381

NOTE 9 - ENDOWMENT FUNDS

The following depicts the endowment funds (in thousands of dollars), as well as the activity for the endowment funds, for the years ended December 31, 2022 and 2021:

	2022	2021
Endowment net assets, beginning of year	$ 8,363	$ 8,267
Gain (loss) on beneficial interest in perpetual trust	(304)	96
Endowment net assets, end of year	$ 8,059	$ 8,363

NOTE 10 - REVENUE RECOGNITION

For the years ended December 31, 2022 and 2021, the Foundation recognized revenues of $1,348 thousand and $77 thousand, respectively, from amounts that were included in deferred revenues at the beginning of the respective years. At December 31, 2022 and 2021, deferred revenues totaled $176 thousand and $1,348 thousand, respectively. The performance obligations surrounding the majority of these liabilities at December 31, 2022 will be fully satisfied within one year from the date of the statement of financial position.

NOTE 11 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Foundation has a policy to manage its liquidity and reserves following three guiding principles: operating within a prudent range of financial stability, maintaining adequate liquidity to fund near-term operations, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged.

NOTE 11 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS (Continued)

The following table reflects the Foundation's financial assets (in thousands of dollars) as of December 31, 2022, reduced by amounts not available for general expenditures within one year:

Cash and cash equivalents	$	1,752
Accounts receivable, net, collected in less than one year		952
Investments		20,617
Beneficial interest in perpetual trust		1,151
Total financial assets, excluding noncurrent receivables		24,472
Contractual or donor-imposed restrictions:		
Endowment fund investments		(6,908)
Beneficial interest in perpetual trust		(1,151)
Other donor restrictions		(6,537)
Financial assets available to meet cash needs for expenditures within one year	$	9,876

NOTE 12 - PAYCHECK PROTECTION PROGRAM LOAN

In February 2021, the Foundation received proceeds from a Paycheck Protection Program ("PPP") loan in the amount of $1 million. The PPP loan's principal and accrued interest were forgivable to the extent that the proceeds are used for eligible purposes, subject to certain limitations. The loan proceeds were used for eligible purposes during the period from loan funding through July 20, 2021, and the loan was forgiven in August 2021. Accordingly, the Foundation recognized $1 million as grant revenue during the year ended December 31, 2021.

NOTE 13 - EMPLOYEE RETENTION CREDITS

The Taxpayer Certainty and Disaster Tax Relief Act of 2020, enacted December 27, 2020, made a number of changes to the employee retention tax credits previously made available under the CARES Act, including modifying and extending the Employee Retention Credit ("ERC"), for six months through June 30, 2021. As a result of the new legislation, eligible employers can now claim a refundable tax credit against the employer share of Social Security tax equal to 70% of the qualified wages they pay to employees after December 31, 2020, through June 30, 2021. Accordingly, the Foundation recognized ERC amounts totaling $650 thousand which are recorded in other receivables on the consolidated statement of financial position and in grant revenues on the consolidated statement of activities for the year ended of December 31, 2022. Subsequent to December 31, 2022, the Foundation received the $650 thousand due from the U.S. Treasury, thereby relieving the outstanding receivable.

NOTE 14 - COMMITMENTS AND CONTINGENCIES

Profit-Sharing Agreements:

NAMF operates the Motion Base Flight Simulator and the Ultimate Virtual Reality Experience under profit-sharing agreements with Flight Avionics of North America, Inc. ("FANA"). NAMF and FANA evenly split profits derived from operation of the concessions. Losses, if any, are absorbed 100% by FANA. During 2022, amounts totaling $26 thousand were paid under the agreements. The concessions were closed during 2021, so no amounts were paid under the agreements during 2021.

Lease Agreement:

The Foundation has a lease agreement with the Naval Facilities Engineering Command Atlantic ("NAVFAC LANT") for the use of the NFA building. The lease is effective until December 31, 2061. Under the terms of the lease, the Foundation does not pay rent but is responsible for the NFA building interior and exterior maintenance costs.

Litigation:

The Foundation is subject to a variety of claims and lawsuits that arise from time to time in the ordinary course of business. In the opinion of management, there are no lawsuits or claims outstanding, which could have a material adverse effect on the financial position or activities of the Foundation.

NOTE 15 - RELATED PARTY TRANSACTIONS

The Foundation recorded contributions of approximately $126 thousand and $38 thousand from its trustees and related committees during 2022 and 2021, respectively. At December 31, 2022 and 2021, the Foundation had pledges receivable of approximately $45 thousand and $106 thousand, respectively, due from its trustees, related committees, and a company whose management serves as a trustee of the Foundation.

NOTE 16 - SUBSEQUENT EVENTS

In July 2023, NAMF received a waiver from its financial institution related to the loan covenant requiring submission of the audited financial statements within 180 days of the end of the calendar year. Additionally, in July 2023, NAMF paid off the remaining balance of $32 thousand on the promissory note with the financial institution, thereby satisfying all contractual obligations related to the note.

Tourist Promotion Fund
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Visit Pensacola - Unified
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February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2022 or 2023 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2021 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Visit Pensacola, Inc

Agency Address: 1401 E. Gregory Street, Pensacola, FL 32502

Program Name for which funding is being requested: Unified Budget (VP and ACE)

Amount Requested: $12,809,700 (VP=$10,614,780; ACE=$2,194,920)

Program Contact: Darien Schaefer

Contact Email: dschaefer@visitpensacola.com Contact Phone: (850-776-9916

25-Word Description of Program: _

Visit Pensacola is the Official Destination Marketing Organization for Escambia County and the lead organization for building tourism as an economic engine in Escambia County. We create and implement programs of work to increase visitation to the county, resulting in spending by the visitors in the local economy, supporting local jobs and contributing to the local government tax base.

How many years has your organization been providing services in the County? 11 years

How many years has your organization received funding from the County? 11 years

Explain how receiving funds from the County would have a significant impact on your organization:

As the Official Destination Marketing Organization for Escambia County, Visit Pensacola's primary purpose is tourism promotion. Our main objective is to increase the economic impact of visitors to our community; collaborate with local entities (business and governmental) for the development of tourism; raise the quality of life for community residents; and continue fostering cooperation amongst organizations, governmental entities, and community members.

With a collaborative approach, we maximize the limited TDT dollars we receive to get the best return on investment for the County. TDT dollars are the primary revenue stream for Visit Pensacola to fund its tourism promotions. We could not provide destination marketing services without it.

Receiving funds from the County continue to have a significant impact on our organization as these funds allow us to directly contribute back to our local economy and County tax base.

If we did not receive our full request, we would re-evaluate all areas of our business to determine what areas will need to be cut or reduced. While we generate private revenue through various other means (membership, cooperative advertising, and events) it is not enough to make up for any loss of TDT revenue. Other funding is used for expenses that are non-reimbursable from tourism tax dollars requirements, i.e. gratuities, above GSA allowances, etc.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $12,406,895

Briefly discuss how last year's funds were used

Visit Pensacola is Escambia County's designated Destination Marketing Organization, promoting Pensacola, Pensacola Beach and Perdido Key as a world-class destination to travelers nationally and internationally. The investment in Visit Pensacola by Escambia County allowed us to take a multi-faceted and unified approach to build awareness of the Pensacola Bay Area's unique and diverse offerings for the traveling public. While our primary focus is leisure travel, we also bring meetings & conferences, reunions, group tours, weddings, festivals and major events. The funding received for the Unified Budget is distributed between Visit Pensacola (74.25%) and ACE (14.75%).

Business travel continues to slowly increase towards 2019 levels and brings opportunities for Visit Pensacola to re-engage with domestic and international travel-trade groups, tour operators, and meeting planners to drive future business. The event grant program continued to help festivals and events grow in 2024 and will do so again in 2025.

Our primary campaign, "The Way To Beach" is our central brand campaign and the basis upon which niche campaigns are built. Our "drive market" focus is a radius of 350 - 500 miles which includes 24 of the top 25 DMAs that book overnight stays in Escambia County.

We increased advertising in successful campaigns including Direct Flight Markets, Winter Travelers (Snowbirds), and interest markets including fishing, diving, foodies, craft beer, birding enthusiasts, sports African American, Hispanic and LGBTQ+. Our "While You're Here" campaign delivers digital ads to visitors while they are in-market to showcase Visit Pensacola partners, arts and culture, festivals and events, history and outdoor activities.

Our TV and Radio Campaigns included an Alabama Football and SEC Football promotion, the Hallmark Channel, and a cooperative regional TV campaign through Visit Florida. Broadcast TV campaigns including lifestyle shows targeted Nashville, Dallas, Houston, Atlanta, Memphis, Baton Rouge and New Orleans.

Activations included the 3rd Annual Garden & Gun Seafood Rodeo showcasing the culinary skills of Pensacola Chefs, three Travel & Adventure Shows (Dallas, Denver, Atlanta), and two tradeshows with Northwest Florida Beaches in New York and Toronto.

We funded and contributed significant staff time to expand the ROI of the Sun Belt Conference Basketball Championships. We work in cooperation with Visit Florida on cooperative advertising opportunities to include a TV Campaign, Media FAMs, tradeshows, print advertising, and Visitor Guide.

Sales efforts were expanded to capture the return of group business including meetings, group tours, reunions, and weddings.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?

Visit Pensacola's layered approach includes Advertising, Direct Sales, Public Relations, Promotions, Research and servicing the visitor (information centers). After large gains in FY21 and FY22, we were able to retain most of that growth in 2023 only dropping 1%. In FY24, TDT collections were up 2%, establishing a new record for TDT collections exceeding $22 Million ($22,034,319). This was accomplished while peer destinations in Northwest Florida had flat growth or decreases in collections.

Our research has shown that we have grown Total Visitors by 2.3% to 2.54 Million people, increased Visitor Spending to $1,322,316,900 (up 0.4%), and an overall economic impact of to $2,018,313,000 (down 0.5% due to a change in the economic impact IMPLAN multiplier decreasing from 1.54 in FY23 to 1.53 in FY24).

Tourism represents 18,700 jobs in Escambia County. Visitors to Escambia County save local residents $513 in county taxes per household each year. 63% of visitor spending is outside of lodging and spent in local businesses including retail, restaurants, attractions, grocery stores and gas stations.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?

Visit Pensacola is the umbrella organization that positions Escambia County as "The Way To Beach"…an authentic, must-see beach destination. To gain the desired positioning, Visit Pensacola brings together a wide variety of organizations, businesses, and interests and provides a leadership role in unifying these assets within the destination to market as one. Visit Pensacola is requesting funds to support the marketing and sales efforts to attract visitors for leisure, meetings, weddings, reunions etc. and act as an outlet to provide information to potential visitors. Our request is part of a greater request as a unified budget that includes Art, Culture and Entertainment (ACE).

Visit Pensacola started receiving funding in 2014 and has contributed to a 6.5% - 9.1% growth in TDT receipts every year since then through 2019. Visit Pensacola and the Unified Budget played a critical role in rebounding quickly from the COVID pandemic in 2020 and recording record TDT receipts in 2021. TDT receipts in FY21 increased by 26.1% and 44.6% in FY22. While TDT receipts in FY23 were down slightly by 1.1%, they increased by 2.3% in FY24 setting a new TDT collections record of $22,034,319.

Through the efforts of the Unified Budget, tourism supports local businesses, creates jobs, generates additional LOST revenue for Escambia County and adds to the quality of life for county residents.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain:

For those counties who have enacted the tourist development tax (TDT), it is a requirement that they have a Tourist Development Council (TDC). The efforts of Visit Pensacola and the Unified Budget, while serving at the pleasure of Escambia County and the TDC, are directed by a Board of Directors comprised of industry and community stakeholders.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:

Visit Pensacola is unique in its role as a Destination Marketing Organization. Our sole reason for existence is to focus on increasing tourism, which includes both visitor volume and economic impacts. With a collaborative approach we maximize the limited TDT dollars we receive to get the best return on investment for the County.

We share similar goals with Chambers of Commerce in helping local businesses be successful in Escambia County. Tourism also plays a role in attracting businesses and employees to the county. We meet regularly and collaborate with the Pensacola Chamber of Commerce, Perdido Key Chamber of Commerce, and Pensacola Beach Chamber of Commerce, Gulf Coast Minority Chamber of Commerce, and Florida West Economic Development Alliance to promote their programs and events, education, and networking opportunities.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

Visit Pensacola is the recognized Destination Marketing Organization for Escambia County. It has established a track record of success over the last 10 years and is the fiduciary agent for the Unified Budget that includes ACE (Arts, Culture and Entertainment). Visit Pensacola's sole purpose is to be focused on increasing tourism. With a collaborative approach with the county, state and national levels to successfully promote Escambia County, we maximize the TDT dollars we receive to get the best return on investment for the County.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 16%
- Percentage for direct programming costs: 84%

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

TDT dollars are the primary revenue stream for Visit Pensacola's tourism promotions and if we did not receive our full request, we would re-evaluate all areas of our business to determine what areas will need to be cut or reduced. While we generate private revenue through various other means (membership, cooperative advertising and events), it is not enough to make up for any loss of TDT revenue. The limited private revenue generated is used for expenses that are non-reimbursable from TDT.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio:

As a partner with Visit Florida (the State's tourism marketing agency) and Brand USA (United States tourism marketing agency) we can partner with them on qualified marketing programs. Typically, these programs require a 1:1 match and are specific to destination marketing. Past programs have included medical tourism, air service development, international marketing, and a domestic TV advertising campaign. Investment by Visit Pensacola varies from year to year depending on available programs and has ranged from $50,000 to $500,000. On behalf of Escambia County, Visit Pensacola will contribute $57,500 for a regional match from the Northwest Florida Tourism Council and Visit Florida for a Triumph Gulf Coast Grant for $3.5 Million a year for three years.

Is there a duplication of funding? Does your organization request funding from other local

non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.

Visit Pensacola does not request funding from other local non-profit agencies.

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only)

Visit Pensacola is the official destination marketing organization for Escambia County. We implement a multi-channel layered approach that includes Advertising, Digital Marketing, Direct Sales, Public Relations, Promotions, Social Media, Research and servicing the visitor (information centers).

Visit Pensacola is the umbrella organization that positions Escambia County as "The Way To Beach," an authentic, must-see beach destination. To gain the desired positioning, Visit Pensacola brings together a wide variety of organizations, businesses, and interests and provides a leadership role in unifying these assets within the destination to market as one. Visit Pensacola is requesting funds to support the marketing and sales efforts to attract visitors for leisure, meetings, weddings, reunions etc. and act as an outlet to provide information to potential visitors.

Each year, Visit Pensacola develops a marketing plan based on previous year results and the approved funding. Attached to this application is the Marketing Plan for FY25 that is currently being implemented.

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only)

N/A

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics	FY23	FY24	FY25 (Q1 only)	% Change FY24 vs FY23
Number of Visitors	2,505,200	2,564,000	517,300	2.3%
Direct Spending	$1,317,318,200	$1,322,316,900	$273,472,600	0.4%
TDT Collections	$21,582,335	$22,034,319	$4,244,228	2.1%
Occupancy	61.8%	60.8%	51.5%	-1.6%
Average Daily Rate (ADR)	$161.01	$157.61	$129.03	-2.1%
RevPAR	$99.54	$95.86	$66.50	-3.7%
Room Nights	2,399,900	2,483,700	521,700	3.5%
Length of Stay	4.5	4.3	4.5	0.0%
First-Time Visitors	27%	27%	25%	0.0%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing

Program Goals	FY26
1. Increase the number of visitors to our community and the direct spending associated with those visitors	2,652,000 Visitors $1.38 Billion Direct Spending
2. Specific metrics related to the visitor industry including TDT Collections, lodging occupancy and Average Daily Rate (ADR), Length of Stay, Average Spend per Party and 1st Time Visitors.	$22,905,000 in TDT
3. Increase Partnerships within the Visit Pensacola organization, increase participation at organization events, aid in the return/growth of events within Escambia County	400 Partnerships

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1. Pensacola attracted 2,564,000 visitors in FY24, an increase of 0.2% from FY23. Visitors spent $1,322,316,900 in FY24, up 0.3% from FY23.	2,600,000 Visitors $1.35 Billion Spending
2. TDT Receipts for FY2024 were $22,014,317 which exceeded the Escambia County budget goal of $20,000,000 by over $1.6 Million.	$22,454,603 in TDT
3. Number of partners in FY2024 increased to 370.	385 Partnership

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$148,310.00	$137,000.00	$140,000.00
County Funding/Direct Contribution	$12,171,985.00	$12,406,895.00	$12,809,700.00
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$144,825.00	$133,000.00	$133,000.00
Investment Income	$	$	$
Other Income (b)	$213,417.00	$150,200.00	$157,435.00
Total Income	$12,678,537.00	$12,827,095.00	$13,240,135.00

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.)

N/A

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.

FY24 Gifts in Kind-Gifts in Kind (market value of rent for buildings, Pensacola VIC and Perdido Key VIC and use of assets owned by county =$175,000, Miscellaneous income-sales tax discounts and bank interests= $200.

FY25 Gifts in Kind-Gifts in Kind (market value of rent for buildings, Pensacola VIC and Perdido Key VIC and use of assets owned by county =$150,000, Miscellaneous income-sales tax discounts and bank interests= $200

FY26 Gifts in Kind-Gifts in Kind (market value of rent for buildings, Pensacola VIC and Perdido Key VIC and use of assets owned by county =$150,000, Miscellaneous income $200, and Interest Income $10,000.

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	VPI=20, PS =7	VPI=20	VPI=22
Salaries and Wages	$1,612,811.00	$1,226,358.00	$1,339,760.00
Employee Benefits	$267,958.00	$286,800.00	$295,800.00
Professional Services	$57,190.00	$42,200.00	$47,200.00
Contractual Services	$180,000.00	$180,000.00	$180,000.00
Travel Expenses	$101,290.00	$106,500.00	$108,800.00
Rentals and Leases	$10.00	$10.00	$10.00
Communication	$10,549.00	$18,000.00	$18,000.00
Postage and Freight	$36,856.00	$42,000.00	$44,000.00
Repair and Maintenance	$122,873.00	$126,000.00	$126,000.00
Printing and Binding	$104,827.00	$158,200.00	$158,200.00
Marketing and Promotion	$11,066,702.00	$10,085,612.00	$10,389,185.00
Fuel	$	$	$
Supplies	$226,383.00	$178,415.00	$186,100.00
Event Expenses	$181,956.00	$327,000.00	$327,000.00
Capitalizable Assets for County Funding (a)	$4,508.00	$50,000.00	$20,000.00
Other Expenses (b)	$	$	$
Total Expenses	$13,973,913.00	$12,827,095.00	$13,240,135.00
Net Income - (Revenue minus Expense)	$-1,295,376.00	$0.00	$0.00

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.

Capitalized assets, computers, office furniture, equipment, information kiosks

(b) Please explain any request listed in the "Other Expenses" line item. N/A

BUDGET QUESTIONS

1. **Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year?**
   Fiscal Year

2 **Please explain any discrepancies in the Expense Table and your agency's Financial Statements**. N/A

3 Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

These funds are used to pay expenses that are non-reimbursable by TDT guidelines and statue.

4 Please list the salary of the top 5 employees, names and positions of your organization.
If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
Darien Schaefer	President & CEO	$161,729.00
Nicole Stacey	VP of Destination Development	$125,805.00
Shawn Brown	Digital Marketing/Website Mgr	$92,577.00
Wondwossen Samuel	Director of Finance & Admin	$92,347.00
Kaya Man	Director of Sales & Services	$90,859.00

5 Please provide the total amount of cash and investments on hand.

As of 3.31.25 cash total = $568,140.35

6 Does your organization charge fees for services? If so, provide a list of fees charged. No

7 **Does your organization require background checks from volunteers and staff?**

Yes

ECONOMIC DEVELOPMENT AGENCIES

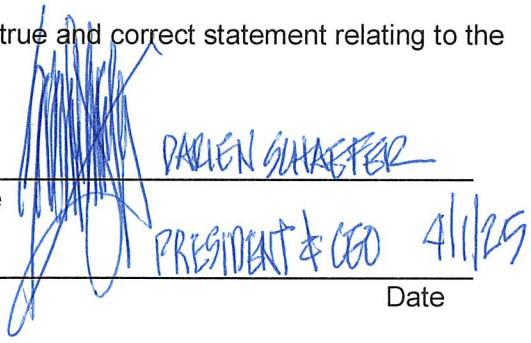
If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A:

1. **What is your agency's Strategic Plan?** N/A
2. **How many jobs were created this year over last year by zip code?** N/A
3. **What is the net cost per job created**? N/A

ADDITIONAL QUESTIONS (Economic Development)

1. **What was done by your agency to address the "Pockets of Poverty"? N/A**
2. **Did your agency receive any grants? List the amount and a detailed use of the funds?** N/A
3. **Was there any increase in membership for the local chambers?** N/A
4. **What are your agency's statistics on business creation and minority businesses by zip code?** N/A
5. **Can we reduce the taxpayer subsidy?** N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.



Name

Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

> Visit Pensacola serves as the primary destination marketing organization for Escambia County. In this role we lead the efforts directly related to the attraction and retention of tourists to our community. In addition, Visit Pensacola serves to connect businesses and organizations to impact development and infrastructure within Escambia County. Details of FY23 activity can be found in the attached report.

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: Visit Pensacola FY 23-24	1st QTR (Oct – Dec 2023)	2nd QTR (Jan – Mar 2024)	3rd QTR (Apr – Jun 2024)	4th QTR (Jul – Sept 2024)
How many people attended/visited your organization/event? **(Total Visitors)**	**517,100**	**474,500**	**797,200**	**775,200**
How many people who attended/visited your organization/event stayed in area hotel/motels? **(Visitors staying in paid accommodations)**	**270,400**	**276,600**	**520,600**	**505,400**
How many nights did those people stay in area hotels/motels? **(Average length of stay for visitors staying in paid accommodations)**	**5.4**	**6.0**	**4.6**	**4.6**
On average, how much did each family spend at the organization/event? **(Average total travel party spend)**	**$1,339**	**$1,455**	**$1,552**	**$1,489**

***Source: Downs and St. Germain Research**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

In FY2024:

- Visitor spending generated a total economic impact of $2,018,313,000 in the Pensacola area (-0.5% from FY2023).
- Tourism in the Pensacola area supported 18,700 local jobs in FY2024, generating $628,887,800 in wages and salaries.
- Visitors to the Pensacola area in FY2024 contributed $64,951,800 in local taxes to Escambia County.
- An additional Pensacola area job is supported by every 137 visitors.
- Visitors to the Pensacola area save residents $513 in local taxes per household each year.
- Visitation, room nights, direct spending, and TDT increased slightly compared to FY23 with economic impact decreasing slightly. Spending was up due to an increase in visitors, despite a shorter length of stay.
- Lodging occupancy was down -1.6% and ADR was down -2.1%, resulting in a RevPAR that was down -3.7% from FY2023. Accommodation units saw a +4.8% increase this year, leading to an increase in room nights and TDT.
- National trends show that while visitors are prioritizing travel, they are exercising economic caution by spending less during trips. Despite this, direct spending increased slightly compared to the previous year.
- The decrease in lodging metrics is partially due to a statewide trend of visitation dropping compared to 2023. This is because of an increase in domestic visitors going abroad and cruises returning to pre-pandemic levels.
- The overall increase in visitors was largely an increase in day trippers (+7%) and people staying with friends/relatives (+4%).
- Compared to FY2023, more visitors used VisitPensacola.com to plan their trip (+5% points).
- Compared to FY2023, visitors were more likely to recall advertising (+7% points). Of visitors who recalled advertising, they were more likely to see this on VisitPensacola.com (+6% points) and weather apps (+5% points). After seeing an ad, 12% of visitors were influenced to visit the Pensacola area (+2% points).
- More visitors traveled with children (+6% points) and visited art galleries, museums, etc. (+5% points) while in the area compared to FY2023.

2024 ANNUAL REPORT



THE WAY TO BEACH™

TOURISM WORKS FOR YOU
VISIT PENSACOLA .ORG
PENSACOLA BEACH • PERDIDO KEY

LETTER FROM THE PRESIDENT



To our partners and stakeholders,

Visit Pensacola's mission is to lead, connect, collaborate and communicate the importance of tourism in our community. We continuously share the story of tourism as a virtual economic driver, highlighting its impact and significance. And, as the tourism landscape comes off another strong year, Visit Pensacola has maintained unprecedented numbers.

We welcomed more than 2.5 million visitors in the past year. With travelers no longer restricted in their travel options, we worked to remain top of mind and connect with our visitors in consistent and creative ways to remind them that Pensacola is the Way to Beach.

As our over-arching campaign, The Way to Beach, entices audiences with our relaxing, beautiful beaches and then expands the story, showcasing the rich "beyond the beach" experiences that enhance a beach vacation. The research continues to show that our white-sand beaches and our down-to-earth, easy-going vibe offer visitors the getaway they want.

We shared that story in front of over 45 markets this year, which was seen more than 360 million times by travelers throughout the Southeast and beyond. We built off the success of existing campaigns, and reached travelers in new ways. We created fresh and engaging content, and we worked together to support and collaborate with our local partners to tell our story, attract group business, and host media in market.

Increasing the awareness of Northwest Florida is a goal we were able to achieve this year through our role in the Northwest Florida Tourism Council. As the Council Chair, I was pleased to announce in July that we secured a Triumph Gulf Coast grant for $10.5 million in partnership with Visit Florida to promote the Northwest Florida region.

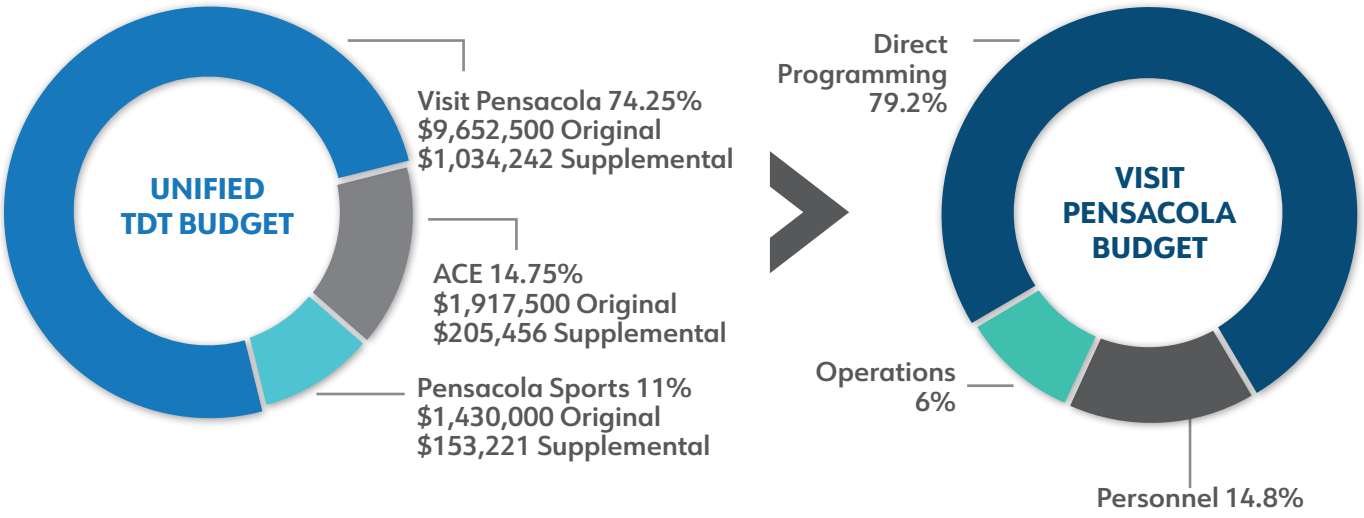
All of these efforts contribute to the success of our entire community and Visit Pensacola.

The results speak for themselves. In the FY 23/24 visitors to Escambia County generated more than $22 million in vitally important TDT revenue.

Thank you to everyone who has helped share the story of why Pensacola is The Way to Beach!

Darien Schaefer
President & CEO
Visit Pensacola

FY23/24 BUDGET OVERVIEW



FY24 Unified TDT Budget:

$13,000,000 Original Budget Allocation

$1,392,919 Supplemental Funding

Visit Pensacola Budget

TDT Original Allocation $9,652,000

TDT Supplemental Allocation $1,034,242

Private Revenue $445,200

VP Total Budget $11,131,942

American Magic Funding

Pass-thru Expense $500,000

Advertising Agency

(Showcase Pensacola)

$6,426,217

97.8% of Advertising/Media Budget

94% of Advertising Budget is Spent on Media Buys

Digital, Broadcast, Print, Promotions, Outdoor, Etc.

ORIGINAL BUDGET ALLOCATION

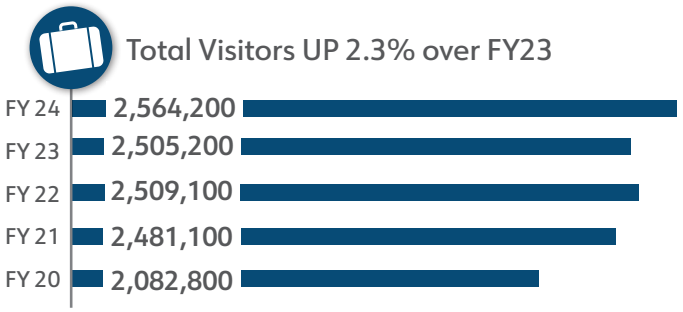
DIRECT PROGRAMMING	BUDGET	%
Advertising/Media	**$5,541,575**	**54.9%**
Events/Sunbelt/Mini-Grants	$435,630	4.3%
Research	$418,648	4.1%
Direct Sales	$674,147	6.7%
Customer Acquisition	$580,680	5.8%
Public Relations	$300,055	3.0%
Tourism Development Projects	$50,000	0.05%

OPERATIONS	BUDGET	%
Building	$164,510	1.6%
Operations	$335,495	3.8%
Finance/Insurance	$106,765	1.1%

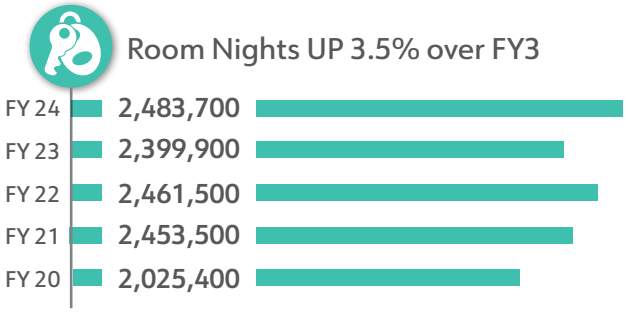
PERSONNEL	BUDGET	%
Personnel	$1,490,195	14.8%

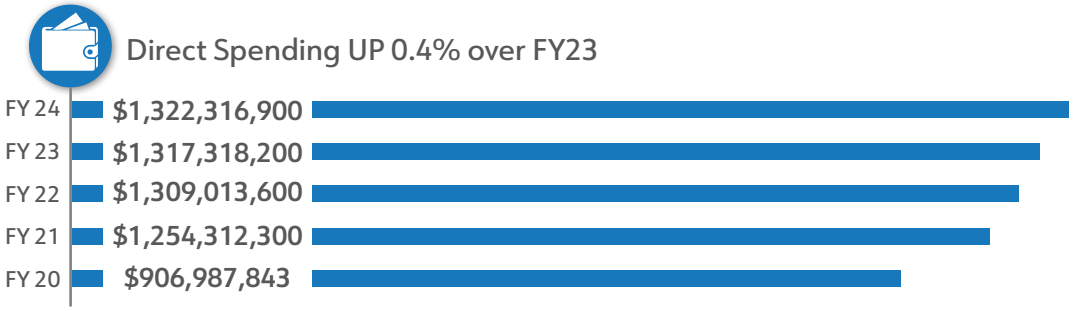
SUPPLEMENTAL FUNDING	BUDGET
Direct Programming-Advertising/Media	$1,025,049
Operations-Building	$9,193

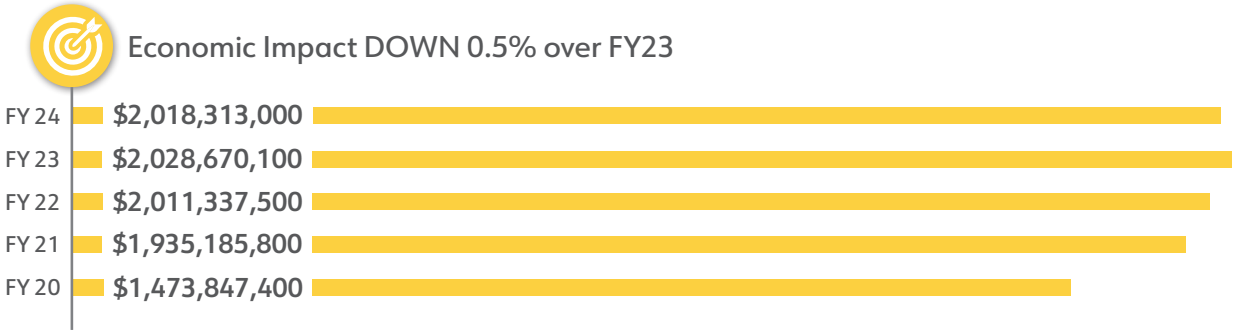
FY23/24 ANNUAL SNAPSHOT



Pensacola FY2024 visitor and lodging metrics increased in several key categories, despite a statewide drop in visitation.*



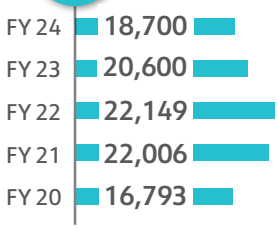




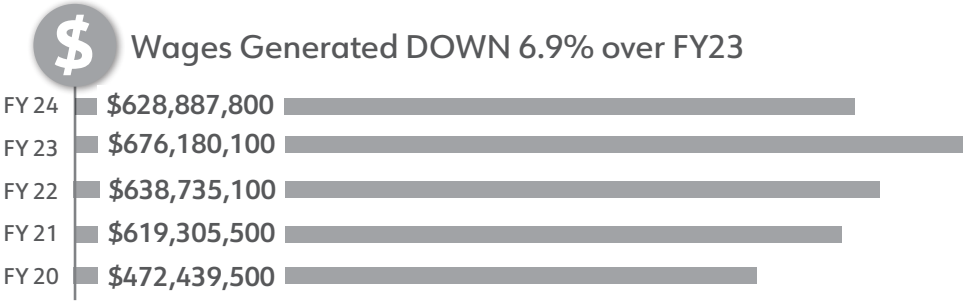
*Visit Pensacola Visitor Tracking Study FY 2024 by Downs & St. Germain

FY23/24 ANNUAL SNAPSHOT

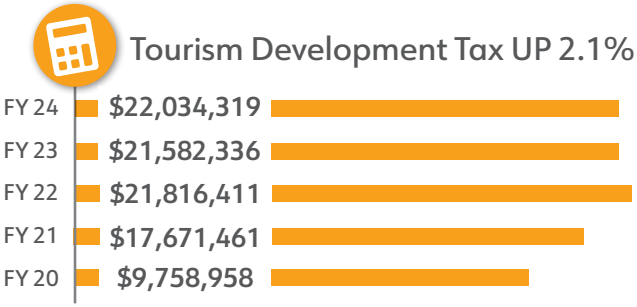
Jobs Supported DOWN 9.2% over FY23



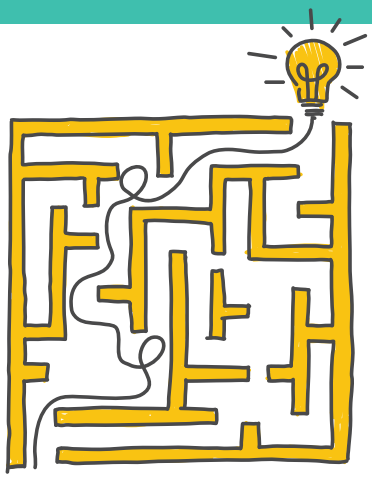
Wages Generated DOWN 6.9% over FY23



Tourism Development Tax UP 2.1% over FY23



FY23/24 CHALLENGES



Increased Lodging Inventory

The addition of new hotel rooms and vacation rentals in FY24 intensified competition, impacting key metrics like occupancy and average daily rate (ADR). According to the December 2024 STR Report, supply grew by 3.8%. Additionally, Key Data reports show that online travel agency (OTA) inventory expanded by 7.8%, increasing from 8,894 to 9,591 units between January 2024 and January 2025. This growth in lodging options provides visitors with more choices, but it creates challenges for existing properties trying to maintain profitability.

Lagging Corporate Travel

Corporate travel remains below pre-pandemic levels, using 2019 as a benchmark. Skift reports that hybrid work models are prevalent, meaning fewer employees are consistently in offices. This trend affects industries like technology, insurance, and professional services—traditionally strong drivers of hotel bookings. These industries and others are scaling back trips in favor of virtual meetings. As a result, transient corporate travel, once a reliable revenue stream, has yet to recover.

Limited Group Facilities

Despite strong demand for group travel, up 16% year-over-year according to CoStar, Pensacola struggles to capture this segment due to a lack of a conference center capable of hosting large-scale events.

External Influences

- Seasonal weather and hurricane perceptions, regardless of location in the state, continue to shape travel decisions.
- Controversial political developments in Florida have resulted in canceled group trips and travel bans.
- Economic factors, such as inflation and rising travel costs, further complicated plans for many travelers.
    - While 60% of consumers reported inflation influenced their travel habits, research shows travel spending remains a priority over other discretionary expenses. (Skift)
    - "2024 is an election year, which historically means numbers are down" - Lindsey Epperly, founder and CEO of Jetset World Travel. (TravelAge West)
    - The first two quarters of 2024 will have no growth followed by full-year GDP growing by 1% (Tourism Economics)

Resurgence of Cruise Travel

Cruising has rebounded, with passenger numbers surpassing 2019 levels by 6%. (MMGY Global Travel Compass for 2024). While this resurgence benefits the travel industry as a whole, it highlights competition for visitors.

Shifting Lodging Demand

With fewer construction projects in FY24, some lodging properties lost a steady stream of base business. Meanwhile, the growing number of hotels along I-10 provided travelers with an increasing array of options for overnight stays, diluting demand.

Marketing Budget Disparity

With travelers having more options than ever, Pensacola competes with nearby destinations like Destin, Panama City Beach, and Gulf Shores, which benefit from larger marketing budgets. This disparity continues to challenge efforts to attract travelers.

Regulatory Changes to TDT Usage

The Escambia County Comptroller's ruling that traveler writers are no longer an approved expense for Tourist Development Tax (TDT) reimbursement limits Visit Pensacola's ability to market the destination effectively. Despite efforts to reverse the decision, the restriction remains in place, creating hurdles for promoting Escambia County.

FY23/24 SOLUTIONS

Here is a short synopsis of the programs and campaigns that were implemented:

Visit Pensacola met the challenges of the new fiscal year headlong, responding with innovative marketing campaigns and programs that proved successful in sustaining and growing the Pensacola tourism industry.



The Way To Beach™

October 2023 – September 2024

This always-on, over-arching campaign message generates traveler awareness, interest, consideration, and bookings by positioning the Pensacola Bay Area as The Way to Beach™ for travelers. Under this umbrella, we expand and tell the whole story with other campaigns. In FY24, the campaign delivered nearly 265,000 room nights, more than 34,000 flights, and nearly 164,000 travelers.



Fly Market Support

October 2023 - September 2024

Connecting with Pensacola's direct flight markets landed more than 63,000 passengers. Dallas, New York City, and Washington DC delivered nearly 55% of these passengers with Charlotte, Denver, Houston, Chicago, Nashville, and St. Louis sending the rest.



Interest Marketing

October 2023- September 2024

This native advertising effort lets history lovers, foodies, craft-beer enthusiasts, divers, birders, and fishing fiends know they can explore their specific interests here. At $193.34, this campaign's Average Daily Rate (ADR) for FY24 was twenty percent higher than the average for all campaigns

Multi-Market Outdoor Campaign

October 2023 - September 2024

This multi-market billboard campaign featured unique messages promoting Pensacola in seven strategic locations. The locations spanned Interstate 10 from Baton Rouge to Baldwin County, AL with two additional locations on I-65 enticing southbound drivers approaching Pensacola. The campaign delivered more than 65.8 million annual impressions.

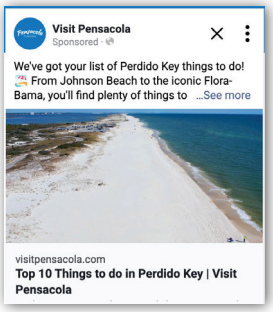


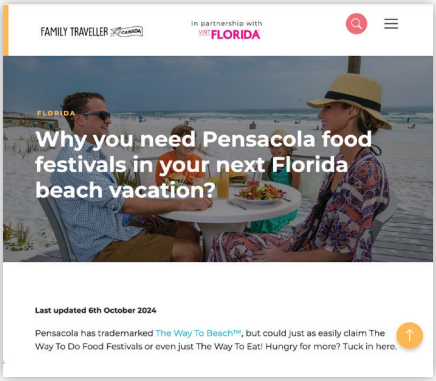
FY23/24 SOLUTIONS

Partner Bonus Campaign

October 2023 - July 2024

This social media campaign delivered ads to in-market visitors, highlighting the broad scope of experiences available while they're here. Ads pointed them to information on events, history, dining, outdoors, and arts & culture and generated more than 59,000 page views.





International Campaigns

October 2023 - September 2024

Visit Pensacola uses carefully curated media opportunities targeted to Canadian and UK audiences, many in conjunction with Visit Florida. A New partnership with Magic Torch PR helped build awareness with UK audiences.

Alabama Football Promotion

October 2023

This upper-funnel effort targeted Alabama football fans with an in-stadium promotion, digital, print, and radio advertising. It enhanced the SEC efforts and increased overall radio advertising recall.





The Way To Beach - SEC Promotion

August 2023 - January 2024

Audience research showed our target audience loves SEC football. Broadcast TV, CTV, online video, and digital display put beautiful Pensacola footage in front of these fans. Teaming with the SEC and ACC networks helped reach 121 million households during afternoon and prime-time football games.

Carvertise – Atlanta

April - May 2024

This campaign combined the power of on-the-ground presence with digital retargeting in Atlanta. Results: 2.5 million impressions.



Winter Visitor Campaign

October 2023 - January 2024

Inviting Snowbirds (Sunshine Seniors), empty nesters, and others to exchange their cold-weather homes for an extended stay here brought more than 4,000 travelers to the area. The multi-tactic campaign used print, digital, cable TV, OTT, and social media advertising to connect with potential travelers in Illinois, Indiana, Michigan, Minnesota, Missouri, Ohio, and Wisconsin.





Sun Belt Basketball Championship Promotion

January - March 2024

In 2024 Pensacola hosted the fourth year of a five-year commitment to host the Sun Belt Basketball Championship. This seven-day tournament brings in men's and women's teams from the 14 conference schools. The promotion plan combined digital and social advertising with television, radio, outdoor and print adverting to draw out-of-market and local fans to the games. The campaign helped drive 7,250 room nights and $3.1 million in visitor spending.

Madden Influencers

October 2023 - September 2024

Ten social media influencers visited Pensacola with each promoting a central theme: food, winter travel, outdoor adventure, etc. The campaign delivered 525,548 impressions valued at more than $106,280 in earned media value.





Meetings, Incentives, Conventions & Events Targeting

October 2023 - September 2024

Connecting with meeting and travel professionals on LinkedIn and in the digital ad space generated noteable website traffic and booking revenue. Nearly 17,000 users visited the site and more than 3,600 travelers visited the area.

FY23/24 SOLUTIONS



Social Inclusion Campaign

October 2023 - September 2024

Combining The Way to Beach messaging with contextual targeting to connect with LGBTQ+ and African American travel-intenders generated more than 25,000 room nights and a 30x ROI.

Scuba Diving Promotion

April - June 2024

Print, digital, and social content marketing in partnership with *Scuba Diving Magazine* highlighted the area's robust diving opportunities and delivered more than 1.2 million impressions.


PENSACOLA'S *SAN PABLO* WRECK



Garden & Gun Seafood Rodeo

June 2024

This integrated promotion included a half-day fishing trip for guests, alongside three local chefs, and was followed by a ticketed dinner for 100 people where the fresh catch was prepared for each guest. The promotion was supported by in-magazine content and ads, as well as email, digital and social media promotion. The event was a sell-out and delivered more than 7.5 million impressions elevating Pensacola's culinary scene.

Early Bird Winter Visitor Campaign

August – September 2024

Historical booking data indicates that our winter visitors begin making their plans much sooner than the traditional beachgoer. A multi-touch campaign captured the attention of those cold-climate dwellers early in their planning process. In two months, 5,500 room nights and 1,400 flights were booked.



FY23/24 MARKET PERFORMANCE

TOURISM DEVELOPMENT TAX (TDT)

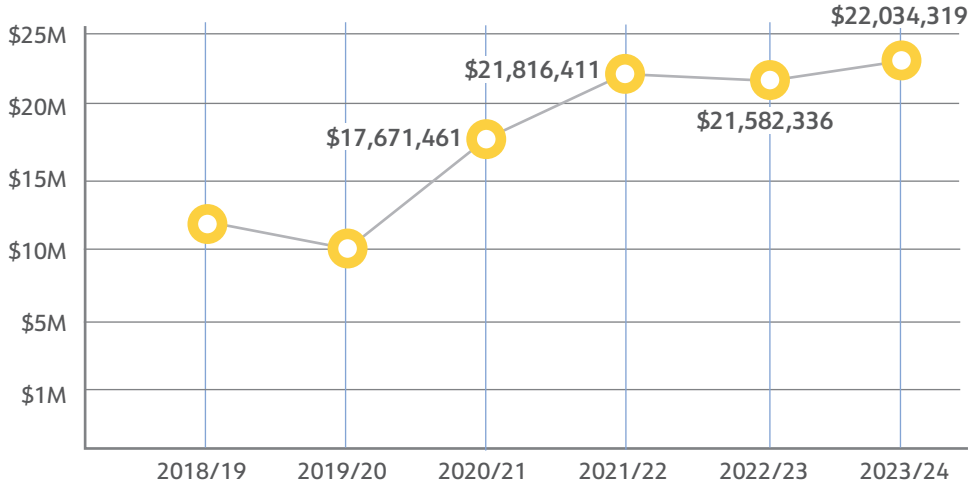
Tourism Development Tax collections increased in FY 23/24, in part due to a 4.8% increase in accommodation units.

Pensacola visitors generated 2,483,700 room nights in paid accommodations, a 3.5% increase from FY 2023.

35% of overnight visitors stayed in hotel/motel/resort properties and 21% stayed in vacation rental homes.

The record increase in FY 202/2021 was due, in part, to the implementation of the fifth cent of TDT tax. The one cent hike began in May 2021.

TDT Collections



- **FY21 UP 55.9% over FY20***
- **FY22 UP 23.5% over FY21***
- **FY 23 DOWN 1.1% from FY22***
- **FY 24 UP 2.1% over FY23***

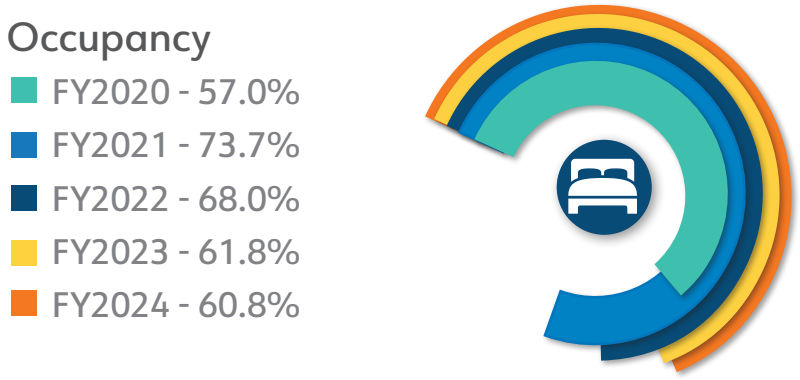
*Calculating on 4¢
Note: FY 2021 tax rate was 4% through April 2021, then 5% through the end of FY2021 and beyond. Increase in TDT for FY2022 is calculated with TDT at 5%.

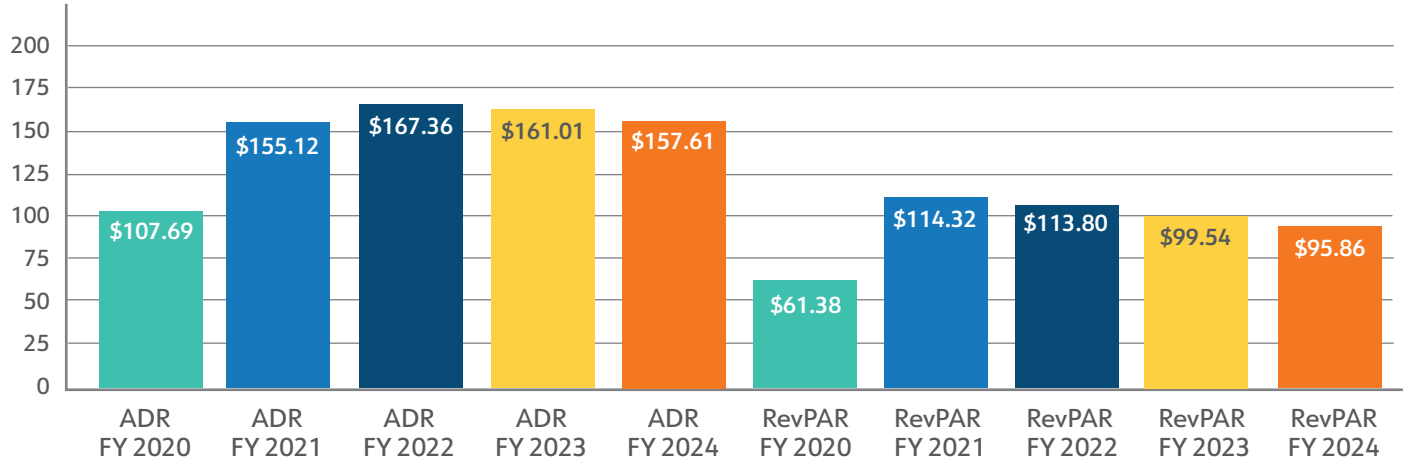
FY23/24 MARKET PERFORMANCE

OCCUPANCY, ADR AND REVPAR

Escambia County saw slight decreases in lodging metrics, partially due to a statewide trend of visitation dropping compared to 2023. This is because of an increase in domestic visitors going abroad and cruises returning to pre-pandemic levels.

Lodging occupancy was down 1.6% and ADR was down 2.1% resulting in a RevPar that was down 3.7% from FY 2023.





FY23/24 WEBSITE/SOCIAL MEDIA

MARKETING CHANNELS OWNED BY VISIT PENSACOLA

VISITPENSACOLA.COM

Visit Pensacola enhanced its online presence with the deployment of a new Visit Pensacola app, the addition of numerous new landing pages and blog posts.

Visitpensacola.com has been voted top website for the past six years by the readers of *InWeekly*.

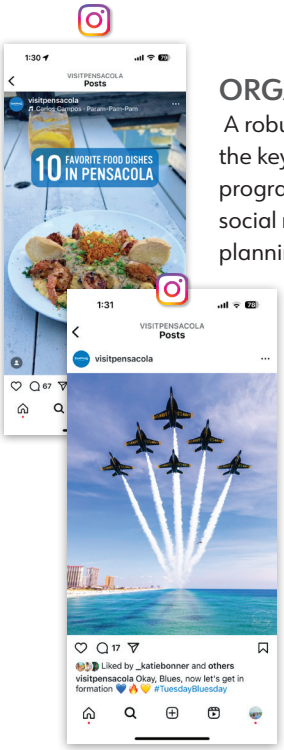


Website conversions: 2.5 Million
Conversion rate 24%
Goal - 15% increase
Up 9% over FY23

Website users: 3.8 million
Goal - 20% increase
Up 34% over FY 23

Website page views: 9.3 million
Goal - 20% increase
Up 49% over FY23

Partner Listings accessed: 864k
Goal - 20% increase
Up 29% over FY23



ORGANIC SOCIAL MEDIA MARKETING

A robust organic social media marketing program is one of the key elements in Visit Pensacola's strategic marketing program. Over the past year, Visit Pensacola's owned social media channels attributed to 9% of travelers top trip planning sources.

In FY2024 19% of visitors used their social media to help plan their trip. 28% of visitors had recently seen, read, or heard advertising, promotions, or travel stories about the Pensacola area.

The team leads with an expert mentality strategy focusing its channels on the brand's six core experiences, eight neighborhoods, over 370 partners, seasonality/time of year, events/holidays, core tourism initiatives, and stories and experiences that are unique to the area.

Visit Pensacola is one of the leading destination marketing organizations across Northwest Florida distributing 463 pieces of content across 9 social media channels.

FY23/24 WEBSITE/SOCIAL MEDIA

SOCIAL CHANNELS OWNED BY VISIT PENSACOLA

FY 23/24
Social To Web Conversions:
50,469 engaged sessons
UP 13.3% over previous year

FY 23/24
New Social Followers: 66,358
Goal – 20% increase
UP 29.2 % over previous year

Published 463 pieces
of partner content



Instagram
28,266 New Followers
Total Engagement: 880,046
13 Million Impressions

Instagram Stories
1.7 Million Story Interactions

Facebook
23,934 New Page Likes
1.9 Million Engagements
61.6 Million Impressions
247,154 Followers

LinkedIn
21,267 Engagements
4,531 Followers

Pinterest
250 New Followers
3,511 Followers

X
3,044 New Followers
Total Engagement: 26,610
699,925 Impressions

YouTube
1,700 Total Subscribers
246 New Subscribers

TikTok
3.7 Million Impressions
9,569 New Followers
Total Engagement: 128,261

Trend Note:

- Visit Pensacola's FY24 engagement goal was to achieve a 15% increase in engagement across all platforms.
- Overall engagement is down 13.4% due to platform wide decreases in Facebook and X engagements.
- When Facebook and X are removed from the calculation, Visit Pensacola's engagement rate is up 70% over FY23.

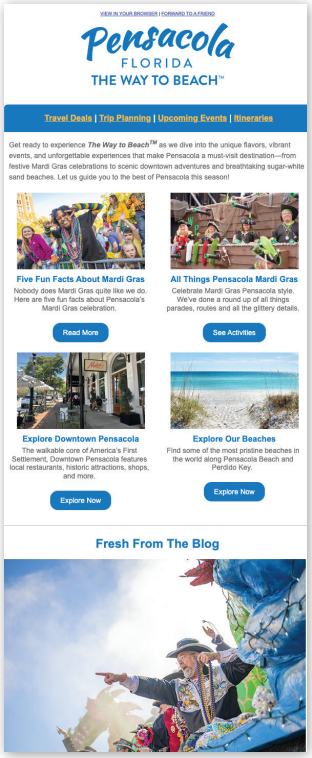


MARKETING CHANNELS OWNED BY VISIT PENSACOLA

Email Marketing

Visit Pensacola continues to build and strengthen its email marketing programs. Email efforts are directed at one of two audiences - consumers and partners/stakeholders. Those audiences are further segmented by interest and topic for specific initiatives.

In 2024 Visit Pensacola launched a new email series promoting the Visit Pensacola App. Users who request the Insider Guide are asked what season they are visiting. Prior to their visit they will receive an email inviting them to help plan their stay by downloading our app.



Total Emails Sent: 1.31 Million

UP from 279,460

Email traffic increased by 881%

CONSUMER AUDIENCE STATISTICS

- New sign-ups - 1,762 .....DOWN 35.2% over previous year
- Conversion Rate - 137% ..... DOWN 7% over previous year
- Open Rate - 34% ..... DOWN 18% over previous year
  Goal - 15% increase (Industry Average 20-22%)
- Click-Thru Rate - 2.4% ..... UP 7% over previous year

Blogs

Visit Pensacola posted 31 new and refreshed blogs in FY 24 to VisitPensacola.com. The team worked with numerous community members for a local's perspective to share insider tips for the best places to eat, do, stay, and more. The narrative paid off with the blog receiving 561,924 sessions.



FY23/24 PR RECAP

PUBLIC RELATIONS OVERVIEW

PR Objectives:

- Increase overall awareness of Visit Pensacola and Escambia County
- Bring awareness to how Pensacola is a safe, enjoyable travel destination in all segments of travel
- Make announcements on behalf of Visit Pensacola in relation to tourism, growth, adventure travel, family travel, restaurant openings, major events and more
- Garner coverage from regional and national media surrounding tourism to Pensacola and Escambia County
- Explore opportunities to establish regional media interest, especially in drive market and new direct flight cities





PR Goals:

- **Increase domestic media coverage by 10%**
  - 188.476% increase in earned media
  - 189% increase in media impressions
  - 42% increase in articles
- **Host 2-3 press trips across 9 months (18-27 for the year)**
  - Hosted 34 press trips +25.9%



PR Tactics:

- Press Materials: Draft pitches, media alerts and press releases for any important news and initiatives
- Media Lists: Update media lists tailored for Visit Pensacola (with regional, national and international outlets, trade publications, in-flight magazines, target market publications)
- Direct Pitches: Draft a variety of pitches showcasing Pensacola to capture media interest, including adventure travel, parks/outdoors, family travel deals, national holidays, local festivals, once-in-a-lifetime opportunities and more
- TV Segments: Book appropriate segments to promote tourism, travel trends, upcoming events, major openings and more in Escambia County
- Desksides and media hostings: Coordinate media desksides for Visit Pensacola during travel and tourism-related conferences. Invite press to visit Pensacola, Perdido Key and Pensacola Beach for hostings when possible
- Profile Pieces: Set up interviews with appropriate spokespersons in preparation for profile stories (i.e. Chefs, travel officials, Darien)
- Events: Assist with conceptualization and coordination of out of market media events to promote Visit Pensacola

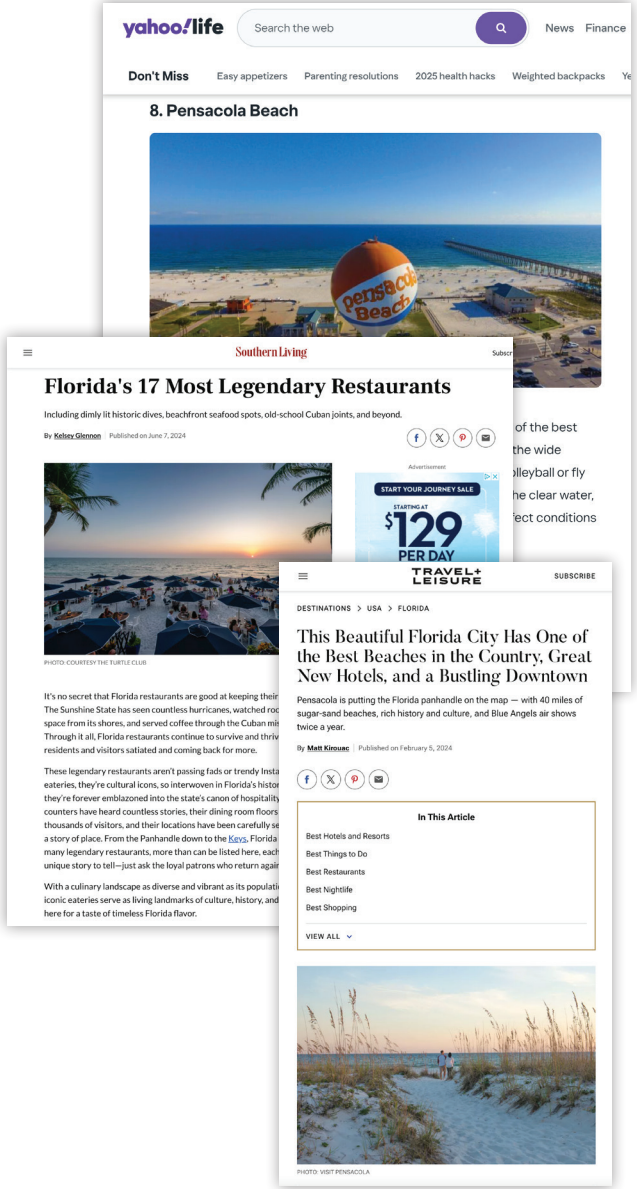
FY23/24 PR RECAP

Visit Pensacola Public Relations Efforts Garnered OVER $1.94 MILLION IN EARNED MEDIA 16.7 BILLION IMPRESSIONS

- 20 PRESS RELEASES
- 353 MEDIA PITCHES
- 52 MEDIA MISSIONS
- 212 MEDIA FEATURES
- 34 TEAMS IN MARKET
- 491 MEDIA ASSISTS
- 29 FILM REQUESTS

Press Highlights

- **These Are the 7 Oldest Beach Towns in the U.S. –** *MSN Travel,* 67 million impressions, media value $15,444
- **The 50 Most Beautiful White Sand Beaches in the World –** *U.S. News & World Report*, 12.6 million impressions, $29,000
- **Best Family Beaches in Florida for an Unforgettable Vacation –** *Yahoo Lifestyle,* 149 million impressions, media value $34,350
- **This Beautiful Florida City Has One of the Best Beaches in the Country, Great New Hotels, and a Bustling Downtown -** *Travel + Leisure Online,* 2.84 million impressions, media value $2,300
- **The 6 Most Affordable Beach Towns in Florida –** *Yahoo Finance,* 19 million impressions, media value $43,500
- **The Black-Owned Business of Travel –** *Essence Magazine Online,* 575,000 impressions, media value $1,325
- **Florida's 17 Most Legendary Restaurants –** *Southern Living Online,* 2 million impressions, media value $1,565
- **Florida Bars Battle for Bushwacker Fame in These Beach Towns –** *Food & Wine Online,* 2.6 million impressions, media value $2,105
- **The 15 Best Beaches in the South, According to Our Readers –** *Southern Living Online,* 2 million impressions, media value $1,565
- **Don't Say Gay Beach? Here are the top 10 LGBTQ+ beaches Florida used to promote –** *Yahoo News,* 136 million impressions, media value $314,000
- **Secret beaches and century-old cannons at this Florida local hidden gem –** *AOL.com,* 8.3 million impressions, media value $6,700



FY23/24 SALES & SERVICE RECAP

SALES AND SERVICES OVERVIEW

The Visit Pensacola Sales and Service team was out in full force in FY 23/24 representing the destination at multiple travel and trade shows. Locally the team focused on partner engagement, educating tourism stakeholders on the many ways to collaborate with Visit Pensacola to boost their business.



- **Hosted monthly Hospitality Roundtable Luncheons, providing partners with actionable insights, best practices, and networking opportunities to grow their tourism impact.**
- **Conducted 12 Partner Portal Trainings to help local businesses leverage Visit Pensacola's tools to drive results.**
- **Organized 3 Sales & Service Committee meetings to equip stakeholders with strategies and best practices for submitting RFPs, securing bookings, and growing their tourism-related business.**



CONFERENCES AND TRADE SHOWS

- Travel and Adventure Shows- Denver, Atlanta, Dallas, New York, Toronto
- Connect Diversity, Medical and DC
- Florida Huddle and Encounter
- Military Reunion Network Summit
- World Travel Market
- IPW
- Smart Meetings Incentives and Corporate
- MPI: Meeting Professionals International
- DEMA: Dive Equipment and Marketing Association
- NCBMP: National Coalition of Black Meeting Professionals
- FSAE: Florida Society of Association Executives

Total Tourism Partners	370
New Partners for FY 23/24	61
Partner Visits	411
Partner Assists FY 23/24	2,169
VIC Visitors	42,100
Shows	19
RFP/Leads Generated	136
Total Value of Sales Leads	$33 Million
Total Sales Leads Booked	112
Total Value of Sales Bookings	$111 Million
Group Sales FAM Tours	9

FY23/24 COMMUNITY ENGAGEMENT RECAP

Community engagement was a priority for Visit Pensacola in FY 23/24.



Here are a few highlights of our accomplishments:

Museum Plaza Cube
November 2023 - September 2024
This interactive art installation is designed to generate awareness and excitement among locals and in-market visitors about the county's primary areas of interest and overall brand position. Downtown Pensacola's Museum Plaza features multiple eight-foot cubes, each with four original murals. These easily accessed, permanent art pieces engage visitors and provide colorful photo backdrops. Visit Pensacola received one of these structures. This four-sided canvas offered a rich opportunity to share Pensacola's multi-faceted story.



Sun Belt Basketball Championship Fan Fest
March 2024
Visit Pensacola spearheaded organizing the Fan Fest for the 2024 Sun Belt Basketball Championship. The team organized vendor booths, games and entertainment to help draw crowds and drive attendance.



FY23/24 COMMUNITY ENGAGEMENT RECAP

National Travel & Tourism Week

May 2024

Visit Pensacola celebrates and promotes tourism during this week-long event that includes the following activities:

- Hospitality Heroes Luncheon
- Travel & Tourism Workshop
- Beach Cleanup
- Hospitality Olympics
- Open Houses at each Visitor Center







America's First Settlement Trail Urban Adventure

October 2024

Visit Pensacola spearheaded the second annual A1S Urban Adventure - a special event with a series of games that involved hunting, solving clues, challenging other participants to "duels", and so much more.

Visit Pensacola participated in the following community events:

- ACE
- EntreCon
- Fiesta
- Foo Foo Fest
- Gallery Night
- Juneteenth
- Keep Pensacola Beautiful
- Leadership Pensacola
- Northwest Florida Tourism Council
- Paddle The Gulf Monthly
- Perdido Bay Estuary Cleanup
- Pensacola Beach Chamber Meetings
- Pensacola Chamber Meetings
- Pensacola Sports Events
- Pensacola Vibes Community Cleanups
- Perdido Key Chamber Meetings
- POP Mural Project
- Scuba Diving Safety Symposium
- Sea Grant Advisory Meeting
- Service Club Presentations
- University of West Florida Events



FY23/24 RESEARCH AND STRATEGIC PARTNERSHIPS



RESEARCH

Consumer research was a key focus area for Visit Pensacola in FY 23/24 with several research initiatives conducted and completed. Research partner Downs & St. Germain led the following initiatives:

Visitor Insight Surveys

October 2023 - September 2024

In this ongoing research initiative 300 surveys are conducted each month at key locations and events throughout Escambia County.

United Kingdom & Canada Market Perception Study

FALL 2024

This study was conduced to assess the market potential of Canada and the United Kingdom for Pensacola.

An internet study of 400 potential visitors from each market was conduced to examine their awareness and perceptions of Pensacola as a beach vacation destination. Results show that 4 in 10 Canadians and 3 in 10 UK residents are aware of the Pensacola area. Overall, the study shows that Visit Pensacola's marketing efforts are making an impact and supports the effectiveness of collaborative international promotional efforts with partners like Visit Florida.

Reports for each research initiative can be found at www.visitpensacola.com/industry/reports/



STRATEGIC PARTNERSHIPS

Northwest Florida Tourism Council

Escambia County is represented by Visit Pensacola in this eight county regional collaboration. Darien Schaefer serves as the Chair for the Council, Nicole Stacey is Co-Lead on the Brand Team and Kaya Man is the Lead on the Sales Team. In 2023, the Council doubled its investment in Sales and Marketing efforts to promote Northwest Florida Beaches using a brand message of "Adventure Within Reach." The Council is now working with Visit Florida to implement a Triumph Gulf Coast grant that was awarded in 2024.



Magic Torch PR

Visit Pensacola has partnered with Becky Fairlie-Clarke of Magic Torch PR to provide UK and Ireland based public relations and sales representation with the travel trade industry. In this role, she will serve as Visit Pensacola's representative in the UK and Ireland and will identify and pursue opportunities for FAM trips, sales missions and marketing programs that benefit Visit Pensacola.

Pensacola
FLORIDA



Visit Pensacola
1401 E. Gregory Street • Pensacola, FL 32502
850-434-1234 • visitpensacola.com

VISIT PENSACOLA

Visitor Tracking Study
FY2024
October 2023 – September 2024



Pensacola
VISITPENSACOLA.COM

downs & st. germain
RESEARCH

STUDY OBJECTIVES: VISITOR JOURNEY

Pre-Visit

- Planning cycle
- Planning sources
- Reasons for visiting
- Recall of destination messaging

Travel Party Profile

- Visitor origin
- Party size
- Party composition
- Demographics
- Number of visits to the area

Trip Experience

- Mode of transportation
- Accommodations
- Booking
- Length of stay
- Activities in destination
- Visitor spending

Post Trip Evaluation

- Satisfaction with the Pensacola area
- Likelihood of returning
- Evaluation of destination attributes
- Painting a picture for others

Economic Impact on Destination

- Number of visitors
- Expenditures
- Room nights generated
- Occupancy, ADR, RevPAR

EXECUTIVE SUMMARY



ANNUAL SNAPSHOT FY2024

1 **Visitation, room nights, direct spending, and TDT increased slightly** compared to FY23 with **economic impact decreasing slightly**. Spending was up due to an increase in visitors, despite a shorter length of stay.

2 **Lodging occupancy** was down **-1.6%** and **ADR** was down **-2.1%,** resulting in a **RevPAR** that was down **-3.7%** from FY2023. Accommodation units saw a **+4.8%** increase this year, leading to an increase in room nights and TDT.

3 National trends show that while visitors are prioritizing travel, they are exercising economic caution by spending less during trips. Despite this, **direct spending increased slightly** compared to the previous year.

4 The **decrease in lodging metrics** are partially due to a statewide trend of visitation dropping compared to 2023. This is because of an increase in domestic visitors going abroad and cruises returning to pre-pandemic levels.

5 The overall increase in visitors was largely an **increase in day trippers (+7%)** and **people staying with friends/relatives (+4%)**.

6 Compared to FY2023, more visitors used **VisitPensacola.com to plan their trip (+5% points).**

7 Compared to FY2023, visitors were more likely to **recall advertising (+7% points)**. Of visitors who recalled advertising, they were more likely to see this on **VisitPensacola.com (+6% points)** and **weather apps (+5% points)**. After seeing an ad, **12% of visitors were influenced to visit the Pensacola area (+2% points)**.

8 More visitors **traveled with children (+6% points)** and visited **art galleries, museums, etc. (+5% points)** while in the area compared to FY2023.

	TOTAL VISITORS	ROOM NIGHTS	DIRECT SPENDING	ECONOMIC IMPACT	TOURISM DEVELOPMENT TAX
	2,564,000	2,483,700	$1,322,316,900	$2,018,313,000	$22,034,319
vs. FY2023	↑ 2.3%	↑ 3.5%	↑ 0.4%	↓ 0.5%	↑ 2.1%

Pensacola VISITPENSACOLA.COM

downs & st. germain RESEARCH

VISITOR JOURNEY: ECONOMIC IMPACT



DIRECT SPENDING

Visitors to the Pensacola area spent

$1,322,316,900

on accommodations, restaurants, groceries, transportation, attractions, entertainment, and shopping

An increase of **+0.4%** from FY2023



ECONOMIC IMPACT

Visitor spending generated a total economic impact[1] of

$2,018,313,000

in the Pensacola area

A decrease of **-0.5%** from FY2023



[1] Economic impact IMPLAN multiplier changed from 1.54 in FY2023 to 1.53 in FY 2024.

VISITORS

Pensacola attracted

2,564,000

visitors

An increase of **+2.3%** from FY2023



ROOM NIGHTS

Pensacola visitors generated

2,483,700

room nights in paid accommodations

An increase of **+3.5%** from FY2023



ACCOMODATION METRICS

FY2024 experienced a decrease in occupancy, yet there was also a 4.8% increase in available units[1], demonstrating growth. The decrease in lodging metrics are partially due to a statewide trend of visitation dropping compared to 2023. This is because of an increase in domestic visitors going abroad and cruises returning to pre-pandemic levels.

Occupancy

60.8%

- 1.6% from FY23

Average Daily Rate

$157.61

- 2.1% from FY23

Revenue per Available Room

$95.86

- 3.7% from FY23

[1] Total units available is calculated using Smith Travel Research and the Department of Business and Professional Regulation's estimate of vacation rental units.

JOBS & WAGES

Tourism in the Pensacola area supported

18,700

local jobs in FY2024, generating

$628,887,800

in wages and salaries



TOURISM DEVELOPMENT TAX

Lodging expenditures by visitors to the Pensacola area in FY2024 generated

$22,034,319

in TDT collected

An increase of **+2.1%** from FY2023



LOCAL TAX CONTRIBUTIONS BY VISITORS

Visitors to the Pensacola area in FY2024 contributed

$64,951,800

in local taxes to Escambia County



VISITORS SUPPORT JOBS

An additional Pensacola area job is supported by every

137

visitors



HOUSEHOLD SAVINGS

Visitors to the Pensacola area save residents

$513

in local taxes per household each year



VISITOR JOURNEY: PRE-VISIT



TRIP PLANNING CYCLE

- Visitors to Pensacola have short trip planning windows as over **half** of visitors planned their trip to the Pensacola area **a month or less in advance** (54% in 2023)

- Average trip planning cycle began **56 days** before the trip (57 days in 2023)



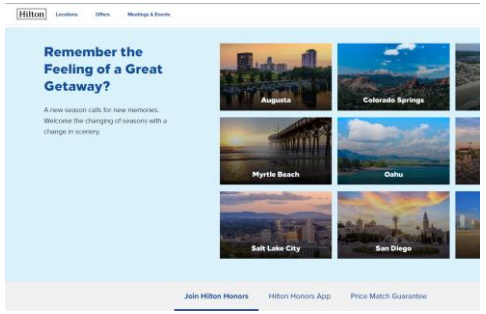
TOP TRIP PLANNING SOURCES[1]



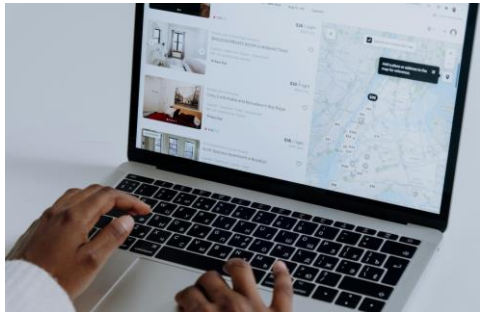
73% Search sites (Google, etc.)
(66% in 2023)



37% Friends/family
(35% in 2023)



26% Hotel websites/apps
(28% in 2023)



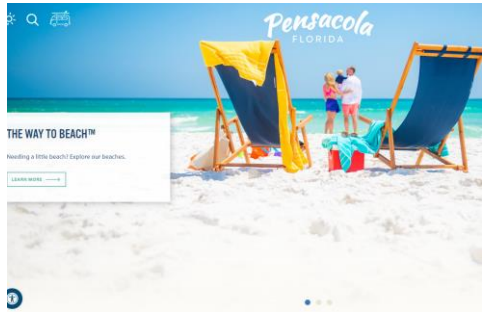
25% Vacation rental websites
(27% in 2023)



22% Airline websites/apps
(22% in 2023)



19% Personal social media
(22% in 2023)



17% VisitPensacola.com
(12% in 2023)



15% Trip planning website/app
(12% in 2023)



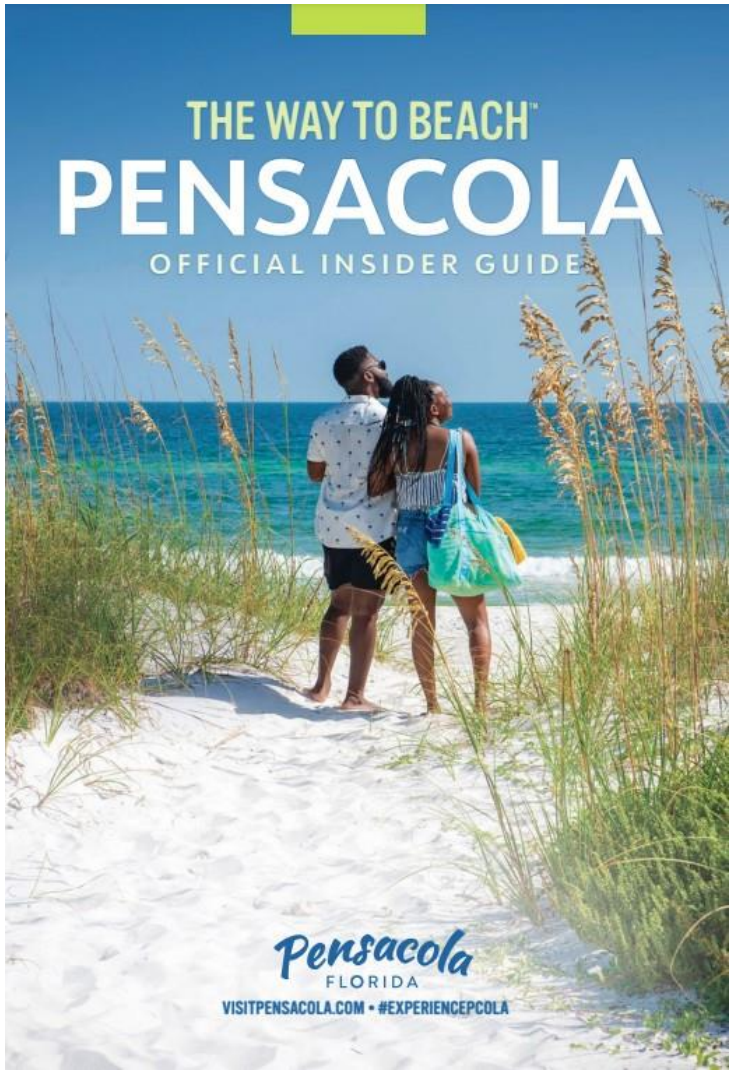
14% Online travel agency
(12% in 2023)

9% Visit Pensacola social media
(9% in 2023)

[1] Multiple responses permitted.

VISITOR GUIDE

- **19%** of visitors requested or viewed the Pensacola Visitors Guide (18% in 2023)
- Most visitors who use the Visitor Guide viewed it **online**



TOP REASONS FOR VISITING[1]



38% Beach

(40% in 2023)



34% Relax and unwind

(37% in 2023)



23% Visit friends/relatives

(24% in 2023)



14% Special occasion

(11% in 2023)



14% Attractions

(14% in 2023)



13% Family time

(15% in 2023)

[1] Multiple responses permitted.

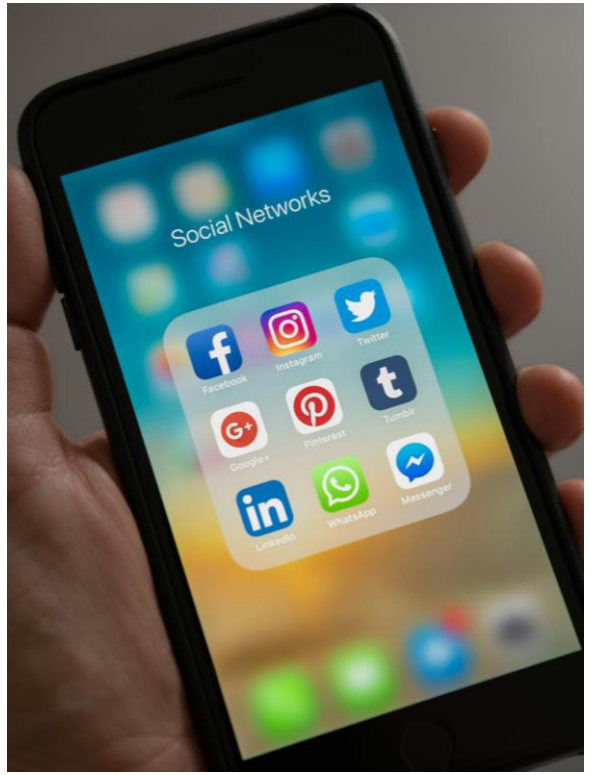
PRE-TRIP RECALL OF ADVERTISING

- **28%** of visitors recalled noticing advertising about the Pensacola area (21% in 2023)
- This information influenced **12%** of all visitors to visit the Pensacola area (10% in 2023)
- Please note that these figures are topline and solely relies on the memory of each visitor even though various other factors go into the influence of advertising

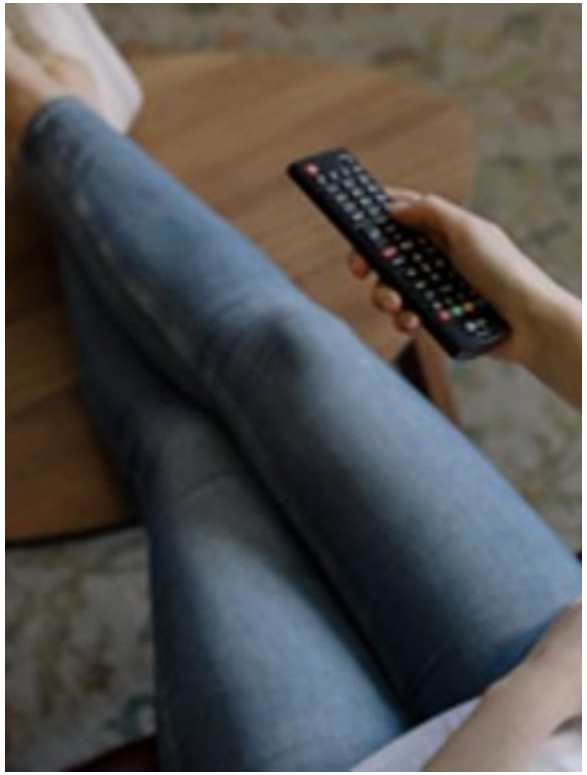


SOURCES OF ADVERTISING RECALL[1]

Base: 28% of visitors who recalled advertising



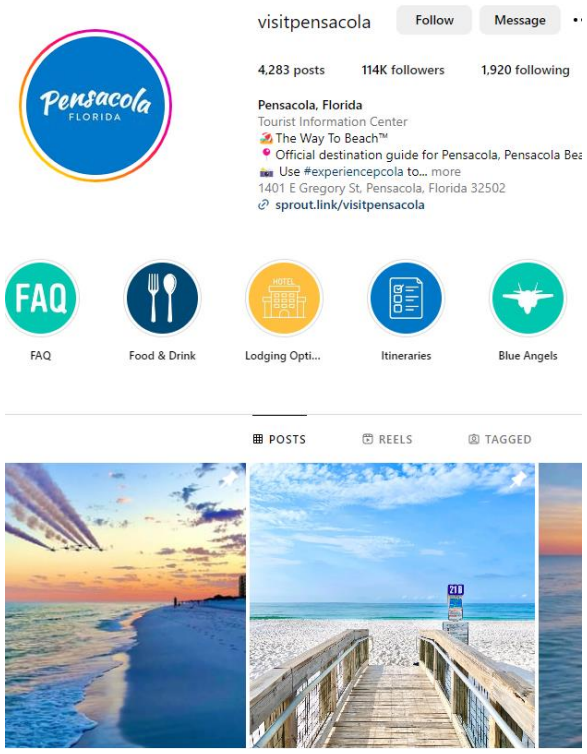
30% Personal social media
(34% in 2023)



25% Television
(28% in 2023)



23% VisitPensacola.com
(17% in 2023)



13% Visit Pensacola social media
(16% in 2023)

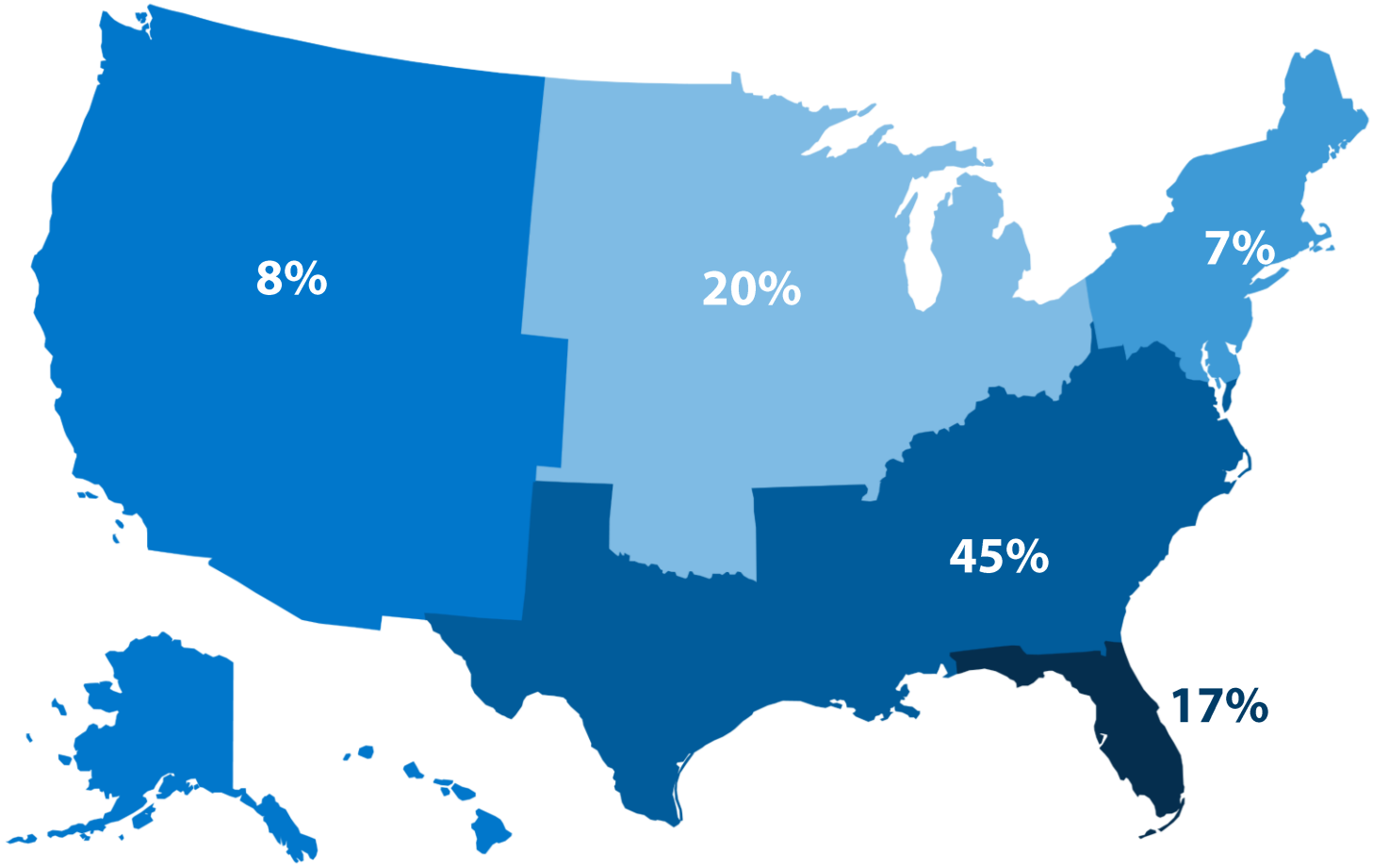
[1] Multiple responses permitted.

VISITOR JOURNEY: TRAVEL PARTY PROFILE



REGIONS OF ORIGIN[1]

The **southeast** including Florida account for over **3 in 5** visitors

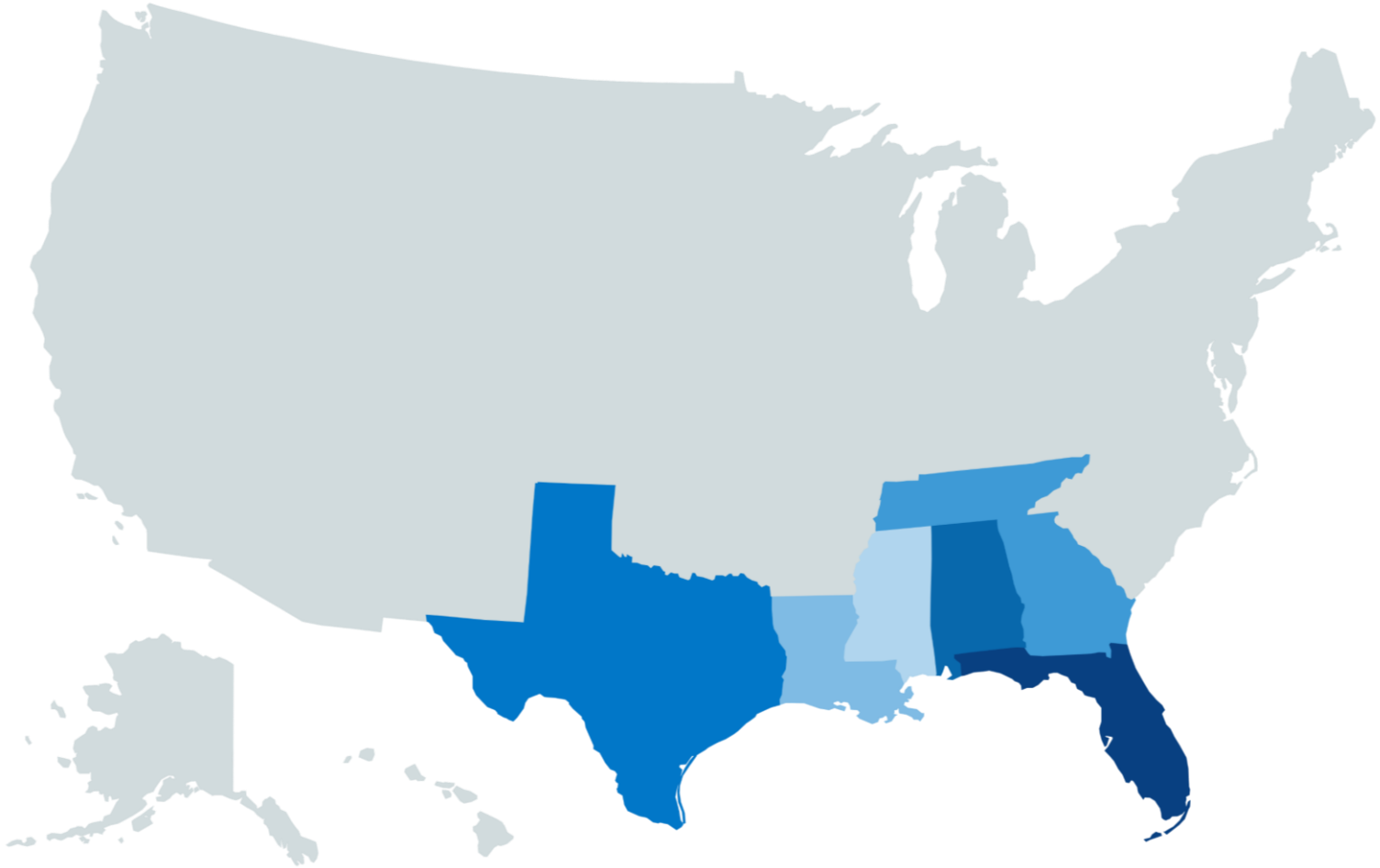


3% of visitors traveled to Pensacola from outside of the U.S.*

*Top international countries include the United Kingdom, Canada, and Germany.

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.

TOP STATES OF ORIGIN[1]

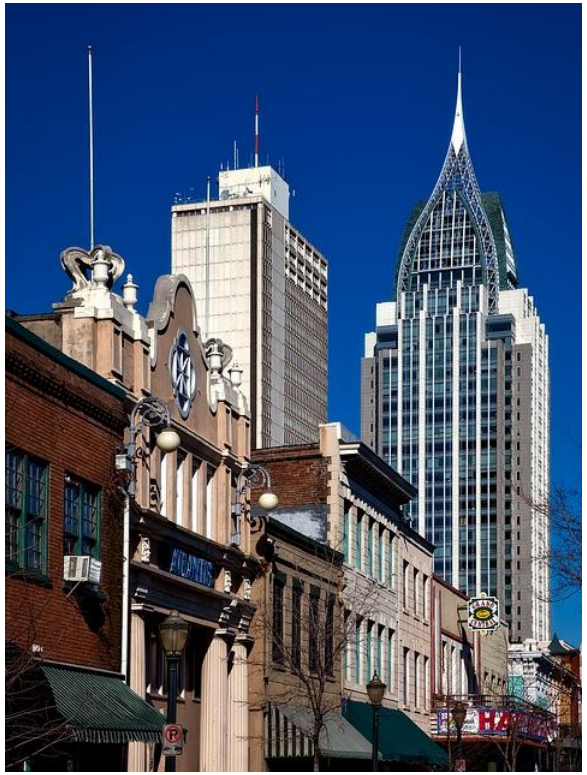


Nearly **3 in 5** visitors reside in **7 states**

17%	Florida
12%	Alabama
7%	Texas
6%	Georgia
5%	Tennessee
4%	Louisiana
3%	Mississippi

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.

TOP MARKETS OF ORIGIN[1]



17% Mobile[2]
(17% in 2023)



4% Atlanta
(5% in 2023)



3% Dallas-Fort Worth
(2% in 2023)



3% Nashville
(3% in 2023)

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.
[2] Mobile DMA spans across Florida, Alabama, and Mississippi.

TRAVEL PARTIES

- The typical visitor traveled in a party composed of **3.0** people (3.1 in 2023)



- **42%** traveled with at least one person under the age of 20 (36% in 2023)



VISITOR PROFILE

- The typical Pensacola area Visitor:
  - Is **44** years old (44 in 2023)
  - Has a household income of **$84,500** per year ($87,200 in 2023)
  - Identifies as female[1] **60%** (60% in 2023)



[1]May be influenced by visitor's willingness to complete a survey.

NEW & RETURNING VISITORS

- Over **1 in 4** visitors said this was their **first time visiting** the Pensacola area (27% in 2023)
- Over **1 in 4** visitors were loyalists, having visited over 10 times (26% in 2023)



VISITOR JOURNEY: TRIP EXPERIENCE



TRANSPORTATION

- **82%** of visitors drove to the Pensacola area (84% in 2023)
- **17%** of **all** visitors flew to Pensacola through the Pensacola International Airport (14% in 2023)



OVERNIGHT VISITORS

- Over **1 in 3** visitors stayed overnight in a **hotel, motel, or resort** (35% in 2023)
- Typical visitors spent **4.3** nights in the Pensacola area (4.5 in 2023)



TOP ACCOMMODATIONS



35% Hotel/Motel/Resort
(35% in 2023)



23% Day tripper
(22% in 2023)



21% Vacation rental home*
(22% in 2023)



12% Friends/family home
(12% in 2023)

*Includes Airbnb, Vrbo, etc.

TOP ACTIVITIES DURING VISIT[1]



84% Restaurants
(81% in 2023)



74% Relax and unwind
(76% in 2023)



73% Beach
(72% in 2023)



39% Shopping
(43% in 2023)



35% Family time
(37% in 2023)



35% Art galleries/museums/etc.
(29% in 2023)



32% Attractions
(34% in 2023)



32% Visit friends/relatives
(34% in 2023)

[1] Multiple responses permitted.

TRAVEL PARTY SPENDING

- Travel parties spent **$343** per day and **$1,475** during their trip ($337 per day and $1,509 per trip in 2023)



VISITOR JOURNEY: POST-TRIP



VISITOR SATISFACTION

- **99%** of visitors were **satisfied** with their trip to the Pensacola area (98% in 2023) – **77%** were **very satisfied** (75% in 2023)
- **94%** of visitors would **recommend** the area to others (92% in 2023)
- **98%** of visitors would **return** to the Pensacola area (98% in 2023) – **71%** would **definitely return** (73% in 2023)



SATISFACTION RATINGS

- **2 in 3** visitors expressed that **customer service** (66% in 2023), **restaurants** (66% in 2023), and **lodging** (66% in 2023) exceeded expectations

- Over **half** of visitors expressed **value for their money** (52% in 2023) exceeded expectations



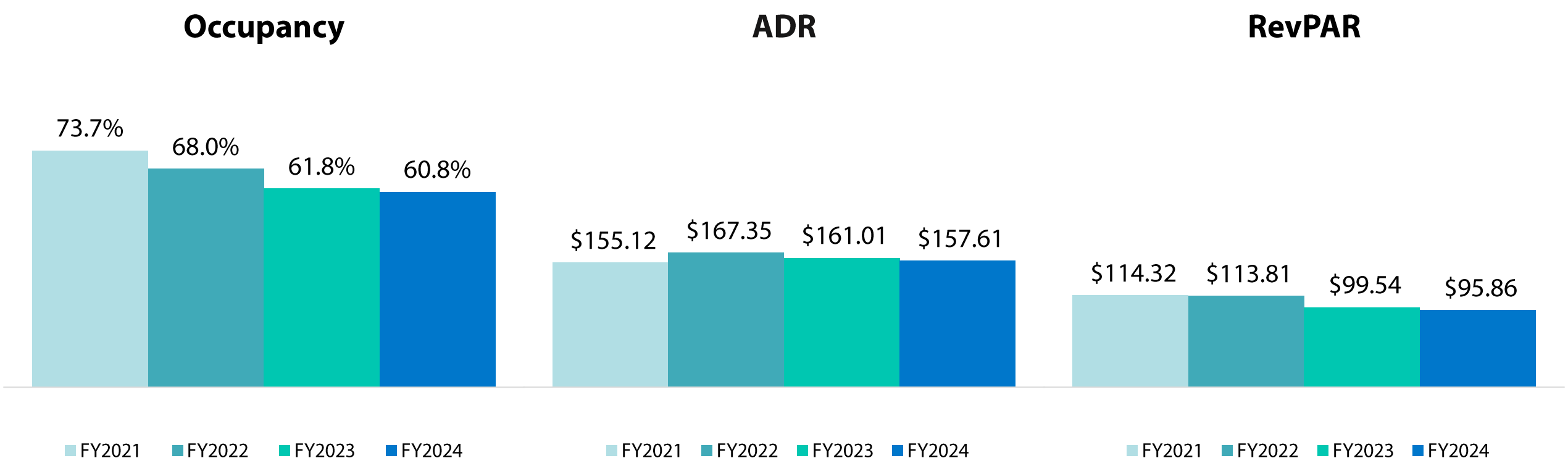
DETAILED FINDINGS



VISITOR JOURNEY: ECONOMIC IMPACT

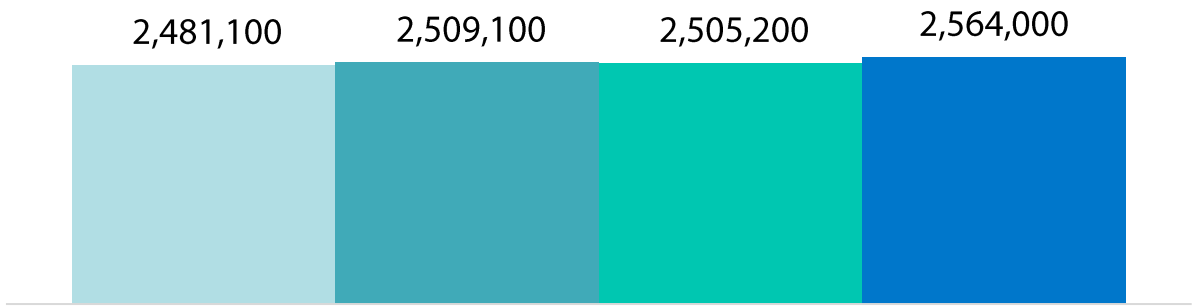


ACCOMODATION METRICS

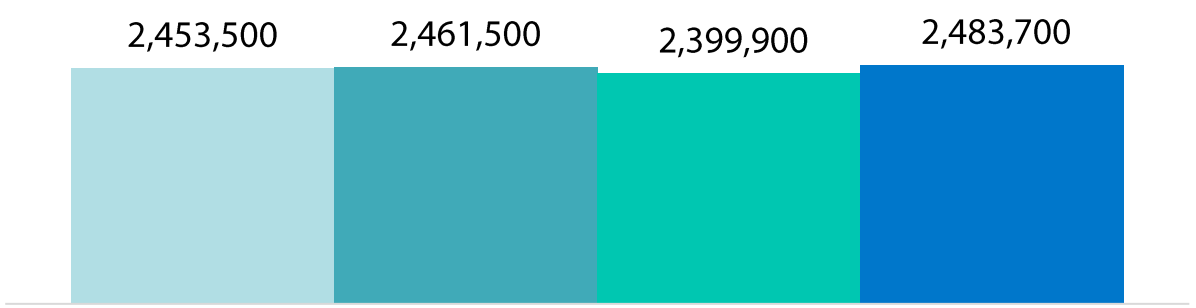


IMPACT OF TOURISM METRICS

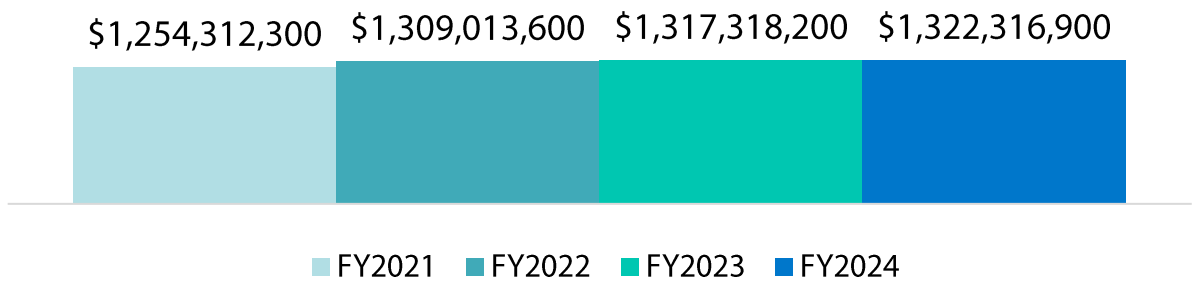
Visitors



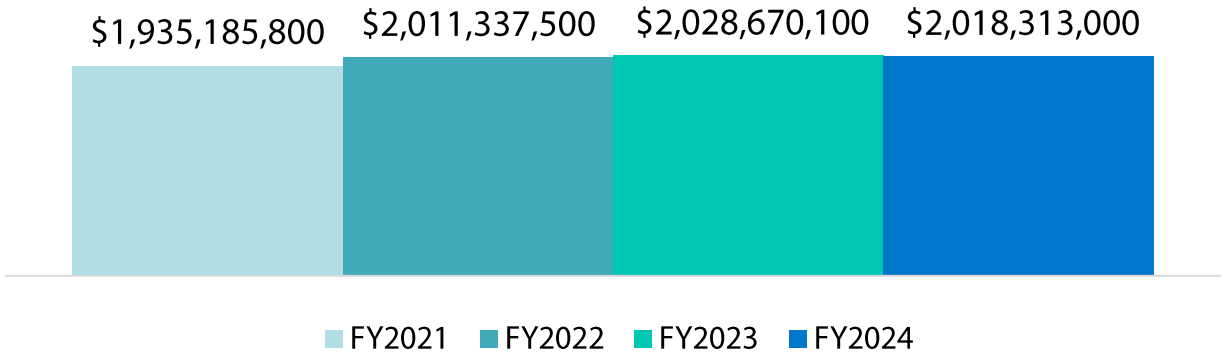
Room Nights



Direct Spending

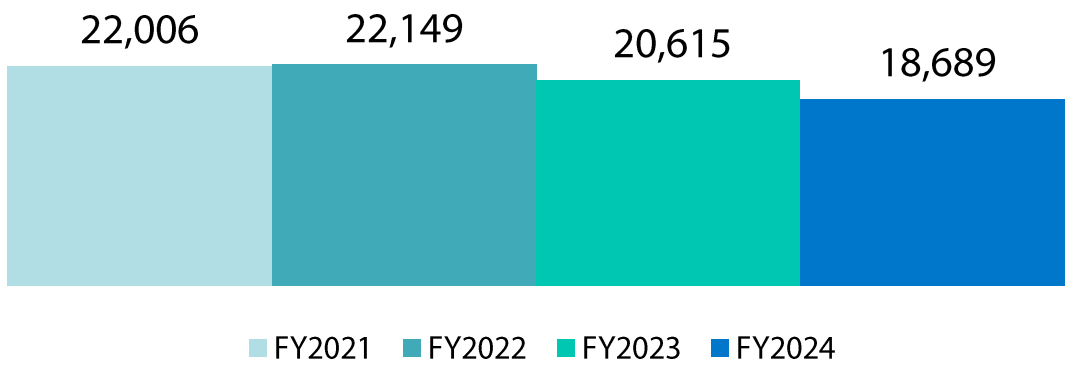


Economic Impact

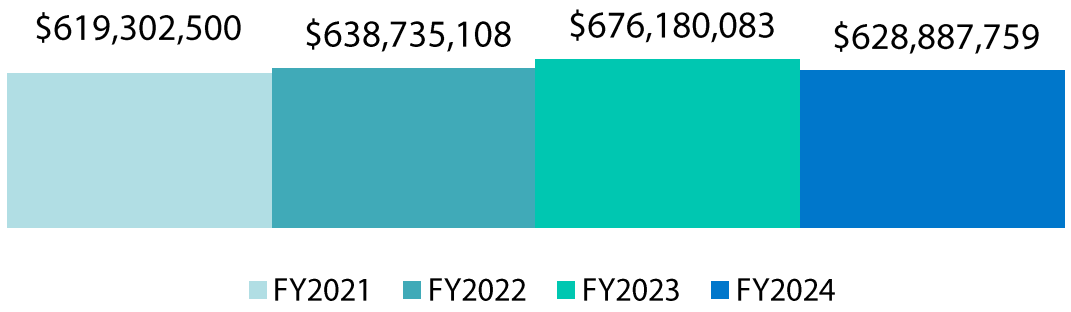


IMPACT OF TOURISM METRICS CONT.

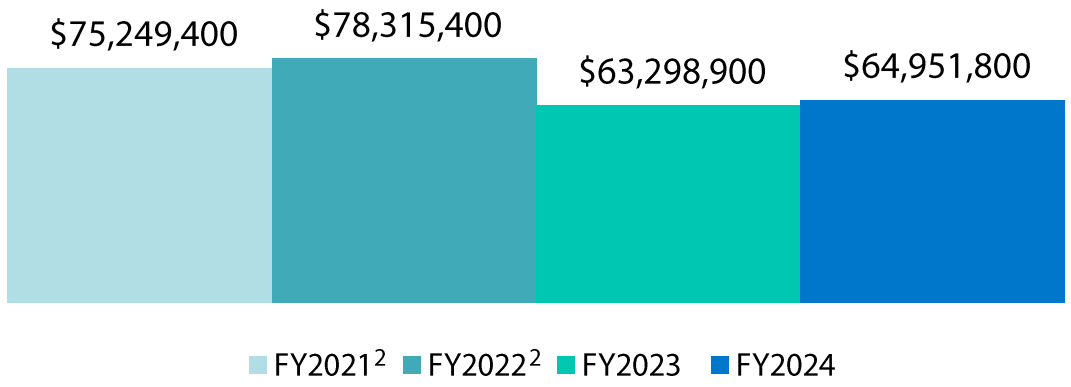
Jobs Supported



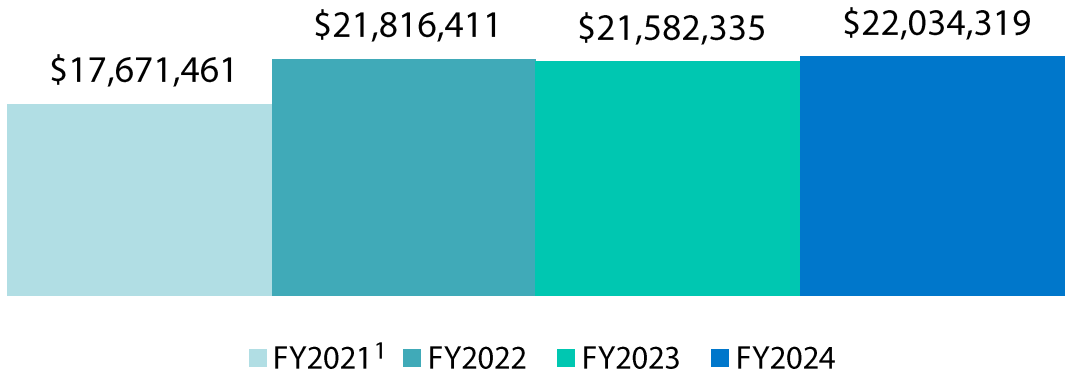
Wages Generated



Local Tax Contributions By Visitors

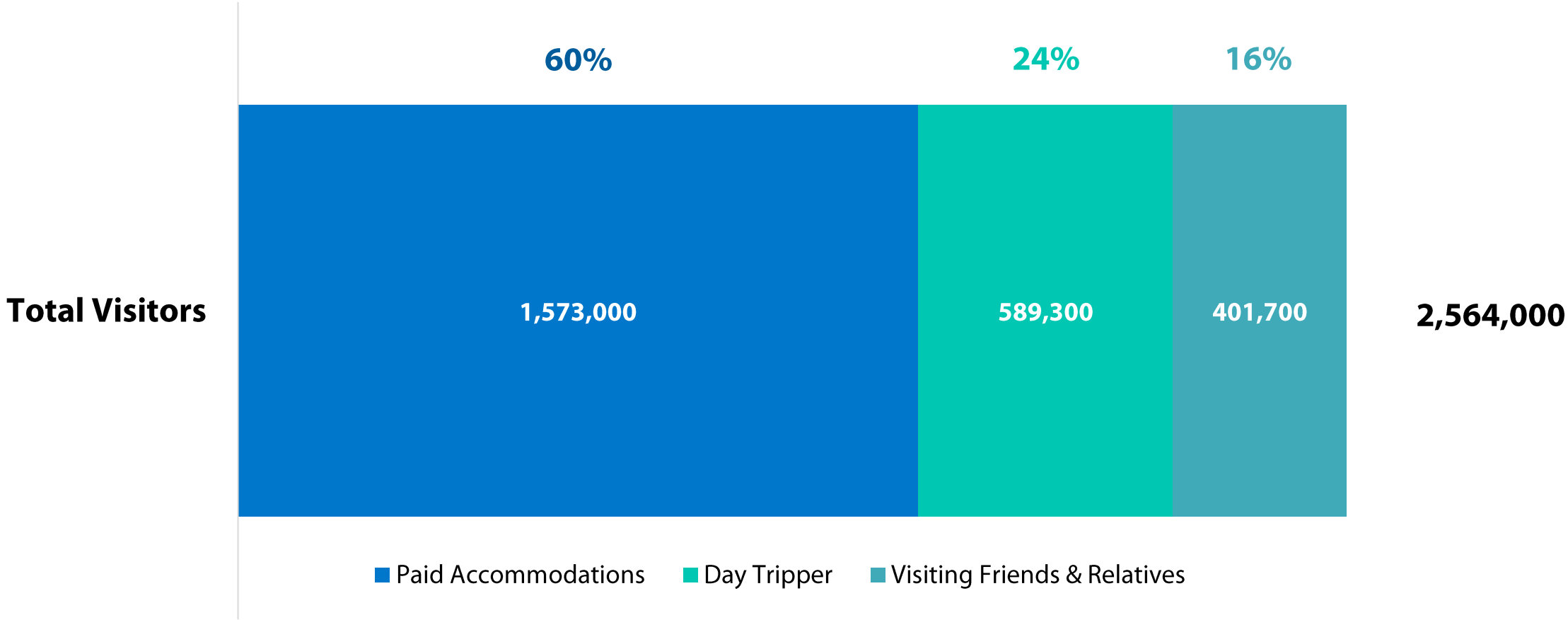


Tourism Development Tax*

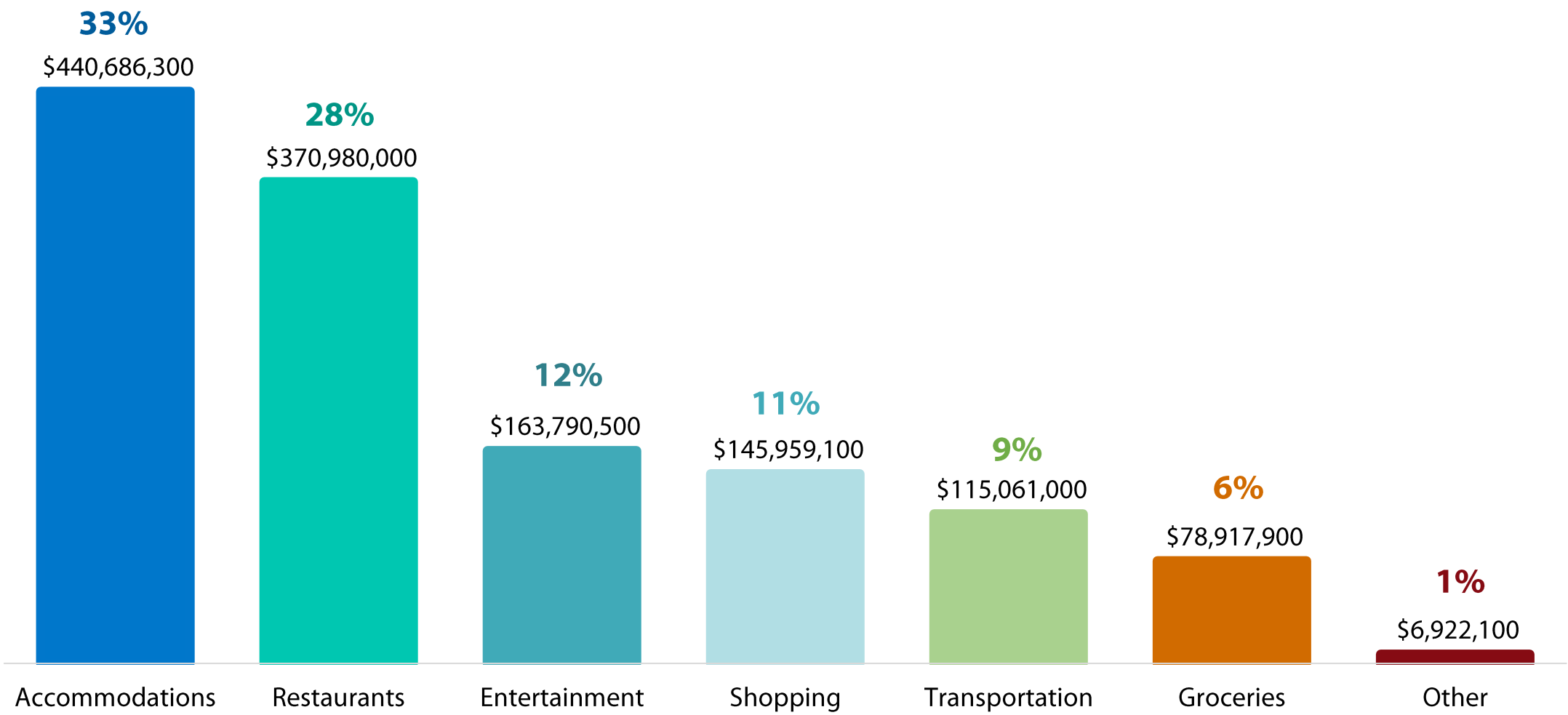


[1] Tax rate increased from 4% to 5% in April of FY2021.
[2] FY2021 and FY2022 fluctuations are mainly due to pandemic related changes to the IMPLAN economic model.

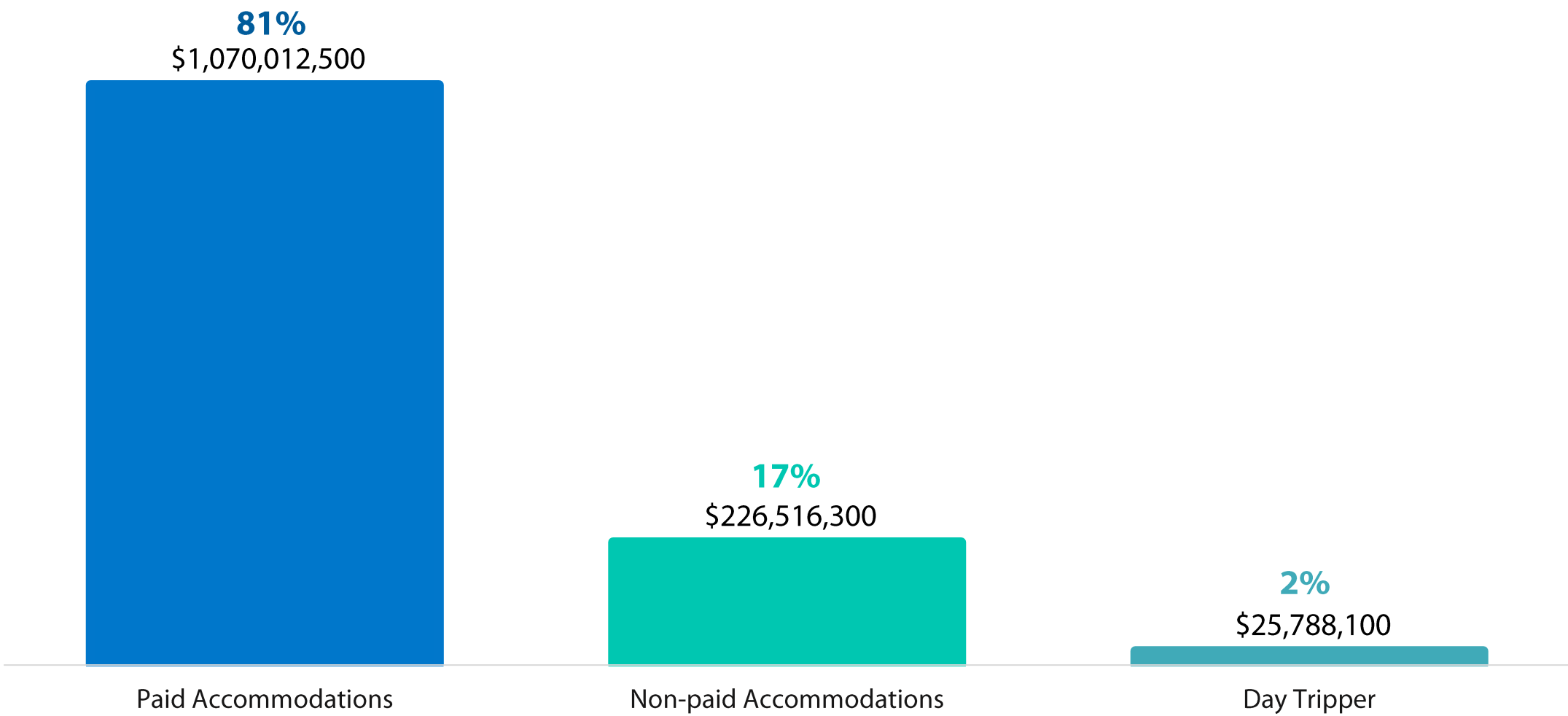
VISITOR TYPES



DIRECT SPENDING



DIRECT SPENDING BY VISITOR TYPE

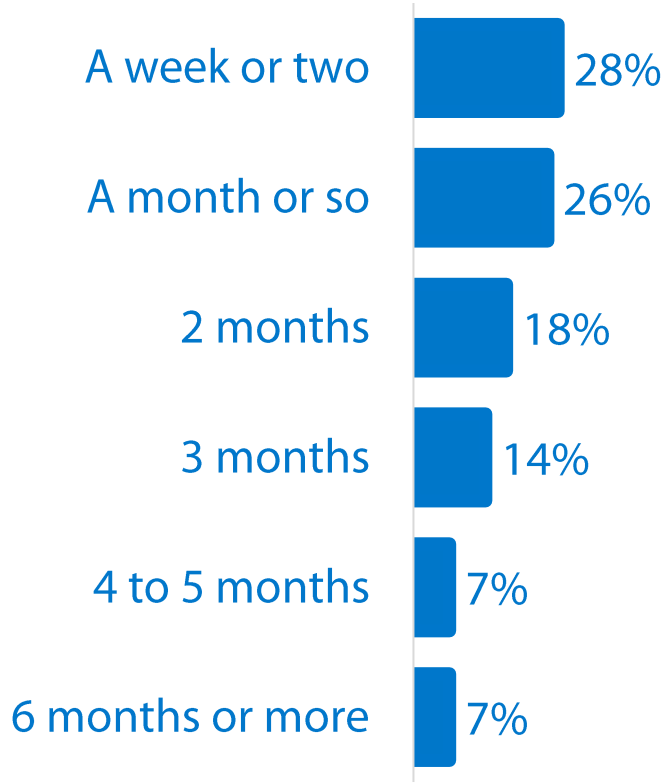


VISITOR JOURNEY: PRE-VISIT



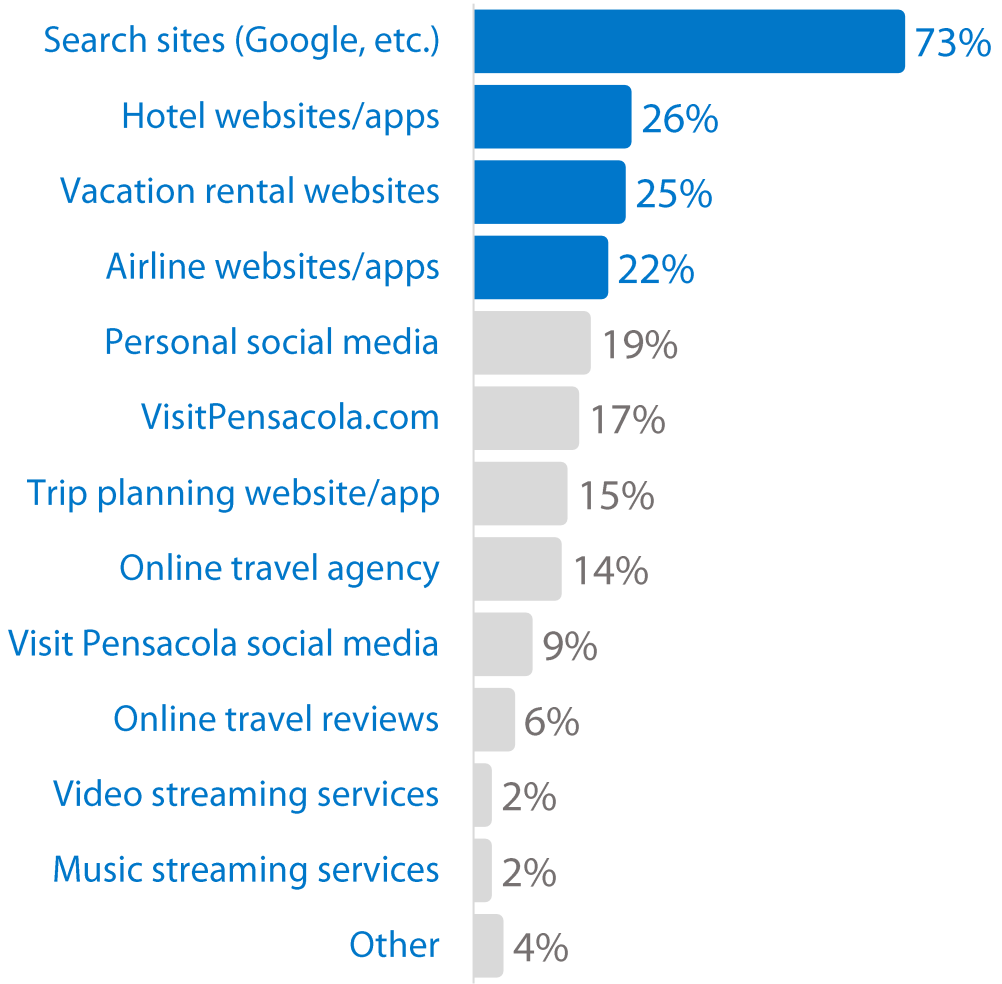
TRIP PLANNING CYCLE

- Visitors to Pensacola have short trip planning windows, as over **half** of visitors planned their trip to the Pensacola area **a month or less in advance** (54% in 2023)
- Over **1 in 4** visitors planned their trips at least **3 months in advance**
- Average trip planning cycle began **56 days** before the trip (57 days in 2023)



ONLINE TRIP PLANNING SOURCES[1]

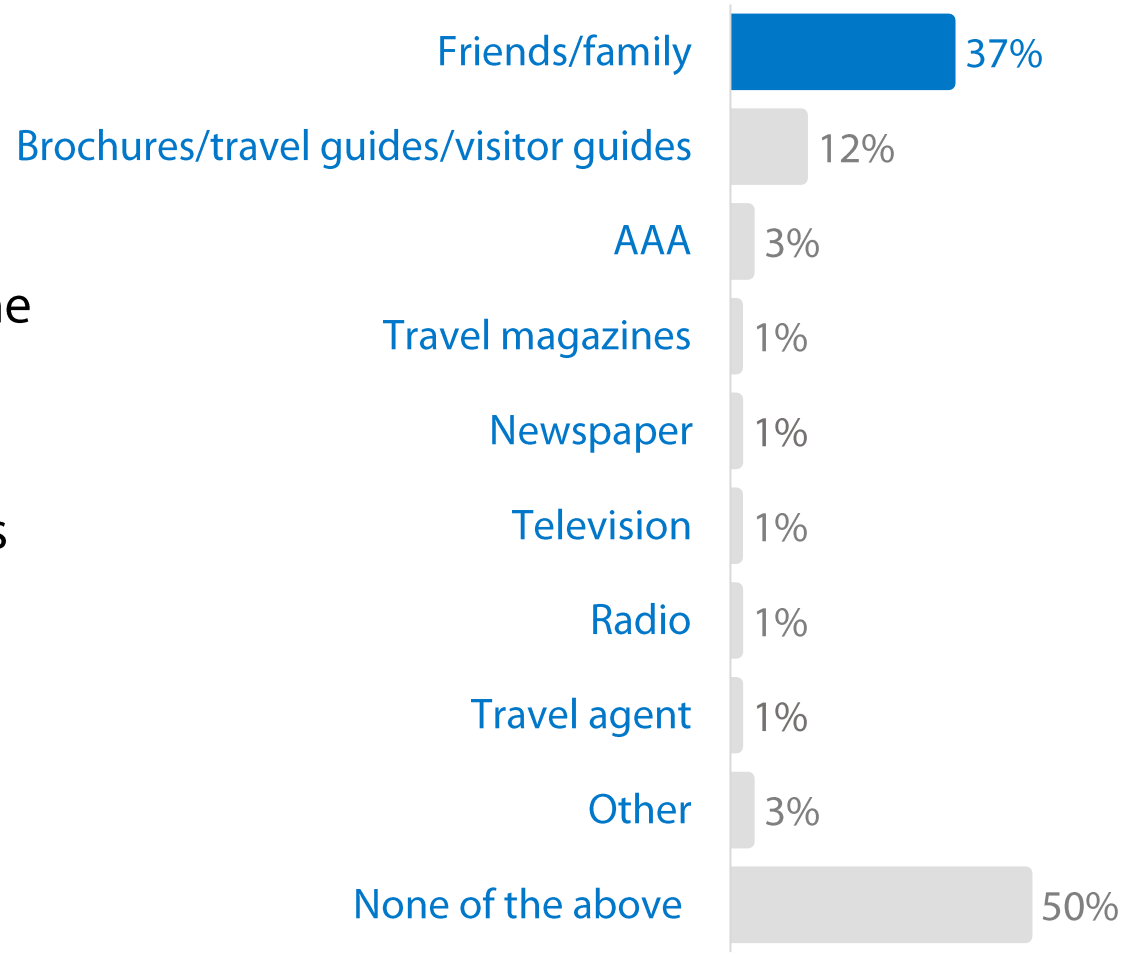
- **Search sites such as Google** continue to be the **number one planning source** for trips to Pensacola
- About **1 in 4** visitors used **hotel websites/apps** and **vacation rental websites** to plan their trip – all proving to be **good advertising mediums** for the Pensacola area
- Nearly **1 in 5** visitors utilized **VisitPensacola.com** for trip planning
- Nearly **1 in 10** visitors used **Visit Pensacola's social media** to plan their trip to the area



[1] Multiple responses permitted.

OTHER TRIP PLANNING SOURCES[1]

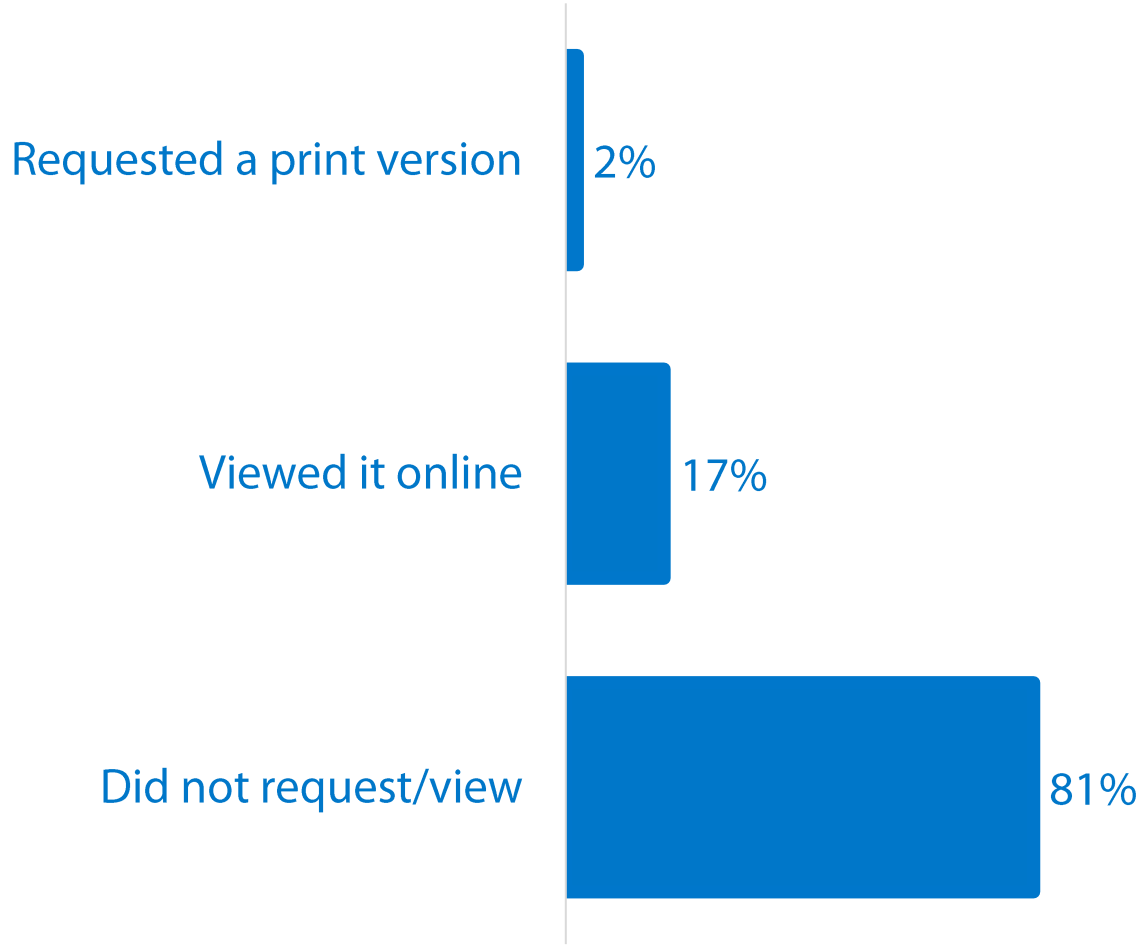
- Nearly **2 in 5** visitors planned their trip to the Pensacola area through **friends/family**
- More **traditional planning sources** such as brochures, travel guides, and visitor guides followed distantly



[1] Multiple responses permitted.

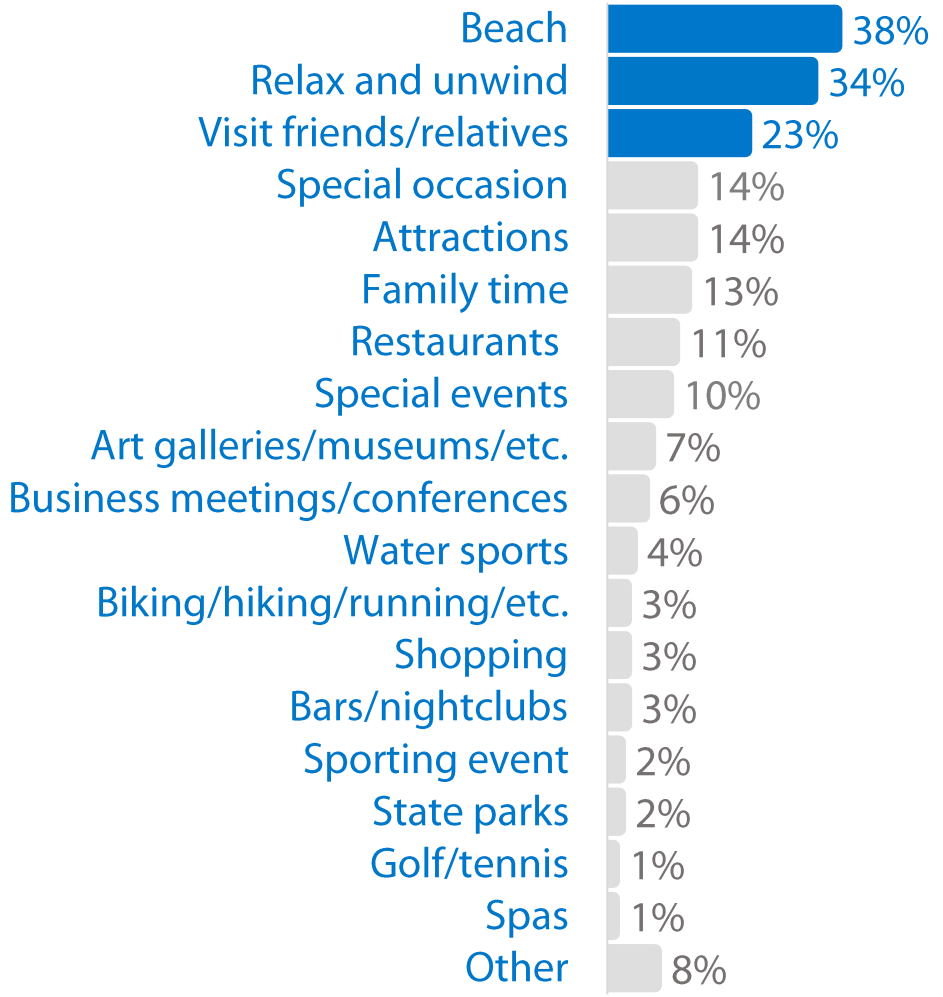
VISITOR GUIDE

- Nearly **1 in 5** visitors requested or viewed the Pensacola Visitors Guide (18% in 2023)
- **Online** consumption of the Pensacola Visitor Guide was over **8 times greater** than print consumption



REASONS FOR VISITING[1]

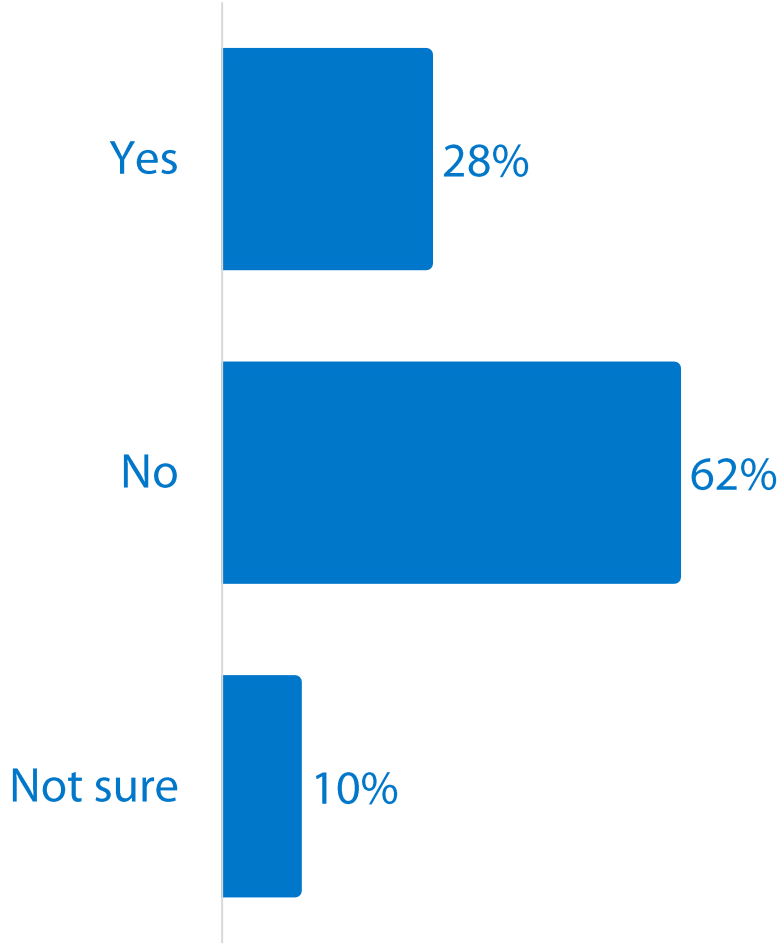
- Nearly **2 in 5** visitors came to Pensacola for the **beach**
- Over **1 in 3** visitors came to **relax and unwind**
- Nearly **1 in 4** visitors came to **visit friends and relatives**



[1] Three responses permitted.

ADVERTISING

- Nearly **3 in 10** visitors recalled advertising about the Pensacola area (21% in 2023)
- This information influenced **12%** of all visitors to visit the Pensacola area (10% in 2023)
- Please note that these figures are topline and solely relies on the memory of each visitor even though various other factors go into the influence of advertising



ADVERTISING SOURCE[1]

- **3 in 10** visitors who recalled advertising for the Pensacola area noticed it on their **personal social media**
- **1 in 4** visitors who recalled advertising saw an advertisement on **television**
- Nearly **1 in 4** visitors who recalled advertising saw an advertisement on **VisitPensacola.com**
- Over **1 in 8** visitors who recalled advertising saw an advertisement on **Visit Pensacola social media**

Base: 28% of visitors who recalled advertising

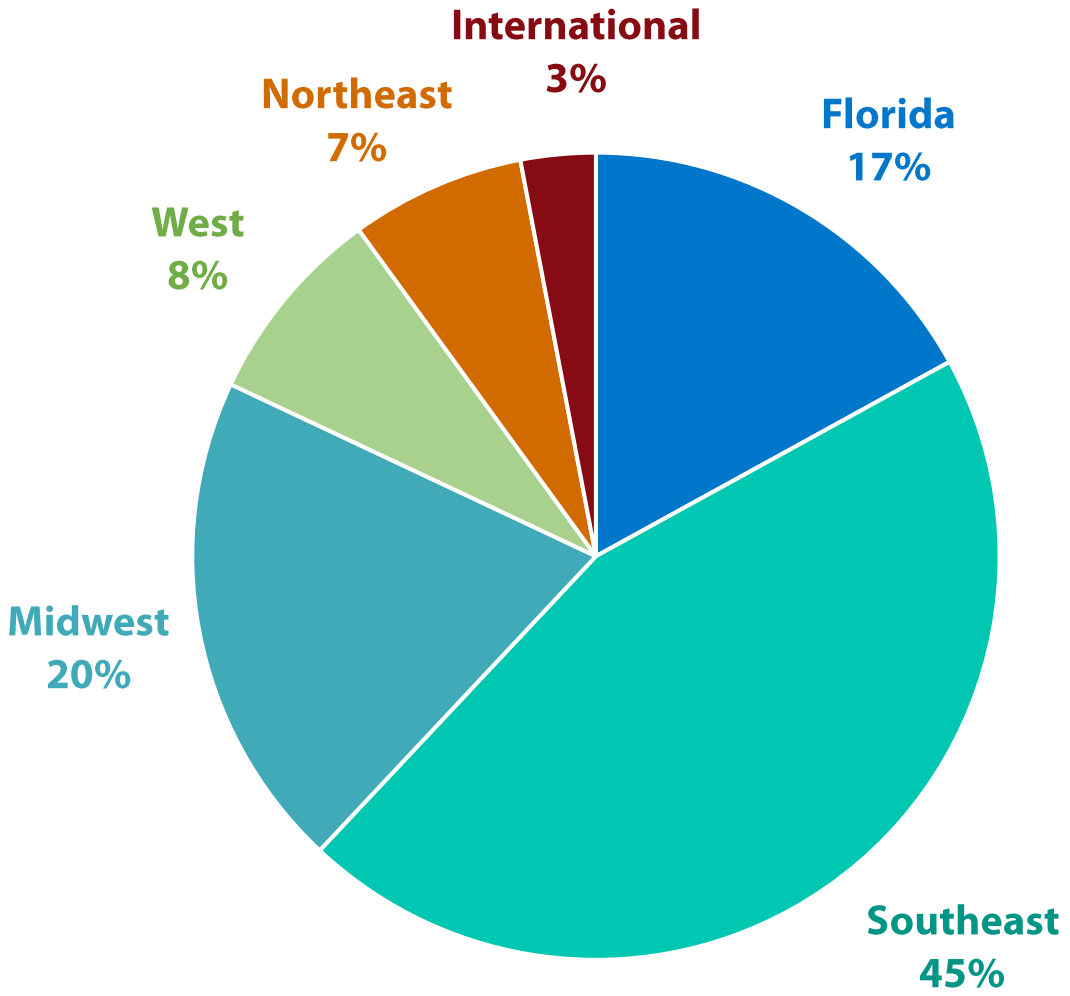


[1] Multiple responses permitted.

VISITOR JOURNEY: TRAVEL PARTY PROFILE



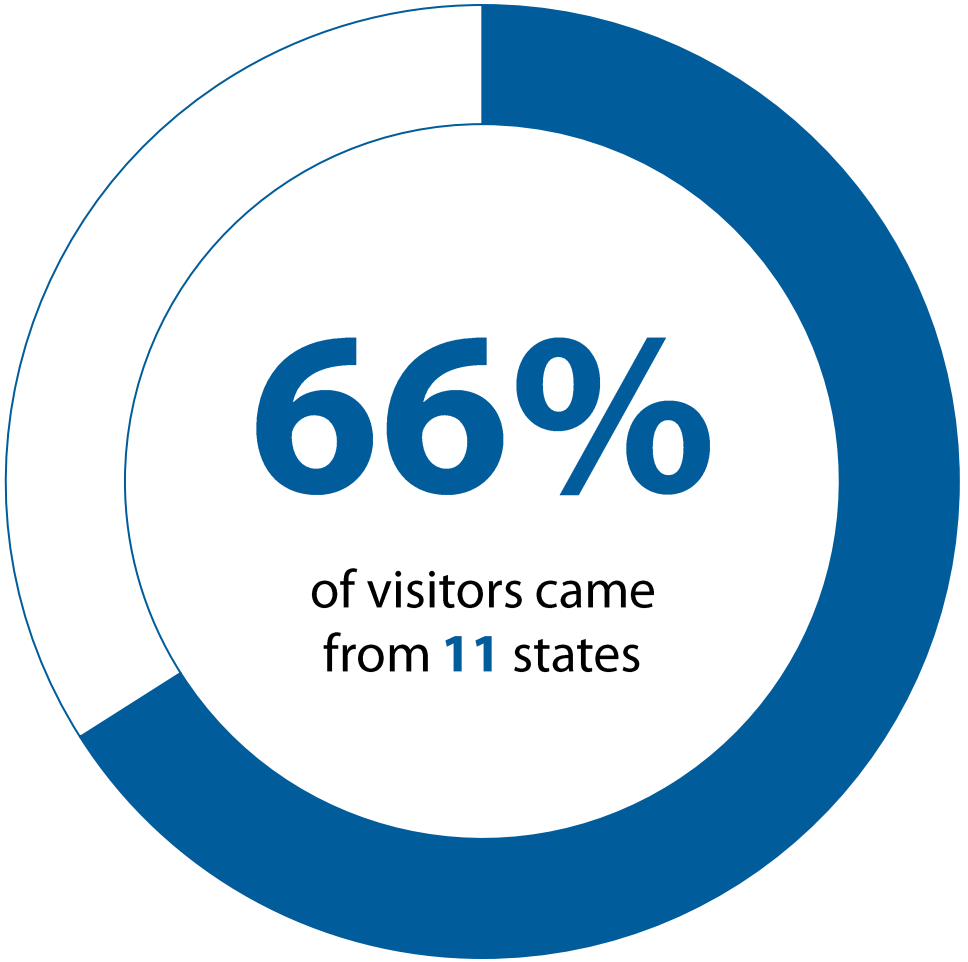
REGION OF ORIGIN[1]



[1] Based on data from Visitor Tracking, Arrivalist, and Zartico
Top international countries include the United Kingdom, Canada, and Germany. Zartico was used to supplement some data.

STATE OF ORIGIN[1]

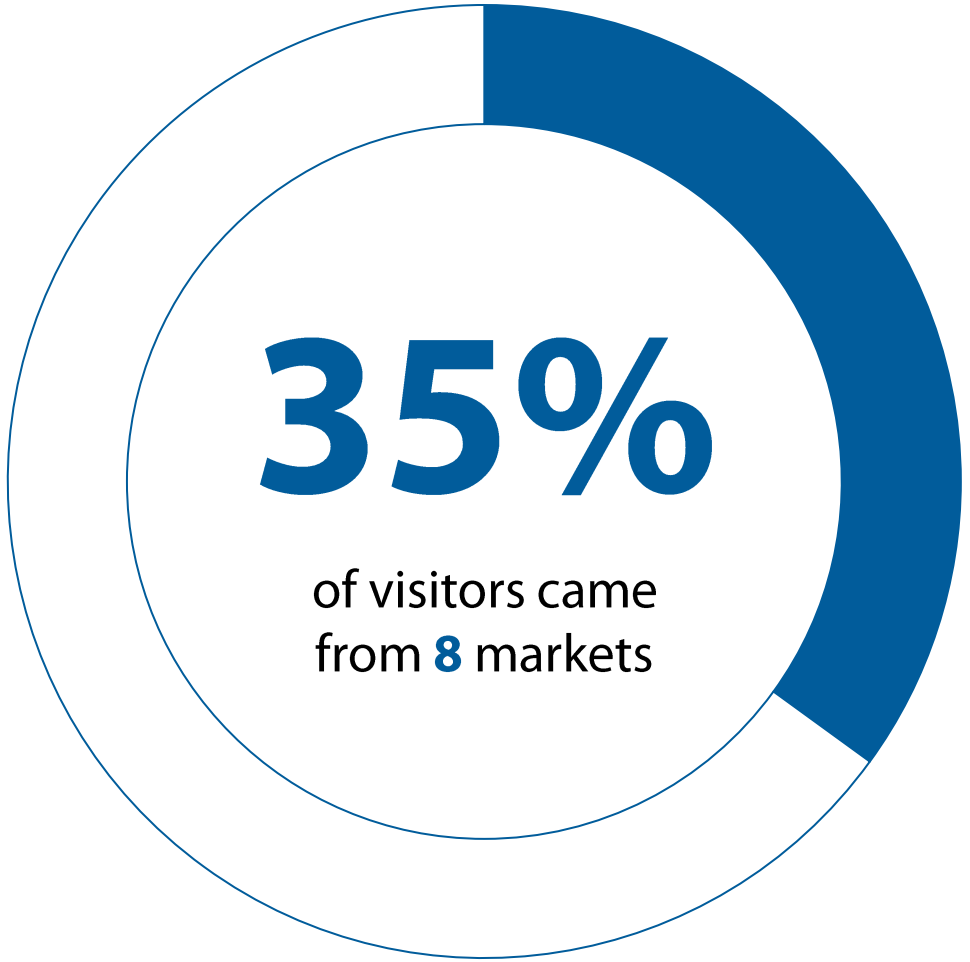
State of Origin	FY2024
Florida	17%
Alabama	12%
Texas	7%
Georgia	6%
Tennessee	5%
Louisiana	4%
Mississippi	3%
Illinois	3%
Missouri	3%
North Carolina	3%
Ohio	3%



[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.

TOP ORIGIN MARKETS[1]

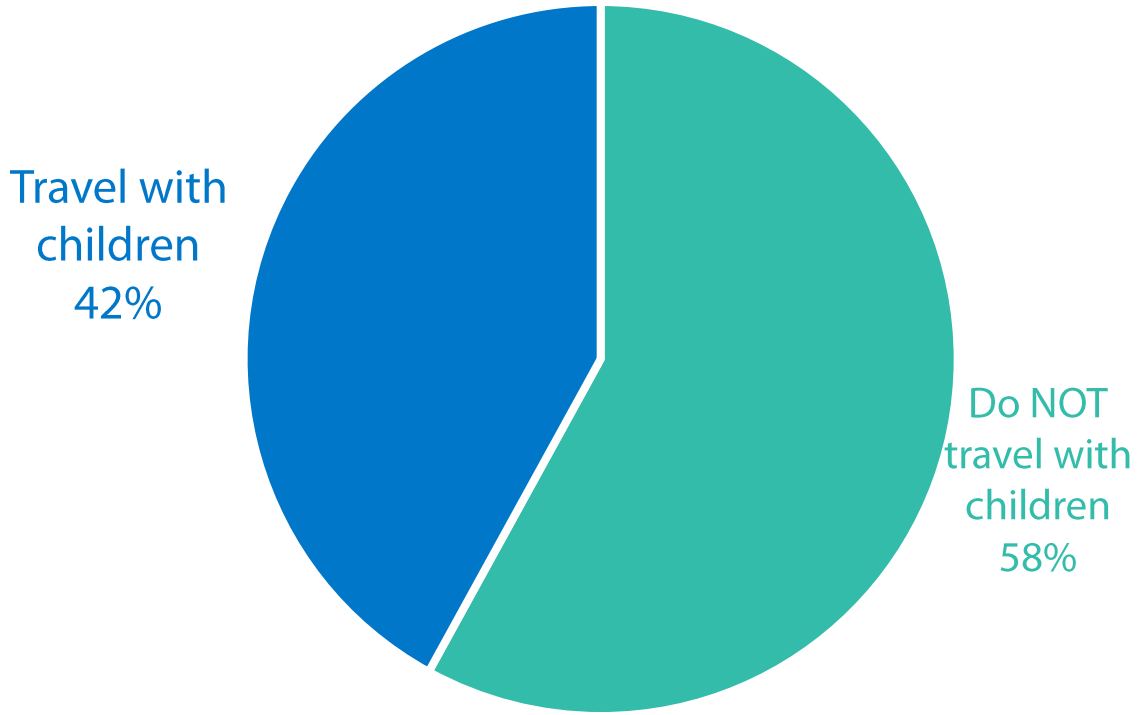
Markets[3]	FY2024
Mobile[2]	17%
Atlanta	4%
Dallas – Fort Worth	3%
Nashville	3%
Birmingham	2%
Chicago	2%
Houston	2%
New Orleans	2%



[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.
[2] Mobile DMA spans across Florida, Alabama, and Mississippi.
[3] 44 markets are around 1%.

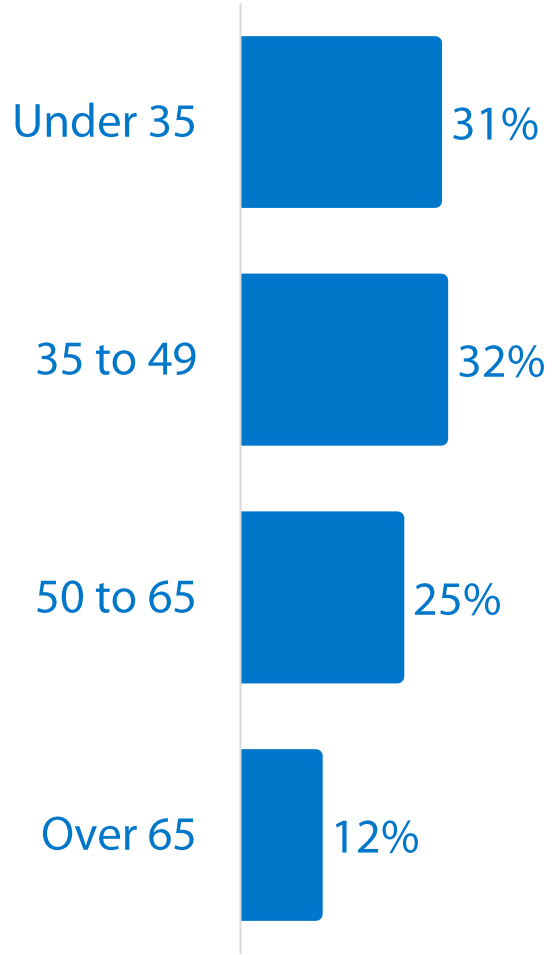
TRAVEL PARTIES

- For all visitors, the typical travel party size was **3.0** (3.1 in 2023)
- Over **2 in 5** travel parties included children under the age of 20 (36% in 2023)



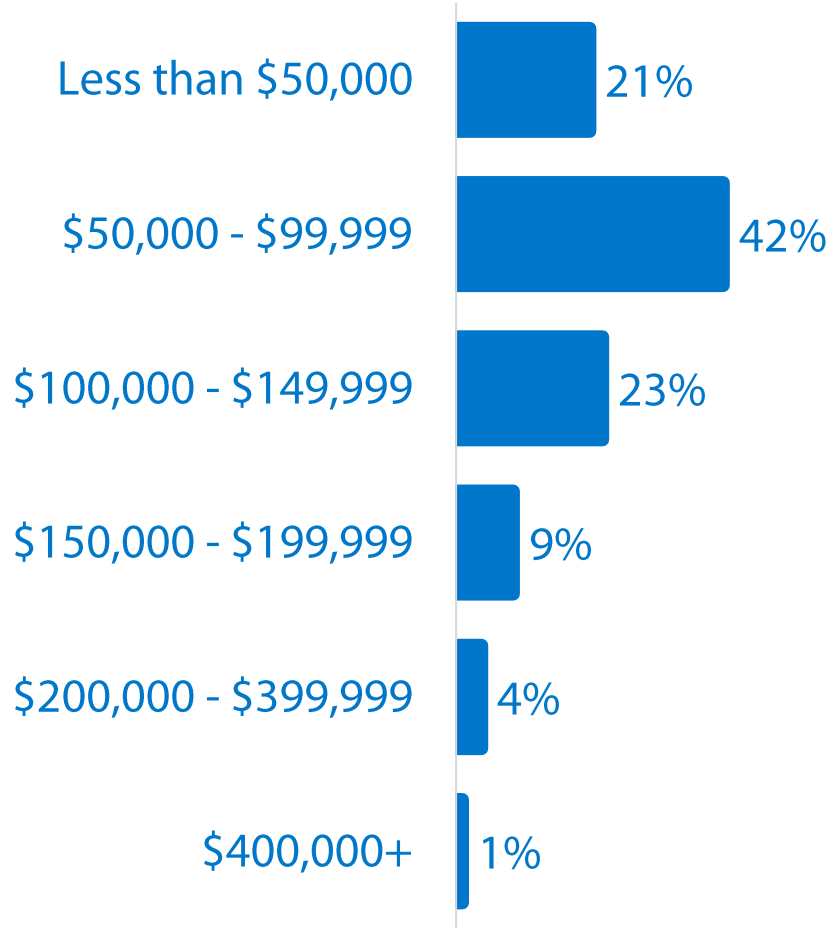
AGE

- The median age of visitors to the Pensacola area was **44** (44 in 2023)



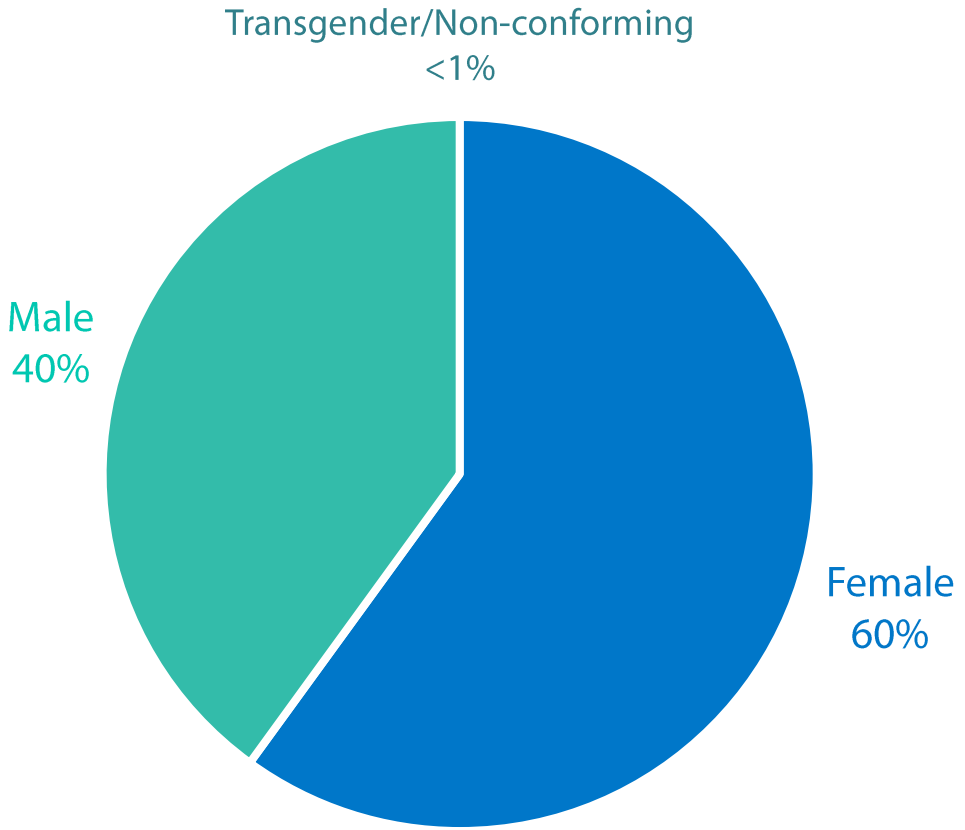
HOUSEHOLD INCOME

- Visitors to the Pensacola area had a median household income of **$84,500** per year ($87,200 in 2023)
- **14%** of visitors had household incomes **above $150,000**



GENDER

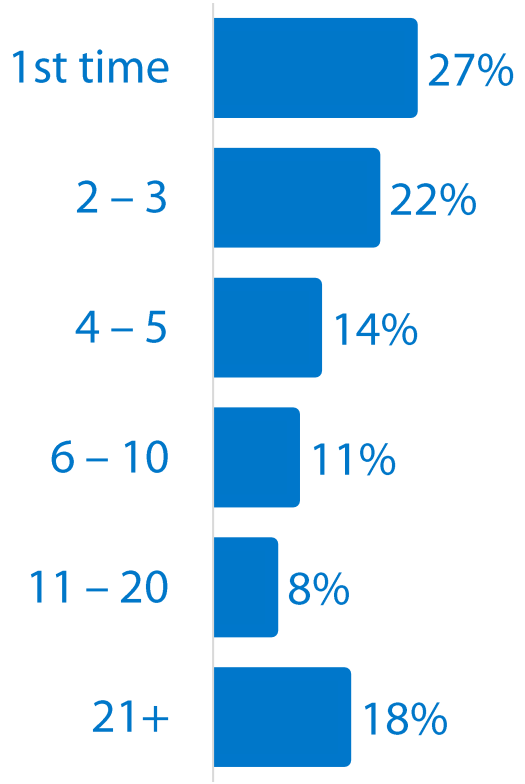
- **60%** of visitors interviewed were **female**[1] (60% in 2023)



[1]May be influenced by visitor's willingness to complete a survey.

NEW & RETURNING VISITORS

- Over **1 in 4** visitors said **this was their first time visiting** the Pensacola area (27% in 2023)
- Over **1 in 4** visitors were loyalists having visited over 10 times (26% in 2023)

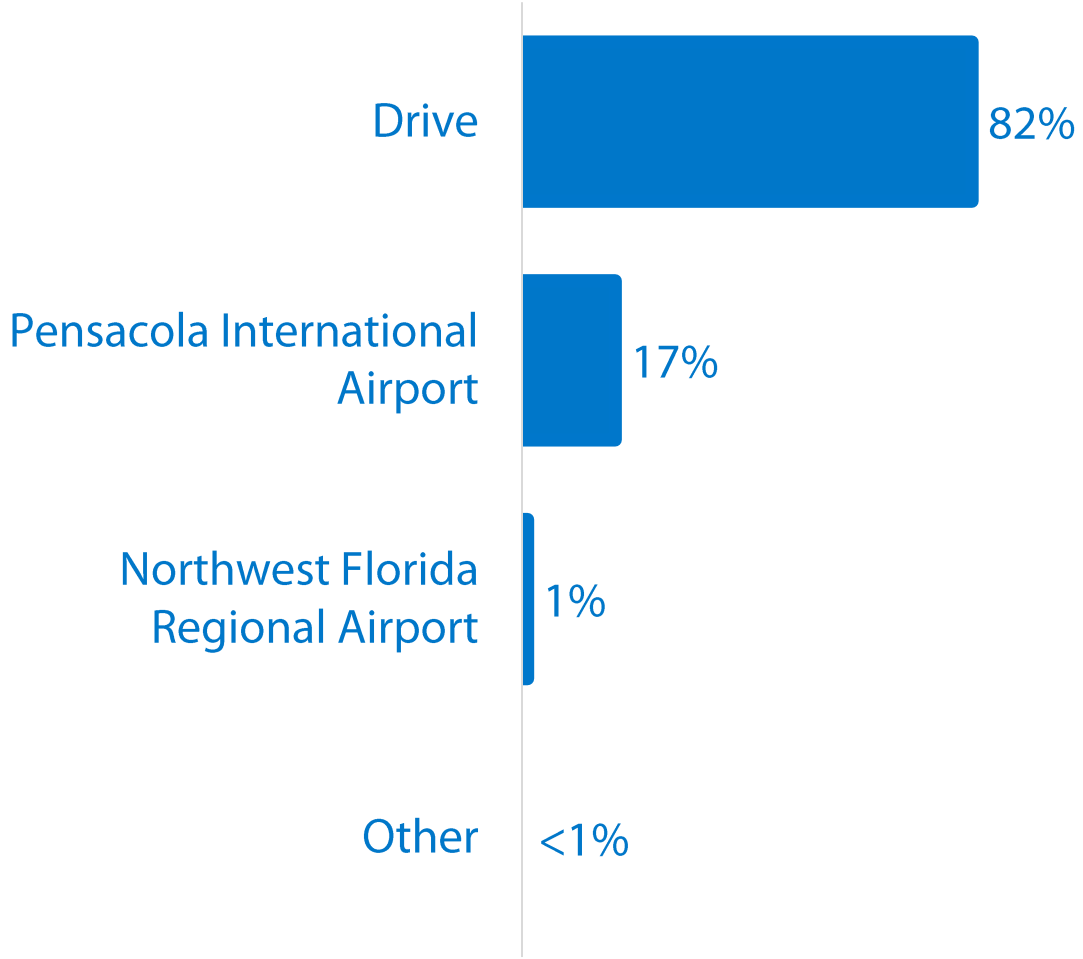


VISITOR JOURNEY: TRIP EXPERIENCE



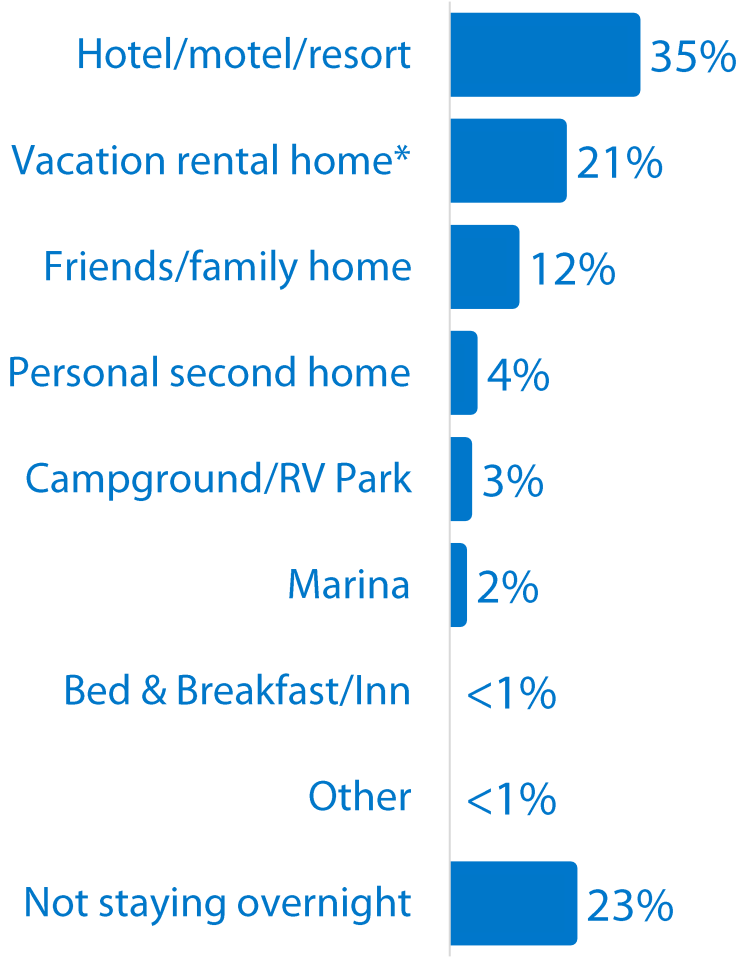
TRANSPORTATION

- **82%** of visitors drove to Pensacola area for their trip (84% in 2023)
- **17%** of **all** visitors used the **Pensacola International Airport** (14% in 2023)



ACCOMMODATIONS

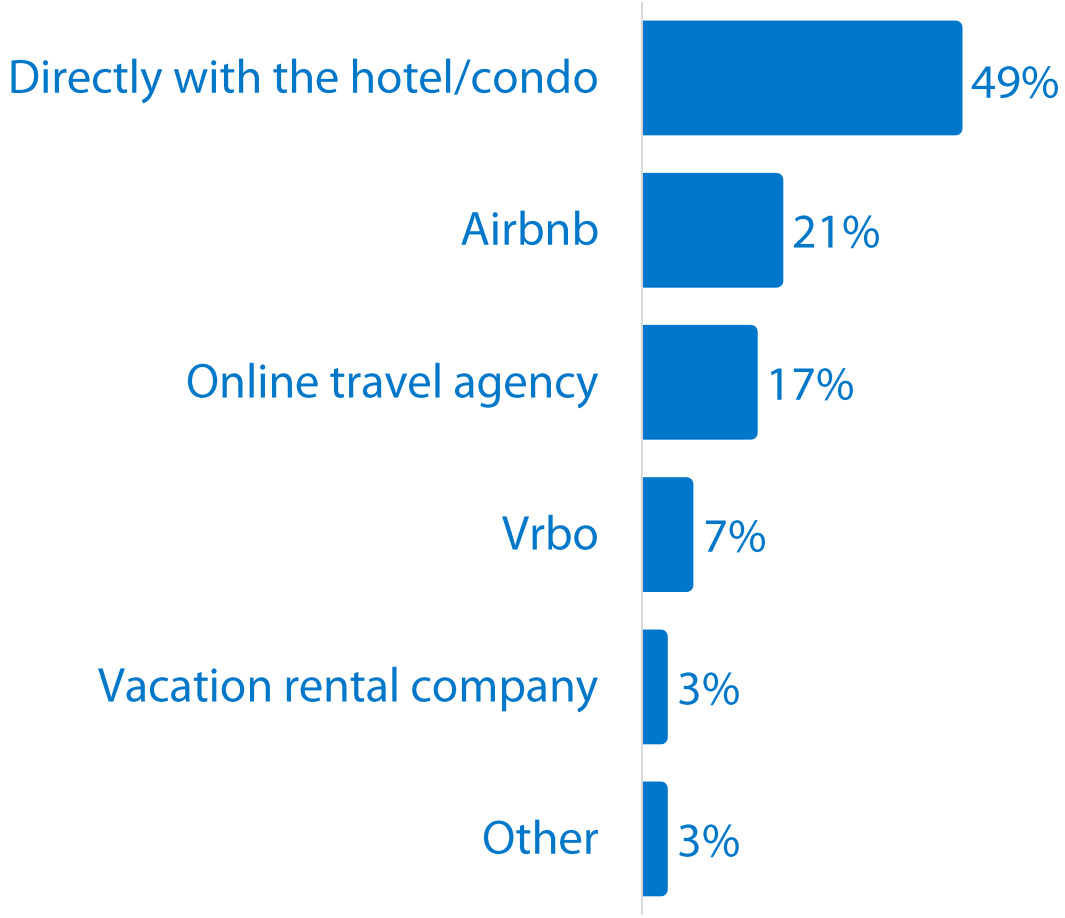
- Over **1 in 3** visitors stayed overnight in a **hotel, motel, or resort** (35% in 2023)
- Typical visitors stayed **4.3** nights in Pensacola area (4.5 in 2023)
- Typical visitors staying in paid accommodations stayed **5.0** nights in the Pensacola area (5.1 in 2023)



*Includes Airbnb, Vrbo, etc.

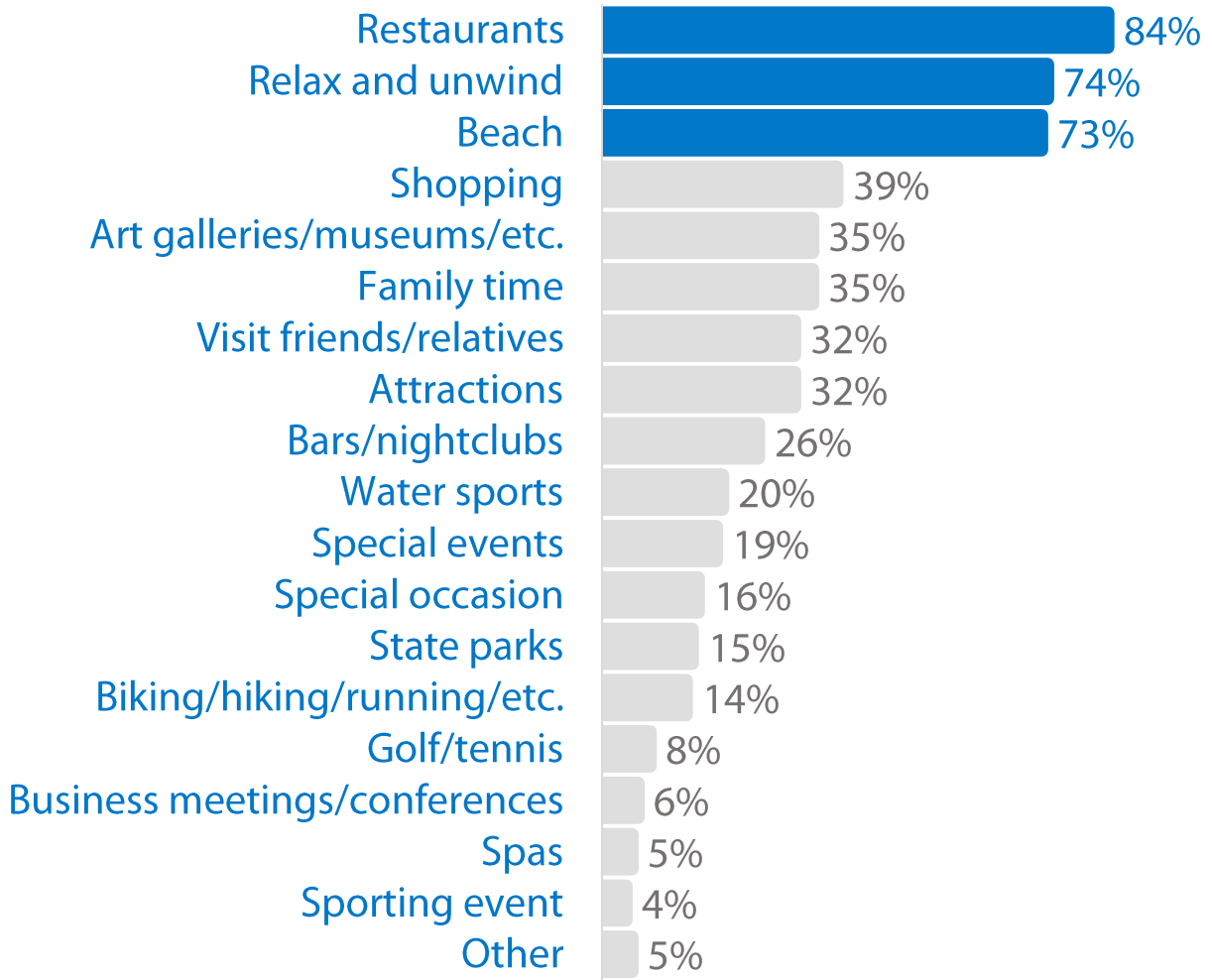
ACCOMMODATION BOOKING

- Nearly **half** of visitors booked their trip to the Pensacola area **directly with the hotel/condo** (49% in 2023)
- Over **1 in 5** visitors booked through **Airbnb** (20% in 2023)



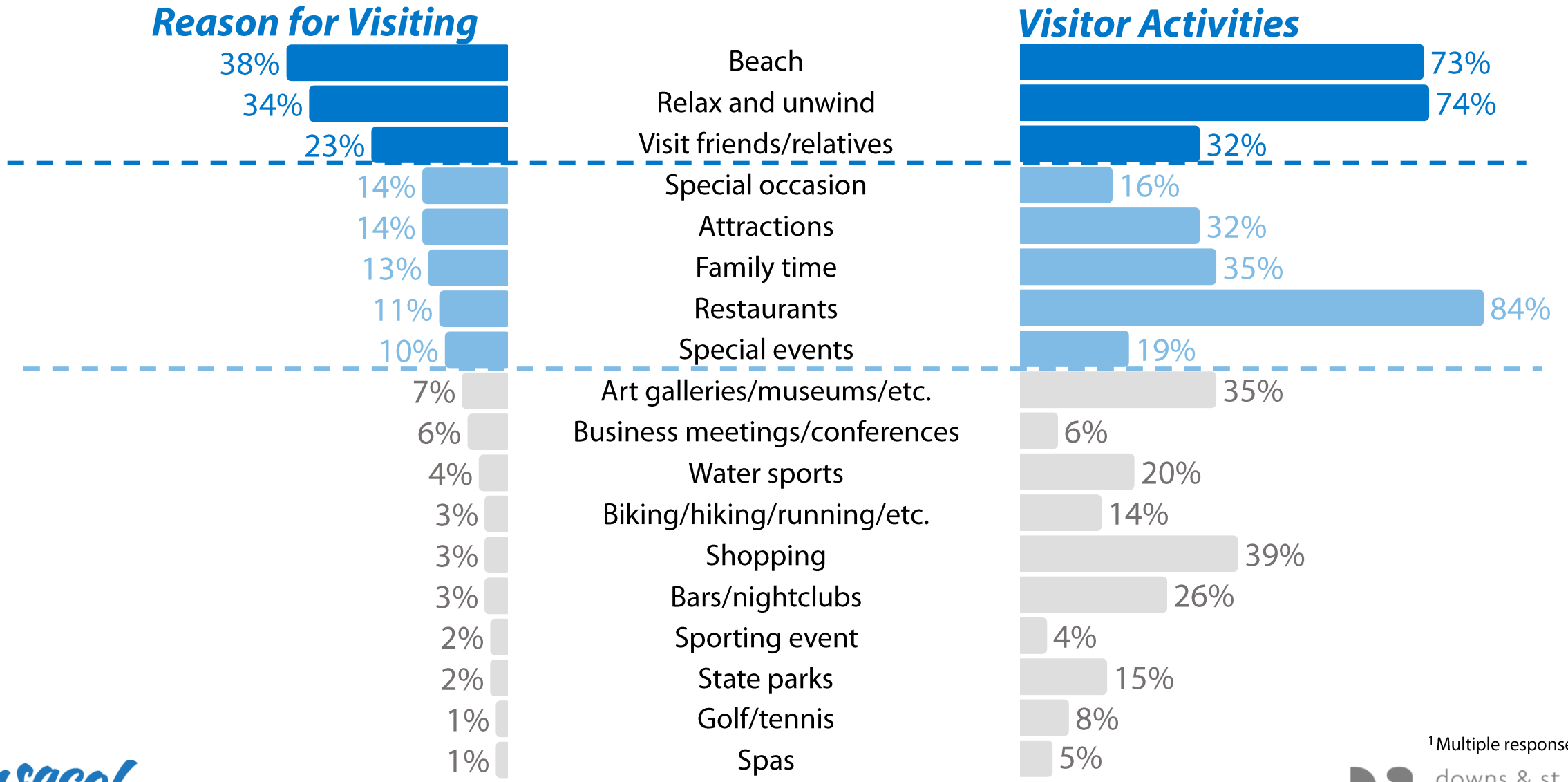
VISITOR ACTIVITIES[1]

- Top activities enjoyed by visitors this year include:
  - **Eating at restaurants**
  - **Relaxing**
  - **Visiting the beach**



[1] Multiple responses permitted.

ACTIVITIES V. REASONS FOR VISIT[1]



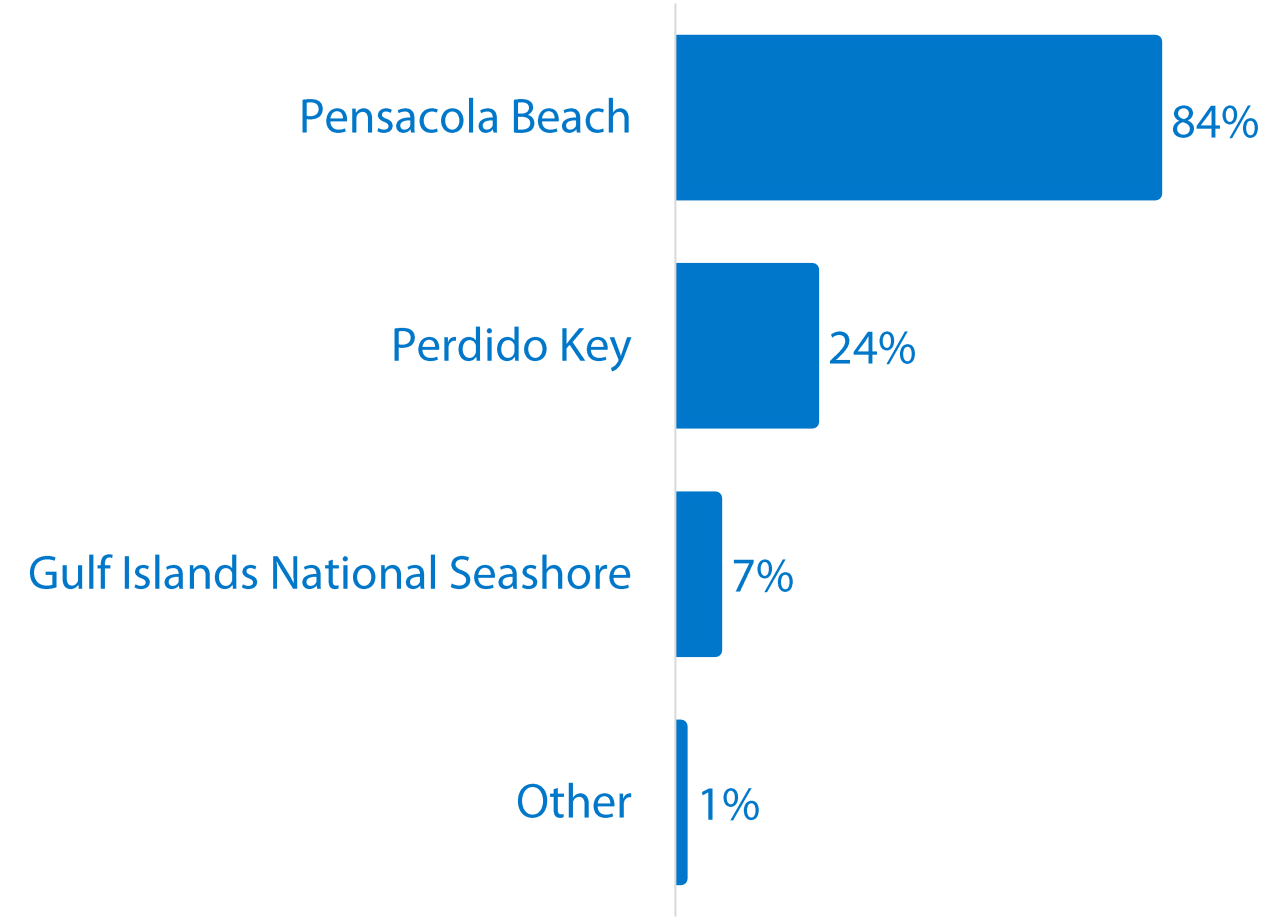
[1] Multiple responses permitted.

Pensacola VISITPENSACOLA.COM

downs & st. germain RESEARCH

BEACHES VISITED[1]

- Over **4 in 5** visitors who went to the beach visited Pensacola Beach
- Nearly **1 in 4** visited Perdido Key



[1] Multiple responses permitted.

DAILY TRAVEL PARTY SPENDING

	All Visitors 2023	All Visitors 2024
Accommodations	$111	$127
Restaurants	$93	$93
Groceries	$19	$18
Shopping	$40	$36
Entertainment	$45	$41
Transportation	$26	$26
Other	$3	$2
Daily Spending	**$337**	**$343**

TOTAL TRAVEL PARTY SPENDING

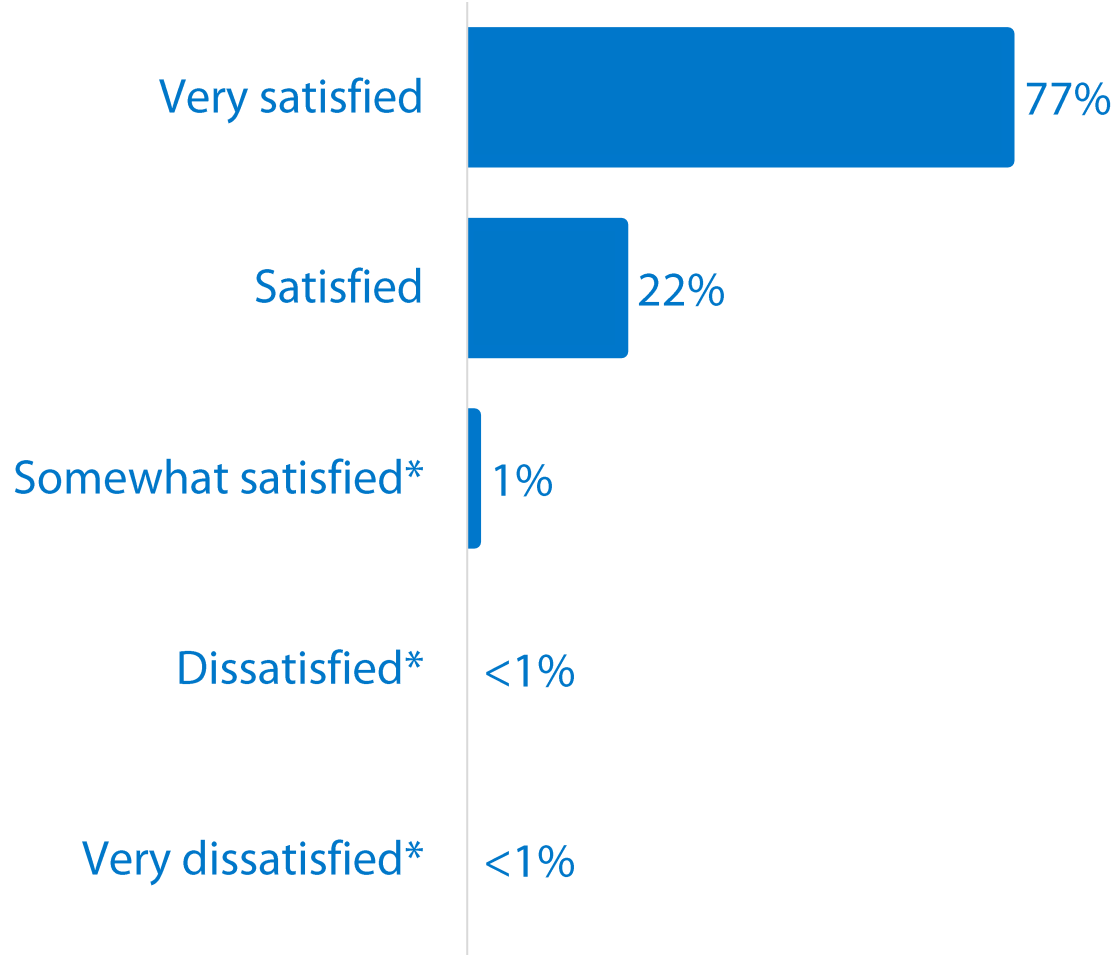
	All Visitors 2023	All Visitors 2024
Accommodations	$477	$546
Restaurants	$421	$400
Groceries	$89	$77
Shopping	$181	$151
Entertainment	$204	$176
Transportation	$121	$112
Other	$16	$9
Total Spending	**$1,509**	**$1,475**

VISITOR JOURNEY: POST-TRIP



VISITOR SATISFACTION

- **99%** of visitors were **satisfied** with their trip to Pensacola (98% in 2023)
- Over **3 in 4** visitors were **very satisfied** with their trip to Pensacola (75% in 2023)
- Of visitors who were only somewhat satisfied, reasons listed most often were:
  - Weather
  - High prices
  - Traffic



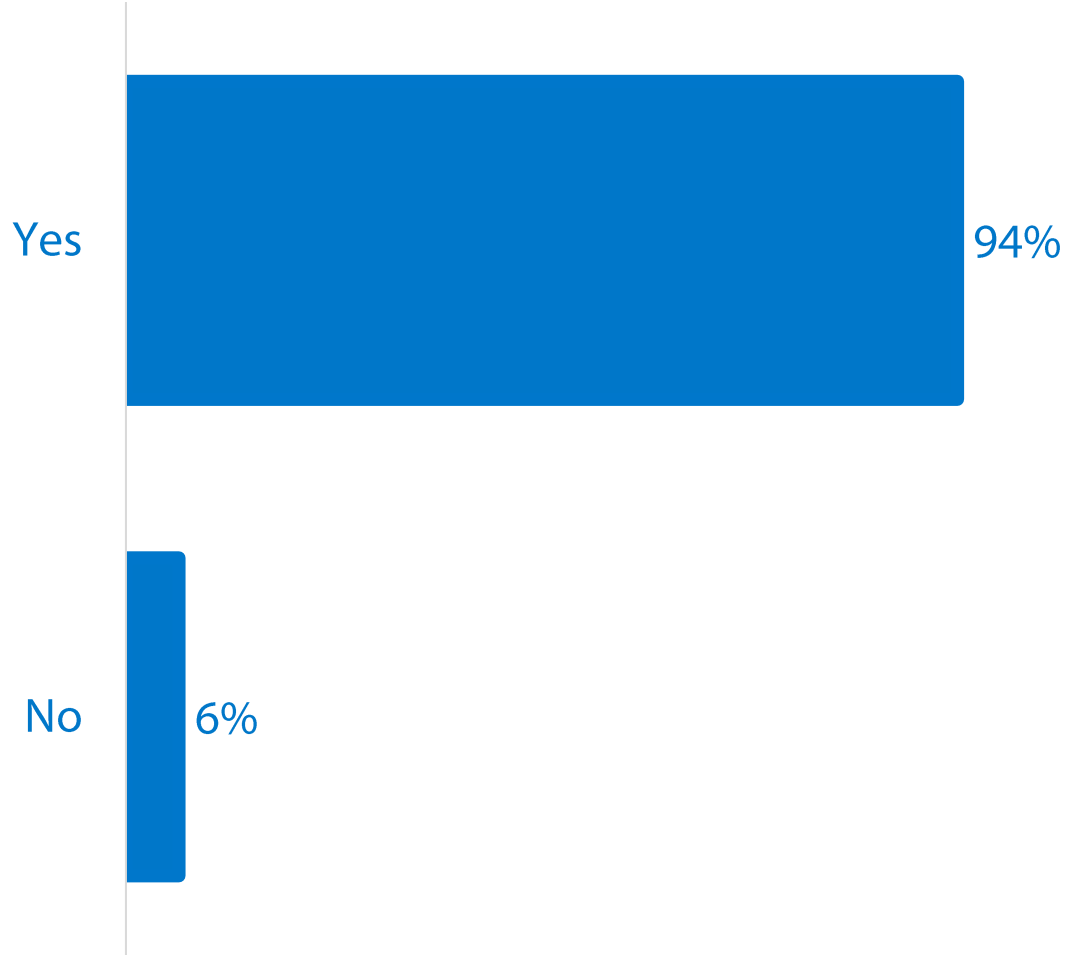
*Those who said somewhat satisfied were asked what features they liked least about the area.

SATISFACTION RATINGS



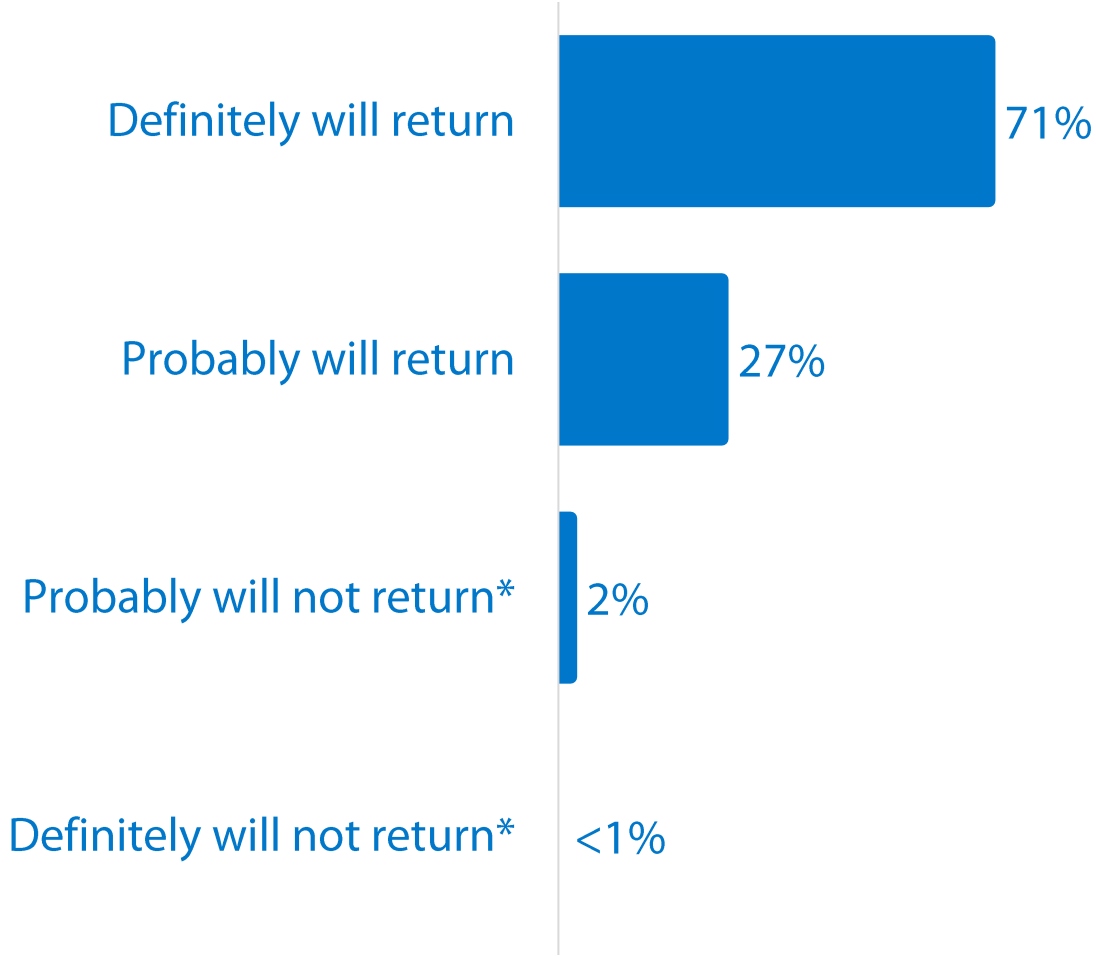
RECOMMENDATION

- Over **9 in 10** visitors would recommend the Pensacola area to others (92% in 2023)



LIKELIHOOD OF RETURNING

- **98%** of visitors would **return** to the Pensacola area (98% in 2023)
- Over **7 in 10** visitors would **definitely return** to the Pensacola area (73% in 2023)
- Of visitors who would not return, the reason listed most often was **preference for a variety in vacation spots**



*Those who said they will not return were asked why they were uncertain.

QUARTERLY COMPARISONS



VISITOR JOURNEY: ECONOMIC IMPACT



KEY PERFORMANCE INDICATORS

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Visitors	517,100	474,500	797,200	775,200	**2,564,000**
Room nights	509,800	563,600	711,500	698,800	**2,483,700**
Direct spending	$276,355,900	$235,316,900	$383,126,400	$427,517,700	**$1,322,316,900**

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Occupancy[1]	49.9%	56.9%	70.1%	66.0%	**60.8%**
Average Daily Rate[1]	$126.76	$121.83	$192.86	$187.42	**$157.61**
RevPAR	$63.31	$69.36	$135.17	$123.77	**$95.86**
TDT[2]	$4,254,636	$2,595,789	$5,915,677	$9,268,217	**$22,034,319**

[1] Sources: Key Data, Smith Travel Research, and DBPR.
[2] Source: Clerk & Comptroller Escambia County.

VISITOR JOURNEY: PRE-VISIT



TRIP PLANNING CYCLE

	Oct – Dec 2023	Jan – Mar 2024	Apr – Jun 2024	Jul – Sep 2024	FY2024
A week or two	32%	29%	27%	27%	**28%**
A month or so	26%	25%	25%	27%	**26%**
2 months	16%	18%	20%	18%	**18%**
3 months	12%	13%	15%	15%	**14%**
4 to 5 months	6%	6%	7%	7%	**7%**
6 months or more	8%	9%	6%	6%	**7%**
Average Planning Cycle	54	57	56	55	**56**

ONLINE TRIP PLANNING SOURCES[1]

	Oct – Dec 2023	Jan – Mar 2024	Apr – Jun 2024	Jul – Sep 2024	FY2024
Search sites (Google, etc.)	71%	73%	76%	72%	**73%**
Hotel websites/apps	21%	25%	27%	29%	**26%**
Vacation rental websites	18%	24%	29%	26%	**25%**
Airline websites/apps	20%	23%	23%	20%	**22%**
Personal social media	17%	18%	17%	24%	**19%**
VisitPensacola.com	13%	13%	17%	21%	**17%**
Trip planning website/app	13%	14%	18%	14%	**15%**
Online travel agency	13%	14%	17%	12%	**14%**
Visit Pensacola social media	8%	8%	8%	10%	**9%**
Online travel reviews	4%	4%	6%	8%	**6%**
Video streaming services	2%	2%	3%	2%	**2%**
Music streaming services	2%	2%	2%	1%	**2%**
Other	5%	5%	3%	3%	**4%**

[1] Multiple responses permitted.

OTHER TRIP PLANNING SOURCES[1]

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Friends/family	37%	35%	37%	38%	**37%**
Brochures/travel guides/visitor guides	9%	11%	15%	10%	**12%**
AAA	2%	2%	3%	4%	**3%**
Travel magazines	1%	1%	2%	1%	**1%**
Newspaper	1%	<1%	1%	1%	**1%**
Television	1%	1%	1%	1%	**1%**
Radio	1%	1%	<1%	1%	**1%**
Travel agent	1%	1%	1%	2%	**1%**
Other	5%	3%	3%	3%	**3%**
None of the above	51%	52%	48%	49%	**50%**

[1] Multiple responses permitted.

VISITOR GUIDE

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Requested a print version	1%	2%	1%	2%	**2%**
Viewed it online	14%	16%	20%	18%	**17%**
Did not request or view a Visitors Guide for Pensacola area	85%	82%	79%	80%	**81%**

REASONS FOR VISITING[1]

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Beach	23%	12%	49%	52%	**38%**
Relax and unwind	26%	28%	36%	40%	**34%**
Visit friends/relatives	26%	12%	26%	24%	**23%**
Special occasion	14%	5%	19%	13%	**14%**
Attractions	8%	26%	13%	12%	**14%**
Family time	13%	5%	14%	17%	**13%**
Restaurants	9%	20%	9%	8%	**11%**
Special events	17%	8%	8%	9%	**10%**
Art galleries/museums/etc.	7%	<1%	9%	9%	**7%**
Business meetings/conferences	6%	10%	5%	3%	**6%**
Water sports	2%	2%	5%	6%	**4%**
Biking/hiking/running/etc.	1%	8%	1%	2%	**3%**
Shopping	3%	2%	3%	2%	**3%**
Bars/nightclubs	3%	2%	3%	3%	**3%**
Sporting event	3%	8%	<1%	1%	**2%**
State park	2%	2%	2%	2%	**2%**
Golf/tennis	1%	<1%	1%	1%	**1%**
Spas	<1%	2%	1%	1%	**1%**
Other	8%	9%	10%	6%	**8%**

[1] Three responses permitted.

ADVERTISING

Recalled Advertising	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Yes	26%	27%	30%	27%	**28%**
No	64%	64%	60%	61%	**62%**
Not sure	10%	9%	10%	12%	**10%**

Influenced by Advertising	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Yes	10%	9%	12%	15%	**12%**
No	15%	17%	17%	10%	**15%**
Not sure	1%	1%	1%	2%	**1%**
Have not recalled seeing advertising, promotions, or travel stories about the Pensacola area	74%	73%	70%	73%	**72%**

ADVERTISING SOURCES[1]

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Personal social media	22%	33%	28%	34%	**30%**
Television	27%	27%	26%	23%	**25%**
VisitPensacola.com	23%	23%	21%	25%	**23%**
Visit Pensacola social media	12%	11%	10%	18%	**13%**
Billboard	6%	15%	13%	6%	**10%**
Radio	9%	15%	12%	6%	**10%**
Online article	8%	6%	10%	14%	**10%**
Weather app	4%	6%	18%	9%	**10%**
Ad on a website	5%	8%	14%	11%	**10%**
Travel/visitor guide	6%	8%	11%	11%	**9%**
Traveler reviews/blogs	3%	4%	9%	11%	**7%**
Rental agency/booking websites	1%	5%	11%	6%	**6%**
Deal-based promotion	4%	6%	6%	6%	**6%**
Brochure	3%	6%	6%	4%	**5%**
Video streaming services	3%	4%	4%	3%	**4%**
Magazine ad	3%	2%	2%	3%	**3%**
Newspaper	2%	2%	2%	2%	**2%**
Magazine article	2%	1%	2%	2%	**2%**
AAA	1%	1%	2%	4%	**2%**
Music streaming services	1%	1%	<1%	1%	**1%**
Other	2%	4%	3%	2%	**3%**

[1] Multiple responses permitted.

VISITOR JOURNEY: TRAVEL PARTY PROFILE



TOP VISITOR ORIGIN STATES & REGION[1]

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Southeast	46%	40%	43%	48%	**45%**
Midwest	17%	24%	22%	19%	**20%**
Florida	20%	17%	16%	15%	**17%**
West	7%	7%	9%	8%	**8%**
Northeast	7%	9%	7%	7%	**7%**
Int'l	3%	3%	3%	3%	**3%**

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Florida	20%	17%	16%	15%	**17%**
Alabama	15%	12%	11%	12%	**12%**
Texas	6%	7%	8%	8%	**7%**
Georgia	5%	4%	6%	7%	**6%**
Tennessee	6%	3%	5%	5%	**5%**
Louisiana	3%	4%	5%	5%	**4%**
Mississippi	4%	3%	3%	4%	**3%**
Illinois	2%	3%	3%	3%	**3%**
Missouri	2%	3%	3%	3%	**3%**
North Carolina	3%	3%	2%	3%	**3%**
Ohio	2%	2%	3%	3%	**3%**

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.

TOP VISITOR ORIGIN MARKETS[1]

	Oct – Dec 2023	Jan – Mar 2024	Apr – Jun 2024	Jul – Sep 2024	FY2024
Mobile[2]	21%	19%	16%	15%	**17%**
Atlanta	4%	3%	4%	5%	**4%**
Dallas – Fort Worth	2%	2%	3%	3%	**3%**
Nashville	3%	2%	3%	3%	**3%**
Birmingham	2%	2%	2%	2%	**2%**
Chicago	1%	2%	2%	2%	**2%**
Houston	2%	2%	2%	2%	**2%**
New Orleans	2%	2%	3%	3%	**2%**

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.
[2] Mobile DMA spans across Florida, Alabama, and Mississippi.

VISITOR PROFILE

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Travel Party Size	2.8	2.7	3.1	3.1	**3.0**
Traveled with children	41%	41%	47%	39%	**42%**

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Under 35	29%	29%	32%	32%	**31%**
35 to 49	33%	31%	33%	32%	**32%**
50 to 65	24%	24%	24%	27%	**25%**
Over 65	14%	16%	11%	9%	**12%**
Median Age	45	45	43	43	**44**

VISITOR PROFILE

Gender*	Oct – Dec 2023	Jan – Mar 2024	Apr – Jun 2024	Jul – Sep 2024	FY2024
Female	63%	57%	61%	59%	**60%**
Male	37%	43%	38%	41%	**40%**
Transgender/Non-conforming	<1%	<1%	1%	<1%	**<1%**
Income	**Oct – Dec 2023**	**Jan – Mar 2024**	**Apr – Jun 2024**	**Jul – Sep 2024**	**FY2024**
Less than $50,000	25%	23%	22%	17%	**21%**
$50,000 to $99,000	42%	37%	42%	45%	**42%**
$100,000 to $149,000	20%	24%	21%	25%	**23%**
$150,000 to $199,000	8%	10%	9%	8%	**9%**
$200,000 to $399,000	4%	4%	4%	4%	**4%**
$400,000+	1%	2%	2%	1%	**1%**
Median Income	$79,800	$86,500	$83,300	$86,700	**$84,500**

*May be influenced by visitor's willingness to complete a survey.

NEW & RETURNING VISITORS

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
This was my first time	22%	25%	29%	30%	**27%**
2-3	19%	22%	22%	25%	**22%**
4-5	13%	15%	14%	15%	**14%**
6-10	13%	12%	10%	10%	**11%**
11-20	10%	8%	8%	6%	**8%**
21+	23%	18%	17%	14%	**18%**

VISITOR JOURNEY: TRIP EXPERIENCE



TRANSPORTATION

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Drive	84%	83%	79%	82%	**82%**
Pensacola International Airport	14%	15%	20%	17%	**17%**
Northwest Florida Regional Airport	1%	1%	1%	1%	**1%**
Mobile Regional Airport	1%	<1%	<1%	<1%	**<1%**
Gulfport-Biloxi International Airport	<1%	<1%	<1%	<1%	**<1%**
Northwest Florida Beaches International Airport	<1%	<1%	<1%	<1%	**<1%**
Other	<1%	1%	<1%	<1%	**<1%**

ACCOMMODATIONS

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Hotel/motel/resort	30%	32%	36%	39%	**35%**
Vacation rental home*	15%	20%	25%	22%	**21%**
Friends/family home	18%	3%	11%	12%	**12%**
Personal second home	3	4%	3%	3%	**4%**
Campground/RV park	4%	<1%	3%	4%	**3%**
Marina	<1%	13%	<1%	<1%	**2%**
Bed & Breakfast/Inn	<1%	<1%	1%	<1%	**<1%**
Other	<1%	1%	<1%	<1%	**<1%**
Not spending the night	30%	27%	21%	20%	**23%**
Average Length of Stay	4.6	5.0	4.0	4.1	**4.3**

*Includes Airbnb, Vrbo, etc.

ACCOMMODATION BOOKING

	Oct – Dec 2023	Jan – Mar 2024	Apr – Jun 2024	Jul – Sep 2024	FY2024
Directly with the hotel/condo	51%	49%	46%	50%	**49%**
Airbnb	19%	21%	21%	22%	**21%**
Online travel agency	18%	15%	19%	17%	**17%**
Vrbo	5%	7%	8%	6%	**7%**
Vacation rental company	2%	3%	4%	3%	**3%**
Other	5%	5%	2%	2%	**3%**

VISITOR ACTIVITIES[1]

	Oct – Dec 2023	Jan – Mar 2024	Apr – Jun 2024	Jul – Sep 2024	FY2024
Restaurants	80%	85%	87%	83%	**84%**
Relax and unwind	70%	73%	76%	75%	**74%**
Beach	60%	63%	80%	81%	**73%**
Shopping	38%	42%	39%	37%	**39%**
Art galleries/museums/etc.	31%	37%	37%	34%	**35%**
Family time	36%	33%	33%	37%	**35%**
Visit friends/relatives	36%	32%	33%	28%	**32%**
Attractions	25%	29%	35%	34%	**32%**
Bars/nightclubs	26%	25%	28%	24%	**26%**
Water sports	11%	12%	24%	26%	**20%**
Special events	28%	23%	14%	16%	**19%**
Special occasion	17%	15%	19%	13%	**16%**
State parks	14%	17%	15%	15%	**15%**
Biking/hiking/running/etc.	11%	16%	14%	15%	**14%**
Golf/tennis	7%	9%	8%	7%	**8%**
Business meetings/conferences	6%	5%	5%	3%	**6%**
Spas	4%	4%	6%	4%	**5%**
Sporting event	4%	8%	4%	3%	**4%**
Other	5%	4%	6%	4%	**5%**

[1] Multiple responses permitted.

BEACHES VISITED[1]

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Pensacola Beach	NA	NA	80%	88%	**84%**
Perdido Key	NA	NA	27%	21%	**24%**
Gulf Islands National Seashore	NA	NA	7%	7%	**7%**
Other	NA	NA	1%	1%	**1%**

[1] Multiple responses permitted.

DAILY TRAVEL PARTY SPEND

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Accommodations	$96	$95	$150	$145	**$127**
Restaurants	$81	$83	$97	$102	**$93**
Groceries	$16	$15	$23	$16	**$18**
Shopping	$34	$37	$40	$31	**$36**
Entertainment	$34	$36	$48	$42	**$41**
Transportation	$28	$23	$27	$26	**$26**
Other	$2	$2	$3	$1	**$2**
Total Daily Spend	$291	$291	$388	$363	**$343**

TOTAL TRAVEL PARTY SPEND

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Accommodations	$442	$416	$600	$595	**$546**
Restaurants	$373	$481	$388	$418	**$400**
Groceries	$74	$103	$92	$66	**$77**
Shopping	$156	$221	$160	$127	**$155**
Entertainment	$156	$189	$192	$172	**$176**
Transportation	$129	$113	$108	$107	**$112**
Other	$9	$22	$12	$4	**$9**
Total Trip Spend	$1,339	$1,545	$1,552	$1,489	**$1,475**

VISITOR JOURNEY: POST-TRIP



SATISFACTION

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Very satisfied	76%	79%	77%	77%	**77%**
Satisfied	23%	20%	22%	22%	**22%**
Somewhat satisfied*	1%	1%	1%	1%	**1%**
Dissatisfied*	<1%	<1%	<1%	<1%	**<1%**
Very dissatisfied*	<1%	<1%	<1%	<1%	**<1%**

	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Definitely will return	72%	70%	70%	71%	**71%**
Probably will return	27%	29%	28%	27%	**27%**
Probably will not return**	1%	1%	2%	2%	**2%**
Definitely will not return**	<1%	<1%	<1%	<1%	**<1%**

*Those who said somewhat satisfied were asked what features they liked least about the area.
**Those who said they will not return were asked why they were uncertain.

SATISFACTION RATINGS

Exceeded Expectations	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Customer service	67%	68%	66%	65%	**66%**
Restaurants	65%	66%	65%	64%	**65%**
Lodging	65%	66%	62%	62%	**63%**
Value for your money	53%	55%	51%	52%	**52%**

Would Recommend	Oct - Dec 2023	Jan - Mar 2024	Apr - Jun 2024	Jul - Sep 2024	FY2024
Yes	94%	95%	93%	94%	**94%**
No	6%	5%	7%	6%	**6%**

YEARLY COMPARISONS



VISITOR JOURNEY: ECONOMIC IMPACT



KEY PERFORMANCE INDICATORS

	FY2023	FY2024	% Δ
Visitors	2,505,200	2,564,000	+2.3%
Room nights	2,399,900	2,483,700	+3.5%
Direct spending	$1,317,318,200	$1,322,316,900	+0.4%
Economic Impact	$2,028,670,100	$2,018,313,000	-0.5%

	FY2023	FY2024	% Δ
Occupancy[1]	61.8%	60.8%	-1.6%
Average Daily Rate[1]	$161.01	$157.61	-2.1%
RevPAR	$99.54	$95.86	-3.7%
TDT[2]	$21,582,335	$22,034,319	+2.1%

[1] Sources: Key Data, Smith Travel Research, and DBPR.
[2] Source: Clerk & Comptroller Escambia County.

VISITOR JOURNEY: PRE-VISIT



TRIP PLANNING CYCLE

	FY2023	FY2024	Δ
A week or two	28%	28%	-
A month or so	26%	26%	-
2 months	18%	18%	-
3 months	13%	14%	+1%
4 to 5 months	7%	7%	-
6 months or more	8%	7%	-1%
Average Planning Cycle	**57**	**56**	**-1**

ONLINE TRIP PLANNING SOURCES[1]

	FY2023	FY2024	Δ
Search sites (Google, etc.)	66%	73%	+7%
Hotel websites/apps	28%	26%	-2%
Vacation rental websites	27%	25%	-2%
Airline websites/apps	22%	22%	-
Personal social media	22%	19%	-3%
VisitPensacola.com	12%	17%	+5%
Trip planning website/app	12%	15%	+3%
Online travel agency	12%	14%	+2%
Visit Pensacola social media	9%	9%	-
Online travel reviews	5%	6%	+1%
Video streaming services	3%	2%	-1%
Music streaming services	3%	2%	-1%
Other	8%	4%	-4%

[1] Multiple responses permitted.

OTHER TRIP PLANNING SOURCES[1]

	FY2023	FY2024	Δ
Friends/family	35%	37%	+2%
Brochures/travel guides/visitor guides	9%	12%	+3%
AAA	3%	3%	-
Travel magazines	2%	1%	-1%
Newspaper	1%	1%	-
Television	1%	1%	-
Radio	1%	1%	-
Travel agent	2%	1%	-1%
Other	7%	3%	-4%
None of the above	50%	50%	-

[1] Multiple responses permitted.

VISITOR GUIDE

	FY2023	FY2024	Δ
Requested a print version	2%	2%	-
Viewed it online	16%	17%	+1%
Did not request or view a Visitors Guide for Pensacola area	82%	81%	-1%

REASONS FOR VISITING[1]

	FY2023	FY2024	Δ
Beach	40%	38%	-2%
Relax and unwind	37%	34%	-3%
Visit friends/relatives	24%	23%	-1%
Special occasion	11%	14%	+3%
Attractions	14%	14%	-
Family time	15%	13%	-2%
Restaurants	12%	11%	-1%
Special events	10%	10%	-
Art galleries/museums/etc.	5%	7%	+2%
Business meetings/conferences	5%	6%	+1%
Water sports	4%	4%	-
Biking/hiking/running/etc.	2%	3%	+1%
Shopping	4%	3%	-1%
Bars/nightclubs	4%	3%	-1%
Sporting event	1%	2%	+1%
State parks	3%	2%	-1%
Golf/tennis	1%	1%	-
Spas	1%	1%	-
Other	13%	8%	-5%

[1] Multiple responses permitted.

ADVERTISING

Recalled Advertising	FY2023	FY2024	Δ
Yes	21%	28%	+7%
No	70%	62%	-8%
Not sure	9%	10%	+1%
Influenced by Advertising	**FY2023**	**FY2024**	**Δ**
Yes	10%	12%	+2%
No	10%	15%	+5%
Not sure	1%	1%	-
Have not recalled seeing advertising, promotions, or travel stories about the Pensacola area	79%	72%	-7%

ADVERTISING SOURCES[1]

	FY2023	FY2024	Δ
Personal social media	34%	30%	-4%
Television	28%	25%	-3%
VisitPensacola.com	17%	23%	+6%
Visit Pensacola social media	16%	13%	-3%
Billboard	9%	10%	+1%
Radio	10%	10%	-
Online article	12%	10%	-2%
Weather app	5%	10%	+5%
Ad on a website	10%	10%	-
Travel/visitor guide	8%	9%	+1%
Traveler reviews/blogs	5%	7%	+2%
Rental agency/booking websites	6%	6%	-
Deal-based promotion	9%	6%	-3%
Brochure	5%	5%	-
Video streaming services	4%	4%	-
Magazine ad	4%	3%	-1%
Newspaper	3%	2%	-1%
Magazine article	4%	2%	-2%
AAA	3%	2%	-1%
Music streaming services	2%	1%	-1%
Other	5%	3%	-2%

[1] Multiple responses permitted.

VISITOR JOURNEY: TRAVEL PARTY PROFILE



TOP VISITOR ORIGIN STATES & REGION[1]

	FY2023	FY2024	Δ
Southeast	48%	45%	-3%
Midwest	17%	20%	+3%
Florida	17%	17%	-
West	7%	8%	+1%
Northeast	7%	7%	-
Int'l	4%	3%	-1%

	FY2023	FY2024	Δ
Florida	17%	17%	-
Alabama	14%	12%	-2%
Texas	7%	7%	-
Georgia	6%	6%	-
Tennessee	5%	5%	-
Louisiana	5%	4%	-1%
Mississippi	4%	3%	-1%
Illinois	2%	3%	+1%
Missouri	2%	3%	+1%
North Carolina	2%	3%	+1%
Ohio	2%	3%	+1%

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.

TOP VISITOR ORIGIN MARKETS[1]

	FY2023	FY2024	Δ
Mobile[2]	17%	17%	-
Atlanta	5%	4%	-1%
Dallas – Fort Worth	2%	3%	+1%
Nashville	3%	3%	-
Birmingham	3%	2%	-1%
Chicago	2%	2%	-
Houston	2%	2%	-
New Orleans	3%	2%	-1%

[1] Based on data from Visitor Tracking, Arrivalist, and Zartico.
[2] Mobile DMA spans across Florida, Alabama, and Mississippi.

VISITOR PROFILE

	FY2023	FY2024	Δ
Travel Party Size	3.1	3.0	-0.1
Traveled with children	36%	42%	+6%

	FY2023	FY2024	Δ
Under 35	29%	31%	+2%
35 to 49	34%	32%	-2%
50 to 65	26%	25%	-1%
Over 65	11%	12%	+1%
Median Age	**44**	**44**	**-**

VISITOR PROFILE

Gender*	FY2023	FY2024	Δ
Female	60%	60%	-
Male	40%	40%	-
Transgender/Non-conforming	<1%	<1%	-
Income	**FY2023**	**FY2024**	**Δ**
Less than $50,000	21%	21%	-
$50,000 to $99,000	39%	42%	+3%
$100,000 to $149,000	23%	23%	-
$150,000 to $199,000	11%	9%	-2%
$200,000 to $399,000	4%	4%	-
$400,000+	2%	1%	-1%
Median Income	**$87,200**	**$84,500**	**-$2,700**

*May be influenced by visitor's willingness to complete a survey.

NEW & RETURNING VISITORS

	FY2023	FY2024	Δ
This was my first time	27%	27%	-
2-3	20%	22%	+2%
4-5	15%	14%	-1%
6-10	12%	11%	-1%
11-20	8%	8%	-
21+	18%	18%	-

VISITOR JOURNEY: TRIP EXPERIENCE



TRANSPORTATION

	FY2023	FY2024	Δ
Drive	84%	82%	-2%
Pensacola International Airport	14%	17%	+3%
Northwest Florida Regional Airport	1%	1%	–
Mobile Regional Airport	1%	<1%	-1%
Northwest Florida Beaches International Airport	<1%	<1%	-
Gulfport-Biloxi International Airport	<1%	<1%	–
Other	<1%	<1%	–

ACCOMMODATIONS

	FY2023	FY2024	Δ
Hotel/motel/resort	35%	35%	-
Vacation rental home*	22%	21%	-1%
Friends/family home	12%	12%	-
Personal second home	3%	4%	+1%
Campground/RV Park	4%	3%	-1%
Marina	<1%	2%	+2%
Bed & Breakfast/Inn	1%	<1%	-1%
Other	1%	<1%	-1%
Not spending the night	22%	23%	+1%
Average Length of Stay	**4.5**	**4.3**	**-0.2**

*Includes Airbnb, Vrbo, etc.

ACCOMMODATION BOOKING

	FY2023	FY2024	Δ
Directly with the hotel/condo	49%	49%	-
Airbnb	20%	21%	+1%
Online travel agency	16%	17%	+1%
Vrbo	8%	7%	-1%
Vacation rental company	4%	3%	-1%
Other	3%	3%	-

VISITOR ACTIVITIES[1]

	FY2023	FY2024	Δ
Restaurants	81%	84%	+3%
Relax and unwind	76%	74%	-2%
Beach	72%	73%	+1%
Shopping	43%	39%	-4%
Art galleries/museums/etc.	29%	35%	+6%
Family time	37%	35%	-2%
Visit friends/relatives	34%	32%	-2%
Attractions	34%	32%	-2%
Bars/nightclubs	26%	26%	-
Water sports	23%	20%	-3%
Special events	21%	19%	-2%
Special occasion	14%	16%	+2%
State parks	21%	15%	-6%
Biking/hiking/running/etc.	19%	14%	-5%
Golf/tennis	8%	8%	-
Business meetings/conferences	5%	6%	+1%
Spas	5%	5%	-
Sporting event	4%	4%	-
Other	9%	5%	-4%

[1] Multiple responses permitted.

DAILY TRAVEL PARTY SPEND

	FY2023	FY2024	Δ
Accommodations	$111	$127	+$16
Restaurants	$93	$93	-
Groceries	$19	$18	-$1
Shopping	$40	$36	-$4
Entertainment	$45	$41	-$4
Transportation	$26	$26	-
Other	$3	$2	-$1
Total Daily Spend	**$337**	**$343**	**+$6**

TOTAL TRAVEL PARTY SPEND

	FY2023	FY2024	Δ
Accommodations	$477	$546	+$99
Restaurants	$421	$400	-$21
Groceries	$89	$77	-$12
Shopping	$181	$155	-$20
Entertainment	$204	$176	-$28
Transportation	$121	$112	-$9
Other	$16	$9	-$7
Total Trip Spend	**$1,509**	**$1,475**	**- $34**

VISITOR JOURNEY: POST-TRIP



SATISFACTION

	FY2023	FY2024	Δ
Very satisfied	75%	77%	+2%
Satisfied	23%	22%	-1%
Somewhat satisfied*	2%	1%	-1%
Dissatisfied*	<1%	<1%	-
Very dissatisfied*	<1%	<1%	-

	FY2023	FY2024	Δ
Definitely will return	73%	71%	-2%
Probably will return	25%	27%	+2%
Probably will not return**	2%	2%	-
Definitely will not return**	<1%	<1%	-

*Those who said somewhat satisfied were asked what features they liked least about the area.
**Those who said they will not return were asked why they were uncertain.

SATISFACTION RATINGS

Exceeded Expectations	FY2023	FY2024	Δ
Customer service	66%	66%	-
Restaurants	66%	65%	-1%
Lodging	66%	63%	-3%
Value for your money	52%	52%	-

Would Recommend	FY2023	FY2024	Δ
Yes	92%	94%	+2%
No	8%	6%	-2%

METHODOLOGY



Data Collection

4,786 interviews were completed in-person and online with visitors to the Pensacola area the airport, beach, downtown, National Naval Aviation Museum, and events between October 1, 2023 and September 30, 2024.

Economic Impact

Total economic impact is a function of direct spending by visitors in the Pensacola area, as well as the indirect and induced effects of this spending, such as increased business and household spending generated by tourism dollars.

Multiplier

Downs & St. Germain Research uses IMPLAN economic modeling to calculate the multiplier based on direct expenditure data collected from visitors to the Pensacola area. Agencies such as FEMA, EPA, Federal Reserve Bank, and the Bureau of Land Management use IMPLAN modeling. Pensacola's multiplier is 1.53.

VISIT PENSACOLA

Visitor Tracking Study
FY2024
October 2023 – September 2024

Downs & St. Germain Research
contact@dsg-research.com
850-906-3111 | www.dsg-research.com



TOURISM EVENT / PROGRAM GRANT APPLICATION

3-25-2025

850.434.1234
800.874.1234

app:
visitpensacola.com/app

1401 E. Gregory St.
Pensacola, FL 32502

VisitPensacola.com

Pensacola
FLORIDA

GRANT APPLICATION

Organization name (must match W9)

NE SERTOMA of Pensacola, FL

Contact Name *(required)*

Chris Bruner

Title

Chairman

Contact Phone *(required)*

8502064132

Email (Program Manager or Contact) *(required)*

admin@pensacoladragonboatfestival.com

Street

P.O. Box 10697

City

Pensacola

State

Florida

Organization (If other, please indicate):

- ☐ **Non-profit, incorporated**
- ☐ **Commercial (for profit)**
- ☐ **Other (please describe)**

Please provide to the committee your experience with running events:

This is our 10TH year running the Dragon Boat Festival and we just had our 22ND Hog Fest. NE Pensacola SERTOMA handles all aspects of these events: organizing the venue, venders, food trucks, music, advertising, setup/takedown, safety, etc.

If selected other, please describe:

Tax ID Number

59-2417459

If selected Non-profit (If checked, this application must include IRS certification letter or State of Florida certification. Must include even if you have applied previously)

IMG_4262.png Browse

W9 Required with each application. Please attach here.

W9 Upload *(required)*

2023 SERTOMA W9.pdf Browse

Amount Requested ($50K Max): *(required)*

50,000

EVENT/EXPERIENCE INFORMATION

Event/Experience Title *(required)*

2024 10TH Annual Pensacola Dragon Boat Festival

Event/Experience Time(s)

8:00 AM to 5:00 PM

End Date *(required)*

10/12/2024

Event Location *(required)*

Bayou Texar and Bayview Park

Event Website URL

https://www.pensacoladragonboatfestival.com/

Event Social Handles

Facebook

Brief description of event/experience

competing for bragging rights in the 10TH Annual Pensacola Dragon Boat Festival. The races start at 8:00 AM on Bayou Texar, just off Bayview Park, near Downtown Pensacola. A dragon boat is a long, narrow canoe that seats 20 paddlers in 10 rows. A steersperson standing in the stern uses a 9' oar as a rudder and a drummer at the bow of the boat by the dragon's head. The Festival will also have local venders, food trucks and games.

Please Provide specific details on how 25% of the Visit Pensacola Grand funds will be spent on operations.

The 25% will help fund local advertisement and also to expand the activities of the festival itself to include midway games and more family activities.

Please provide specific details on how Tourism Tax Dollars will be spent ***(required)***

Race participants, Dragon Boat company staff members and families will start arriving the week of the festival. They will require lodging and dining. The festival is over around 5:00 PM, which gives people plenty of time to visit downtown. Also, the visitors typically stay through the remainder of the weekend, going to the beach.

Will this event take place with or without TDT dollars?

- [ ] **Yes**
- [ ] **No**

Is this a new or repeat event/experience?

Repeat

If repeat, is this event format like previous years or different?

Same with additions

If new, do you foresee it becoming a re-occurring event?

If repeat, please provide an event summary from previous years and/or an economic impact report.

attracted about 7,500 Attendees. 11% of the attendees were visitors to the area. Of these, 85% were aware of the event before visiting and 71% came to visit the area specifically for the festival. Dragon Boat Festival attendees spent $549,308 in Escambia County, with $508,030 of that spending in the county being aided by the NE Pensacola SERTOMA community event.

Economic Impact Report

If available, upload the economic impact report here.

Browse

Estimated Room Nights - Attendee

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
20	40	80	120	160	200

Estimated Room Nights - Vendor Rooms

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
				5	5

Estimated Room Nights - Organizer Rooms

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
1	3	3	4	8	8

Estimated Room Nights - Artist Rooms

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6

Estimated Room Nights - Other

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6

Total Estimated Room Nights

657

Has Lodging Been Secured? *(required)*

Yes

Lodging secured based on a projected number of event attendance (proof of the agreement and/or communication with lodging partner must be included) >1,000 guests, 6+ properties; 501-1,000 guests, 4-5 properties; 1-500 guests, 2-3 properties.

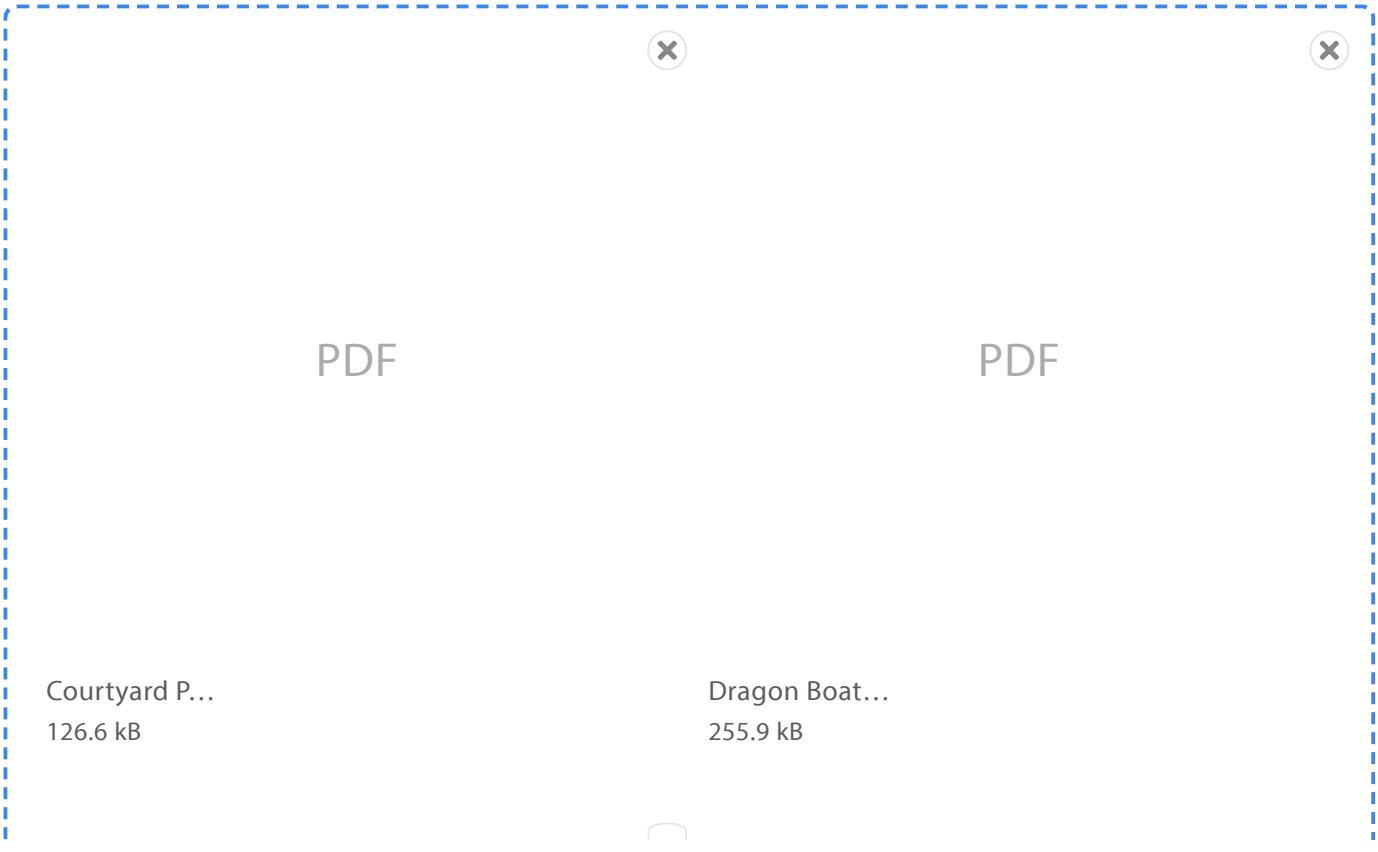
If Yes, please provide the following information:

LodgingProvider

Lodging Provider	Contact	Room Rate / Offer for Visitors
Courtyard by Marriott	Patti Mohan	$149.00
Hyatt Place	Nikki Williams	$115.00
Holiday Inn	Carly Buechner	$236.55

Lodging Communication

Please upload communication regarding room blocks/contracts with lodging properties.



PDF

Holiday Inn…
148.5 kB

In-kind Support

What in-kind support from the community and additional tourism driven partnerships will you work with to ensure cooperation and creation of longer stays in Escambia County? List partners and briefly describe these collaborative efforts. (Use additional sheet if necessary)

With what tourism related businesses or organization(s) will you coordinate and conduct the cooperative marketing efforts that will be supported by the grant award? List partners and briefly describe these collaborative efforts. (Use additional sheet if necessary)

Marketing Plan ***(required)***

Upload the event marketing plan here.

2024 Marketing Plan.pdf Browse

EVENT BUDGET

Please provide a detailed budget summary AND provide a **detailed budget** including revenue sources for the event. Details must include marketing placements, schedules, and all relevant media buy information. Should media buys/spend change, Visit Pensacola staff will need to be

notified and approve the change in spending. **75% of all Visit Pensacola Grant Funds (TDT dollars) will be used by the organizations agency of record to market the event. 25% of Visit Pensacola Grant Funds (TDT dollars) may be used for operational expenses.** (Please use the examples provided at Grant Finance Workshop and see the definitions page for more information on marketing expenses vs. operational expenses).

Event Budget Upload ***(required)***

Upload the detailed event budget here.

2024 Pensacola Dragon Boat Festival Budget.pdf Browse

GRANT REQUEST

Have you received TDT dollars from Escambia County (via BOCC, ACE, PSA or Visit Pensacola) in the past?

Yes

If yes, please complete the following:

Year	Event	Amount
2019	6TH Annual 2019 Pensa	$10,000
2021	7TH Annual 2021 Pensa	$25,000

The purpose of this event grant program is to encourage and support multi day reoccurring events with an emphasis on overnight lodging stays in the destination. What is the path for this event to be financially viable and generate income to offset expenses without future event grant support?

We have had profitable events the past 3 years, in spite of the festival recovering from the shutdown due to COVID 19. The Visit Pensacola Grant will give the festival the boost it needs to get the attendance and participation back to what they were prior to 2021.

Does your organization's event proposed for TDT funding fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities? If so, in what way? How will this event benefit tourism in Escambia County? (Use additional sheet if necessary and refer back TDT Statue for definition)

This is a late season festival. While tourism has tapered off for that time of year, the Dragon Boat Festival will bring in visitors that will see that Pensacola can still be summer like vacation spot in early fall.

Please provide a full marketing plan for the event/experience, specifically those efforts to bring visitors from outside the immediate area. The Marketing Plan should list all media buys, social, PR, and market reach. Mini-Grant funds use are 100% towards marketing/advertising efforts.
(Marketing plan is required for score, please use example provided on the website).

How Will You Measure the Success of Your Event/Experience? (Use additional sheet if necessary)

Attendance/Spectators: Ticket Sales: Participants: Vendors/Exhibitors: Sponsorship Support: Media Coverage: Website Visits: Social Media Engagement:

We will measure the success of the Dragon Boat Festival by the amount of money we are able to donate to the 2 recipient charities: Gulf Coast Kids House and the Escambia County Public Schools Foundation.

Additional Docuements

Please attach additional requested files here.

PDF

Compliance.pdf
194.9 kB

PDF

2024 DBF 11…
1.3 MB

PDF

2024 DBF 11…
1.3 MB

PDF

Liability I…
191.4 kB

Did you include: ***(required)***

- [ ] **Marketing/Promotion plan provided**
- [ ] **Detailed program budget provided**
- [ ] **Complete event details**
- [ ] **Signed Certification and Compliance page from Visit Pensacola Grant Program Guidelines**
- [ ] **Lodging provider within Escambia County**
- [ ] **Liability insurance coverage**
- [ ] **W-9**

Did you attend one of the 2024 grant workshops?

Workshop Dates

- April 15, 11 a.m. – 12 p.m.
- April 19, 8 – 9 a.m. and 12 – 1 p.m.
- April 26, 1 – 2 p.m.
- April 29, 11 a.m. – 12 p.m.

Attending a grant workshop is required before submitting your application.

- [ ] **Yes, I attended Grant Workshop.** ***(required)***

APPLICANT:

I hereby certify that the information contained in this application is true and correct to the best of my knowledge and that I have read and understand the Policies and Procedures of the Visit Pensacola Event Grants Program and will abide by all legal, financial, and reporting requirements as a condition of receiving grant funds from Visit Pensacola.

Your name ***(required)***

Chris Bruner

Your Organization

NE SERTOMA of Pensacola, FL

Your Signature ***(required)***



Clear

Date Picker ***(required)***

04/30/2024

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MISCELLANEOUS APPROPRIATIONS AGREEMENT
BETWEEN VISIT PENSACOLA, INC., & NE Pensacola Sertoma Dragon Boat Festival
This Agreement is effective October 1, 2024

BETWEEN: **Visit Pensacola, Inc. (VP) Fiscal Agent**
1401 E. Gregory Street
Pensacola FL 32502

AND: **NE Pensacola Sertoma Dragon Boat Festival (DBF)**
PO Box 10697
Pensacola, FL 32524

Background

WHEREAS, the Board of County Commissioners of Escambia County, Florida is authorized under Section 125.0104, Florida Statutes, to perform those acts, including the expenditure of Local Option Tourist Development Act tax monies for, (1) the marketing of Escambia County Tourism, (2) to increase future Tourism Development Tax revenues, (3) to increase Local Optional Sales Tax revenue, (4) to increase job growth, all of which further the public good of the people of Escambia County; and

WHEREAS, DBF promotes Escambia County as a vacation destination to national and international visitors whose visits generate major financial dividends to the County's well-being each year; and

WHEREAS, DBF's activities demonstrate a farsighted and firm commitment to the County's welfare reflected by its dedication to the civic good; and

WHEREAS, the Tourism Development Tax is imposed on short term lodging and meant to provide a dedicated tourism marketing and promotion fund; and

WHEREAS, in order to preserve and expand that mission, the DBF has agreed to perform certain terms and conditions relating to the grant of County public monies to it; and

WHEREAS, the Board of County commissioners has concluded that in order to advance the enumerated mission of Section 125.0104 and its related benefits to Escambia County citizens, said expenditure of County tax monies serves an essential public purpose as established by law; and

WHEREAS, the County has appropriated funds from the county's Tourist Development Fund for the current Fiscal Year FY25 (October 1 through September 30), to conduct programs generally described as: Tourism Promotion Activities. And more particularly the activity as set out in Exhibit "A" which is attached hereto and incorporated by reference herein.

WHEREAS, the undersigned representatives of Visit Pensacola, Inc. are authorized to sign this Agreement binding it.

NOW, THEREFORE, IN CONSIDERATION of the premises, and disbursement of funds now or hereafter made by VP, and the mutual covenants herein, the parties do hereby agree as follows:

Section 1. DBF agrees as follows:

A. To accept the funds as appropriated in accordance with the terms of this *Agreement,* and the provisions of Sections 125.0104 and 129.09, Florida Statutes, as amended, governing the expenditures of said funds, which is incorporated by reference herein; and

B. To abide by Chapter 119, Florida Statutes, as amended, and successors thereto; and

C. To return to VP, within thirty (30) days of demand all remaining funds paid to it upon a judicial finding that the terms of the Agreement, the provisions of any Ordinances or Florida Statutes appropriating of such funds, or the provisions of Section 129.09, Florida Statutes have been violated; and

D. To return to VP, all funds expended for disallowed expenditures for the following purposes as determined by the Internal Auditor of the Escambia County Office of the Clerk of the Circuit Court:

1. To pay for "Bad Debts". Losses arising from uncollectible accounts and other claims, and related costs are not allowable; or

2. To pay for "Contingencies". Contributions to a contingency reserve or any similar provisions for unforeseen events are not allowable; or

3. To pay "Fines and Penalties". Costs resulting from violations of, or failure to comply with Federal, State, and local laws and regulations governing this Agreement, are not allowable; or

4. To pay "Governor's Expenses". The salaries and expenses of the Office of the Governor of the State or the chief executive of the County are considered a cost of general State or local government and are not allowable; or

5. To pay "Legislative Expenses". The salaries and other expenses of the State Legislature or similar local government entities such as county commissions, city councils, school boards, etc., whether incurred for purposes of legislation or executive direction, are not allowable; or

6. To pay "Interest and Other Financial Costs". Interest on borrowings (however represented), bond discounts, costs of financing and refinancing operations, and legal and professional fees paid in connection therewith, are not allowable; and

7. To make "Contributions or Donations". Contributions and donations are not allowable.

E.

F. To consent to:

1. Providing such audits of the financial affairs of the DBF as VP may require; and

2. Producing all documents required by VP ; and

3. Furnishing, if issued, to VP an audit report and a management letter of its financial affairs for its fiscal year ending within the current fiscal year of the County made by an independent certified public accountant licensed and in good standing in the State of Florida. This report will be due within one hundred twenty (120) days of the close of the DBF's fiscal year; and

G. Operating the program and activities more particularly described in Exhibit "A" to this Agreement.

H. To obtain insurance coverage for events, as may be required at VP's discretion, and furnish a certificate of insurance to Visit Pensacola reflecting the additional insured status of VP and listing VP as a certificate holder prior to the date of the event.

I. Operating successfully the program more particularly described in Exhibit "A" to this agreement. The recipient may not enter into subcontracts or sub grants under of this Agreement without VP's written approval, which shall be made in the sole discretion of VP.

Section 2. This Agreement shall be considered to have become effective on the 1st day of October of the current fiscal year and will terminate on the 30th day of September of the current fiscal year, unless canceled sooner with cause by either party by giving thirty (30) days prior written notice of such cancellation to the other party.

Section 3. VP agrees to disburse to DBF up to $50,000 for the program of activity described herein. DBF understands that the funds it will receive are being paid by VP on a cost reimbursement basis for eligible expenses in accordance with the procedures set forth in Exhibit "B" to this Agreement which is attached hereto and incorporated by reference herein. See Exhibit "D" for notes on submissions.

Section 4. This grant does not allow for asset purchases.

Section 5. In addition to any reporting requirement described in Exhibit "A," DBF agrees to provide VP with a post event report on the program described in Exhibit "A ". Such report will be due within 45 days of the close of the event and will include basic statistical information relevant to the program, and a statement of expenditures made in each budget category and line item identified in the budget which is included in Exhibit "A."

Section 6. Any material changes in DBF's approved budget, included in Exhibit "A" not otherwise addressed in any further County or TDC appropriation to DBF which would affect expenditure of funds, must be approved in writing by VP; provided that nothing herein will

authorize or allow any expenditure or obligation of funds in excess of the total sum authorized by this Agreement.

Section 7. DBF agrees that any funds provided by VP for the operation of the program, which are residual funds remaining unspent or unencumbered by any existing (not contingent) legal obligations will be returned to VP in the form of a negotiable instrument not later than (forty-five) 45 days after the close of the event dates unless DBF continues to receive a miscellaneous appropriation from VP in the next fiscal year.

Section 8. This Agreement will apply to all funds appropriated during the current fiscal year ending September 30th, provided that VP's rights and DBF's duties hereunder will continue for a period of five (5) years from the date of execution hereof subject to appropriation.

Section 9. DBF agrees to cooperate with VP in evaluating the success of the tourism development tax expenditures from Escambia County, through metrics as established, and shall report those results to VP and our board of directors. See Exhibit "C".

Section 10. General Provisions

Modification and Amendment. No modification or amendment of this Agreement shall be valid and binding on the parties unless made in writing and signed by or on behalf of VP and DBF.

Entire Agreement. This Agreement supersedes all prior agreements and discussions between the parties with respect to the subject matter of this Agreement, and this Agreement together with all exhibits and any other documents delivered in connection with this Agreement, comprise the sole and entire agreement between the parties with respect to the subject matter of this Agreement.

Applicable Law and Venue. This Agreement shall be governed by and construed in accordance with the laws of the State of Florida. Exclusive venue for resolution of any dispute between the parties is to be Escambia County, Florida, and the parties hereby consent to the personal jurisdiction of said courts.

Mediation. In the *event* of any and all claims, disputes, and controversies arising out of or relating to the performance, interpretation, application, or enforcement of this Agreement, including but not limited to any breach thereof, the parties agree to try and resolve the issue through confidential negotiations between the parties. If the parties are unable to resolve the issue through such confidential negotiations, then the issues shall be referred to a confidential mediation before, and as a condition precedent to, the initiation of any adjudicative action or proceeding, including arbitration.

Gender. Whenever the context so requires, the singular shall include the plural and plural shall include the singular, and the gender of any pronoun shall include other genders.

Severability. Wherever possible, each provision of this Agreement, shall be interpreted in such a manner as to be effective and valid under applicable law, but if any provision of this Agreement

shall *be* prohibited or invalidated under applicable law, such provision shall be ineffective to the extent of such provision only, and the remaining provisions of this Agreement shall remain fully effective as if the prohibited or invalid provision had *never* been contained within the Agreement.

Survival. The general provisions of this Section 11 and any other applicable terms of this *Agreement* will survive any termination or expiration of this Agreement.

Ambiguities. Each party and its counsel have participated fully in the review and revision of this Agreement. Any rule of construction to the effect that ambiguities are to be *resolved* against the drafting party shall not apply in interpreting this Agreement. The language in this *Agreement* shall be interpreted as to its fair meaning and not strictly for or against any party.

Counterparts. This Agreement may be executed in any number of counterparts, each of which will be an original, and such counterparts together will constitute one and the same instrument.

Notices. All notices, authorizations, and requests given or made in connection with this Agreement must be sent by facsimile or Certified Mail, return receipt requested, and faxed or addressed, respectively, to the parties' head office at the following addresses:

Visit Pensacola, Inc. (VP)
1401 E. Gregory Street
Pensacola, FL 32502

and

NE Pensacola Sertoma Dragon Boat Festival (DBF)
PO Box 10697
Pensacola, FL 32524

or to any different address that is provided to a party through the means of notice adopted herein. Notices will be deemed delivered on the date shown on the certified postal return receipt or facsimile confirmation of delivery.

IN WITNESS WHEREOF the parties hereto have duly executed this *AGREEMENT* on the day and year first above written.

SIGNATURES:

Visit Pensacola, Inc.

10/10/24
Date

Witness

10/10/24
Signature Date

10-10-24
Signature Date

NE Pensacola Sertoma Dragon Boat Festival

10/9/24
Date

Witness

10/9/24
Signature Date

10/9/24
Signature Date

EXHIBIT "A"

MISCELLANEOUS APPROPRIATIONS AGREEMENT

NAME OF ORGANIZATION: **NE Pensacola Sertoma Dragon Boat Festival**
Event Date(s): **October 12, 2024**

APPROVED BUDGET

PERSONNEL	$0
OPERATIONS	$0
DIRECT PROGRAMMING	$50,000
GRAND TOTAL:	**$50,000**

PROGRAM FUNCTIONS TO BE CARRIED OUT

The funds allocated to VP under this Agreement will be eligible for payment to DBF in accordance with the following cost breakdown and related function.

1. Up to $ **0** shall be allocated for the operational & personnel costs of DBF as shown through the above budget.

2. Up to **$50,000** shall be allocated **75% ($37,500) for marketing by Showcase Pensacola** and 25% for reimbursement of expenses related to direct programming, as shown through the above budget.

EXHIBIT "B"

MISCELLANEOUS APPROPRIATIONS AGREEMENT

NAME OF ORGANIZATION: **NE Pensacola Sertoma Dragon Boat Festival**
Event Date(s): **October 12, 2024**

As a recipient of funds resulting from a Miscellaneous Appropriations Agreement from Escambia County, this guide is meant to assist you with submitting your invoices for your appropriations payments. Your invoice package should be complete and submitted to the VP or its designee for the payment process to begin by the 10th of every month.

To begin the payment process, VP will need the following items:

- A fully completed W-9 form
- A fully executed signed Appropriations Agreement signed by your firm and an authorized VP representative. It is the responsibility of the recipient agency to be aware of and abide by the terms and conditions of the agreement throughout the duration of agreement.
- Invoicing should appear in accordance with the agreement terms and should be accompanied by supporting documentation showing proof of payment by your entity for the expense incurred per approved budget expenditures. **Supporting documentation should include copies of invoices with support, copies of canceled checks, wire transaction reports and/or bank statements showing proof of payment. SEE EXHIBIT "D" FOR MORE SPECIFICS.**
- Payments to DBF are made in the following manner:
  - Grant Program: Reimbursement of expenses for eligible costs based on proof of payment

EXHIBIT "C"

MISCELLANEOUS APPROPRIATIONS AGREEMENT
NAME OF ORGANIZATION: **NE Pensacola Sertoma Dragon Boat Festival**
Event Date(s): **October 12, 2024**

VISIT PENSACOLA POST-PROGRAM REPORT

Event / Product Grant Information
Name of Event: 10TH Annual Pensacola Dragon Boat Festival
Contact/Title: Chris Bruner / Chairman
Address: 7150 Tippin Av. Box 10697
City: Pensacola State: FL Zip: 32524
Telephone #: (850) 206-4132 Awarded Grant Amount: $ 12,500.00
Email: admin@~~pensacola fl~~pensacoladragonboatfestival.com
Make Check Payable To: (Please Note – Organization must be same as organization that was awarded grant.) Tax I.D. or Social Security #: (This information is required)

To be reimbursed, please submit the following:

1) An invoice from your organization to Visit Pensacola for payment of awarded grant amount.
2) Valid invoice(s) for allowable expenses. Only submit receipts amounting to the grant awarded.
3) Copy of proof of payments such as cleared check record showing front and back of checks, or detailed credit card receipts.
4) Number of visitors calculated with backup documentation
5) Number of room nights tracked with backup documentation
6) Copies of marketing or advertising materials, websites showing Visit Pensacola logo.

EXPENSES TO BE REIMBURSED

Itemized expenses to be reimbursed by the Visit Pensacola Grant funds must be allowable and match submitted invoices. Use additional pages if necessary.

Expense Item	**Amount**
Dynamic Dragon Boat	$20,000.00

NUMBER OF VISITORS

Provide back up (letter/communication) from the lodging properties participating with your event. Unknown or untracked is not acceptable and request for reimbursement will not be processed.

MEDIA / MARKETING

Provide summary of media exposure received (local, regional and national/ print/ television and radio) as well as examples of promotional materials (brochures, posters, programs, etc.). Please add additional sheets if needed.

I certify that the above information is true and accurate to the best of my knowledge.

(Name) Chris Bruner (Date) 10/30/24

EXHIBIT "D"

MISCELLANEOUS APPROPRIATIONS AGREEMENT
NAME OF ORGANIZATION: **NE Pensacola Sertoma Dragon Boat Festival**
Event Date(s): **October 12, 2024**

Grant Expense Submissions Notes:

- **Have ALL COMPLETED submission (in order) to Visit Pensacola by the 10th of month.**
- **The first submission will need a copy of the completed signed grant.**
- Visit Pensacola Staff and immediate family are not allowed for reimbursement under the grant guidelines.
- Submissions are once a month. Have your completed submission at that time. Do not 'piece meal' it together over the course of the month.
- If deemed non-reimbursable the invoices will be returned to you.
- Provide a narrative or explanation of the event and each expense.
- Must have detailed receipts of all requests asking for reimbursement.
- Must have invoices, not just orders, but invoice.
- Must have copy of checks cleared from the bank.
- If paid by a credit card, need credit card statement and copy of cleared check.
- Tips, gratuities, alcohol are not reimbursable.
- Prepays are not reimbursable until after the event, unless specified by the invoice an amount due by a specific date.
- Staff Salaries are not reimbursable.
- Must have completed signed contracts with any vendor.
- Must have completed signed insurance contracts for the event if applicable.
- Only highlight what you are asking reimbursement for (total without tips, alcohol). Make sure tax is not included for reimbursement for non-reimbursable.
- Must follow current GSA (Government Standards Act) guidelines for meals ($59.00 per day) within Escambia County. Please see http://www.gsa.gov This rate changes yearly.
- Mileage is not reimbursable.
- For hotels, must have detailed invoice showing ALL fees per night including all taxes. Must have list of names and affiliates for each room. Only rooms in Escambia County are allowed.
- If room service charge, need to not only back out item ordered but also back out sales tax charged on the item (same for other disallowed like alcohol).
- MUST have DETAILED receipt if asking for reimbursement on room service charge.
- For meals need to list names of people, with their affiliations. Meals must be within GSA guidelines.
- Purchases for resale are NOT allowed.
- Donations are not allowed.
- All expenses that are covered by other revenue are NOT reimbursable.

- CASH payments/receipts are not reimburseable. MUST have copy of cancelled checks. If the expense is paid with CASH then the company pays the person who paid the expense, with proper documentation. Then that cancelled check with all the proper documentation is submitted. This is no matter the amount.
- Previous disallows must resubmit with corrected back up- plus all previous backups sent. Mark as RESUBMIT on each page.
- Checks cannot be copied on top of an invoice. Each copy of check and invoice must be separate. Everything must be ***legible.***
- Can only submit Month day 1 to Month end. Only checks cleared bank in that time frame are allowed for reimbursement.
- NO double sided copies allowed – must have single sided only.
- Copies need to be in color if applicable.
- REDACT (Black out) ALL account numbers, signatures on checks, social security numbers, etc. In a public records request the County will not do this.
- **Please note that Visit Pensacola, Inc. is subject to Sunshine & Public Record Law. Thereby your submission, reimbursement and back up to/from Visit Pensacola would be subject to Sunshine & Public Record Law.**

I certify that I have read and will comply with all of the above information.

(Name) _____ (Date) 10/3/24

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Northeast Pensacola Sertoma Club, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☑ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) **501C3**

Exemption from FATCA reporting code (if any) ***N/A***

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

7150 Tippin Ave Box 10697

6 City, state, and ZIP code

Pensacola, FL 32524

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	9	–	2	4	1	7	4	5	9

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ [signature] Date ▶ 9/20/2023

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

SERVICES AGREEMENT

THIS SERVICES AGREEMENT (this "Agreement") is entered into as of February 19, 2024 (the "Effective Date") by and between NE Pensacola Sertoma Inc the "Customer") and Dynamic Dragon Boat Racing LLC (the "Supplier").

Background:

WHEREAS, the Customer is the producer and organizer of a dragon boat event on Saturday, October 12, 2024, as well as races in 2025 and 2026 (the "Customer Event");

WHEREAS, the Supplier supplies and supports the sport of dragon boat racing and provides its customers with some or all of: coaching/steering, race production and race logistic services, and dragon boat and accessory leases;

WHEREAS, the Customer wishes to hire the Supplier to perform certain services and to lease dragon boats and accessories for the Customer Event as hereinafter described.

NOW, THEREFORE, in consideration of the premises set forth above, the mutual promises set forth below and other good and valuable consideration, the receipt and legal sufficiency of which are hereby acknowledged, the parties hereby agree as follows:

ARTICLE 1
DEFINITIONS

In this Agreement the following terms shall have the corresponding definitions:

1. "Accessories" shall mean twenty (20) dragon boat paddles, one (1) steering oar, twenty-two (22) personal floatation devices ("PFDs") per Dragon Boat.

2. "Dragon Boat" means the Supplier's dragon boat hulls, not including Accessories or Race Accessories.

3. "Equipment" shall mean all of the Dragon Boats, Accessories, and Race Accessories leased under this Agreement, as more particularly set forth on Schedule B-.

4. "Race Accessories" shall mean, for each boat: one (1) drummer's seat, one (1) drum with drumstick, one (1) dragon head, one (1) dragon tail, two (2) boat fenders, at least one (1) bailer, an adequate number of tie-off ropes and a race number (and installation hardware for same).

5. "Schedules" shall mean the following schedules to this Agreement and any schedules which in the future will be added to this Agreement, all of which form (or will form) an integral part of the Agreement and which shall be incorporated herein by reference.

   Schedule A – Supplier and Customer Responsibilities

Schedule B – Lease of Equipment

Schedule C - Fees, Billing and Payment Terms

Schedule D – Customer Insurance Requirements

6. "Services" shall be the services to be performed by the Supplier in accordance with this Agreement, as more particularly set forth in Schedule A.

ARTICLE 2
GENERAL

1. Services. Subject to the terms and conditions hereof, the Customer retains the Supplier to carry out the Services, and the Supplier shall render such Services (and such other services as may from time to time be agreed upon in writing between the parties) to the Customer. The Customer shall fulfill the Customer responsibilities set forth in Schedule A and Schedule C.

2. Equipment Lease. Subject to the terms and conditions hereof, the Customer hereby leases from the Supplier, and the Supplier hereby leases to the Customer, the Equipment (and such other equipment as may from time to time be agreed upon in writing between the parties). The Customer shall fulfill the Customer responsibilities set forth in Schedule B and Schedule C.

3. Intellectual Property. Subject to the terms and conditions hereof, the Customer understands and agrees that Seller retains sole ownership and control over usage (*e.g.*, images, photographs, social media posts, etc.) of Seller's intellectual property (IP), including, but not limited to: trade and/or service marks; trade dress; patented or unpatented inventive concepts, business modes, models, methods and the like; copyrights; and any and all other IP rights, including all appropriate redress to enforce Seller's IP rights.
Additionally, the Seller understands and agrees that the Customer retains sole ownership and control over usage (*e.g.*, images, photographs, social media posts, etc.) of Customer's intellectual property (IP), including, but not limited to: trade and/or service marks; trade dress; patented or unpatented inventive concepts, business modes, models, methods and the like; copyrights; participant and sponsor contact list; and any and all other IP rights, including all appropriate redress to enforce Seller's IP rights.

4. Term of Agreement. This Agreement shall commence on the Effective Date and shall terminate in accordance with the provisions of Article 5 hereof.

ARTICLE 3
FEES AND BILLING

Customer Initials _____

1. Compensation. The Customer shall pay the Supplier the fees and rental payments in 2019, 2020, and 2021, for the Services and for the Equipment Lease in accordance with the terms set forth in Schedule C (collectively, the "Fees").

2. Penalty for Late Payment. The Customer is responsible for timely payment of Fees pursuant to the payment schedule set forth in Schedule C. Failure to make timely payment of Fees is a material breach of the Agreement. The Customer shall pay the Supplier interest at one and a half percent (1.5%) per month, or the highest lawful rate, whichever is less, on any delinquent payment from the date when such payment is due until paid.

ARTICLE 4
REPRESENTATIONS, WARRANTIES AND COVENANTS

1. Customer's Representations, Warranties and Covenants. The Customer represents, warrants and covenants as follows, and acknowledges that the Supplier has relied upon the completeness and accuracy of such representations, warranties and covenants in entering into this Agreement:

   (a) The Customer is lawfully existing and in good standing under the laws of Florida with full power and authority to own or lease its properties and to conduct its business in the manner and in the places where such properties are owned or leased or such business is conducted by the Customer.

   (b) This Agreement has been duly authorized by the Customer and is a valid and binding obligation of the Customer in accordance with its terms. The undersigned person executing this Agreement on behalf of the Customer has the authority to bind the Customer.

   (c) The Customer shall maintain insurance with responsible insurers against such risks in such amounts that could reasonably be expected to be carried by persons acting prudently and in a similar business to that of the Customer and as more specifically as set out in Schedule D. The terms of this Section 4.1(c) shall survive the expiration and/or termination of this Agreement;

   (d) The Customer shall ensure that it has and shall maintain in good standing, all required licenses, consents, approvals and permits from any person and/or governmental authority necessary to stage the Customer Event; and

   (e) The Customer shall have all dragon boating participants in the Customer Event sign the attached waiver and release from liability in favor of the Customer and the Supplier (and their respective affiliates, officers, directors, governors, managers, members, employees and independent contractors).

2. Limitation of Liability. The Supplier's maximum liability to the Customer for damages hereunder shall be limited to the Fees paid to the Supplier by the Customer for the Customer Event for which the claim is made. In no event shall the Supplier be liable for any

Customer Initials _____

indirect, consequential, special, exemplary, or incidental damages, even if the Supplier has been advised of the possibility of such damages. In no event shall the Supplier be liable for loss or damage to, or occasioned by, use by the Customer of equipment not sold or leased to the Customer by the Supplier.

3. Indemnity. Notwithstanding any other provision hereof, the Customer agrees to defend, indemnify and hold harmless, the Supplier and its affiliates, officers, directors, governors, managers, members, employees and independent contractors from any and all liability, including reasonable attorney fees and expenses of litigation, with respect to bodily injury, death, and/or property damage arising (a) from any breach of representation, warranty or covenant made by the Customer or (b) in connection, directly or indirectly, with the Customer Event, unless the same is proven to have been caused by the negligence of the Supplier. The terms of this Section 4.3 shall survive the expiration and/or termination of this Agreement.

ARTICLE 5
TERM AND TERMINATION

1. Term. This Agreement will continue in effect until the latest of: (a) the completion of the Customer Event in 2021; (b) the return to the Supplier of all of its Equipment leased hereunder (if applicable); or (c) receipt by the Supplier of all Fees and expenses payable hereunder, provided that any terms of this Agreement which by their nature extend beyond the termination and/or expiration of this Agreement remain in effect until fulfilled, whether or not the same are specifically and expressly stated to so survive.

2. Termination. This Agreement may be terminated by either party if (a) the other party commits a material breach of this Agreement and that breach remains uncorrected for fifteen (15) days following written notice to the breaching party specifying the breach or (b) either party shall have ceased business, been adjudicated bankrupt or insolvent, made an assignment for the benefit of creditors, or filed a petition for bankruptcy or reorganization.

3. Effect of Termination. The parties' respective rights and obligations under Article 3 (but only to the extent that money was owed prior to the effective date of termination) of this Agreement shall survive the termination or expiration of this Agreement. In addition, if Seller or its affiliate wishes to conduct any additional dragon boat race in Nashville within 14 months of the event date, the Seller shall give Customer first refusal to host the event.

ARTICLE 6
INTERPRETATION AND ENFORCEMENT

1. Entire Agreement. This Agreement constitutes the entire agreement between the parties with respect to the subject matter hereof and cancels and supersedes any prior understandings and agreements between the parties hereto with respect thereto. There are no representations, warranties, forms, conditions, undertaking or collateral agreements, express implied or statutory between the parties other than as expressly set forth in this Agreement and the incorporated Schedules.

Customer Initials _____

2. Amendments and Waivers. No amendment to this Agreement, including future Schedules to be added to the Agreement, shall be valid or binding unless set forth in writing, referencing this Agreement, and duly executed by both of the parties hereto. No waiver of any breach of any term or provision of this Agreement shall be effective or binding unless made in writing and signed by the party purporting to give the same and, unless otherwise provided in the written waiver, shall be limited to the specific breach waived.

3. Relationship of Parties. Each of the parties is an independent contractor. Nothing herein shall be construed to place the parties in a relationship of principal and agent, partners or joint venturers, and neither party shall have the power to obligate or bind the other party in any manner whatsoever. For greater certainty, volunteers or other persons provided by the Customer to assist in the Customer Event are not agents or employees of the Supplier. Supplier is not a paid solicitor for Customer or the Customer Event, and Customer shall not represent or describe Supplier as a paid solicitor.

4. Force Majuere. Neither party will be held responsible for any delay or failure in performance of any part of this Agreement, except the payment of money, to the extent such delay or failure is caused by events beyond such party's reasonable control, such as fire, flood, etc. Each party will endeavor to give the other reasonable notice of any delay.

5. Assignment. Neither the Customer nor the Supplier may assign its rights or obligations under this Agreement without the prior written consent of the other. Notwithstanding the foregoing, the Supplier may assign this Agreement to its successor in interest (via merger or otherwise) without the prior written consent of the Customer.

6. Severability. If any provision of this Agreement is determined to be invalid or unenforceable in whole or in part, such invalidity or unenforceability shall attach only to such provision or part thereof and the remaining part of such provision and all other provisions hereof shall continue in full force and effect.

7. Governing Law. This Agreement shall be governed by and construed in accordance with the internal, substantive laws of the State of Tennessee without regard to choice of law provisions. Exclusive venue for any proceeding hereunder shall be in courts located in Knox County, Tennessee, and each party hereto waives any objection that such venue is invalid, improper or inconvenient.

8. In the event that either party initiates litigation to enforce this agreement or any right pursuant to this agreement, the prevailing party in such litigation shall be entitled to recover its reasonable attorney's fees and expenses of litigation.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date above first written.

Customer Initials _____

DYNAMIC DRAGON BOAT RACING LLC

By: Penny Sanburn

Its: President & Managing Member

Date: 12-10-24

NE PENSACOLA SERTOMA INC

By: Chris Bruner

Its: Dragon Boat Festival Chairman

Date: 12/10/24

SCHEDULE A

Supplier Services and Customer Responsibilities

Dynamic Dragon Boat Racing LLC is responsible for the following:

- Provision of all leased Equipment, as outlined in Schedule B;
- Two Coaches October 7, 2024; Three Coaches October 8, 2024; and then four coaches for three days, October 9-11, 2024; Race logistics, coaching/steering, staffing and race management;
- Eight Coaches for race day October 8, 2024; and
- Delivery of all leased Equipment as per Schedule B.
- Note: Dates will be verified for subsequent years 2025 and 2026 to fulfill the services agreement.

The Customer is responsible for the following:

- Producer of the event;
- Hotel/Lodging for staff;
- Secure storage for boat trailer during practice week and race day;
- Insurance as outlined in Schedule D and provided to the Supplier one month prior to Customer Event.

Customer Initials _____

SCHEDULE B

Lease of Equipment

1. The Supplier shall lease the following to the Customer (collectively, the "Equipment"):

    a. Six (6) Dragon Boats for race day, October 12, 2024;
    b. Six (6) Accessories for race day, October 12, 2024;
    c. Two (2) Dragon Boats for practices, October 7, 2024;
    d. Two (2) Accessories for practices, October 7, 2024;
    e. Three (3) Dragon Boats for practices, October 8, 2024;
    f. Three (3) Accessories for practices, October 8, 2024;
    g. Four (4) Dragon Boats for practices, October 9-11, 2024;
    h. Four (4) Accessories for practices, October 9-11, 2024.

In the event the Customer subsequently requires additional Equipment, and the Supplier is able to make such Equipment available, then the Supplier will offer to provide such Equipment for an additional Fee to be mutually agreed upon by the parties in writing. Notwithstanding the foregoing, the Customer acknowledges and agrees that even if Customer requests a reduction in Equipment hereunder, the Fees payable pursuant to Article 3 of this Agreement shall not be reduced.

2. Supplier shall deliver the Equipment no later than October 7, 2024 to Customer representatives at a suitable and convenient launch (the "Launch Site") in Pensacola, FL.

3. The Supplier shall be responsible for the handling, use, security and maintenance of the Equipment from the time it is delivered to the Customer to the time it is picked up by the Supplier.

    a. The Customer shall not remove, alter, disfigure or cover up any numbering, lettering, or insignia displayed upon the Equipment, and shall see that the Equipment is not subjected to careless, unusually or needlessly rough usage; and the Customer shall at its own expense maintain the Equipment and its appurtenances in good repair and operative condition, and return it in such condition to the Supplier, ordinary wear and tear resulting from proper use thereof alone expected.

    b. The Customer shall be solely responsible for any damage to, or loss of, any Equipment incurred between the times of delivery to the Customer to the time the Equipment is picked up by the Supplier, unless damage is caused due to the actions of Supplier personnel or Supplier hired staff. The Customer shall be responsible for such damage or loss regardless of how the damage or loss occurred, including without limitation theft, vandalism, and inclement weather.

Customer Initials _____

c. In the event of damage or loss, the Supplier shall, at its option, which it shall exercise with commercial reasonableness, repair or replace the damaged or lost item, and the Customer will pay for the cost of materials, labor (including that of Supplier employees), transportation and administration costs necessary to effect the replacement or repair. The cost shall be added to the lease price.

d. The Supplier shall count the number of paddles at the end of the Customer Event or upon pick-up by the Supplier, and the number of missing paddles shall be determined. The Customer shall pay actual cash value to the Supplier for each missing paddle, which amounts shall be added to the lease price.

e. The Supplier shall count the number of PFDs at the end of the Customer Event or upon pick-up by the Supplier, and the number of missing PFDs shall be determined. The Customer shall pay actual cash value to the Supplier for each missing PFD, which amounts shall be added to the lease price.

f. The Supplier shall count the number of boat fenders at the end of the Customer Event or upon pickup by the Supplier, and the number of missing boat fenders shall be determined. The Customer shall pay actual cash value for each missing boat fender, which amounts shall be added to the lease price.

Customer Initials _____

SCHEDULE C

Fees, Billing and Payment Terms

1) The Fees payable by the Customer to the Supplier under this Agreement are US $22,000, broken down as follows:

Race Day Rental of six (6) Dragon Boats	$4,000
Race Day steerers (6 total)	$2,000
Practice session boat rental (based on five total days)	$2,500
Coaches for practice sessions	$2,500
Roundtrip mileage – Delivery of equipment	$2,000
Race Production and Crew	$5,000
Staff Travel and Meals	$4,000
TOTAL	**$22,000**

Note: In addition to the above-stated fees, Customer must pay repair and replacement costs (if needed).

Payment Schedule: $2,000 within one week of signing contract.

Remainder due by October 12, 2024 ($20,000)

2) All payments under this Agreement shall be by check payable to Dynamic Dragon Boat Racing LLC. A down payment of $2,000 shall be made payable within one week of signing this agreement. The full amount must be paid by October 12, 2024, and on the event date in 2025 and 2026.

3) Under no circumstance shall the Supplier be obligated to complete delivery of any Equipment without prior receipt of the required installment payment(s) in full. However, the Supplier may, at its option, complete delivery of the Equipment even if an installment payment is not made when due, but in those circumstances the overdue installment payment shall be subject to interest at the rate specified under this Agreement, until the installment payment, with interest, is paid plus any costs incurred by the Supplier by reason of the late payment and late delivery, such as extra storage or transportation costs (where, for example, the Supplier incurs a charge to store Equipment while it is waiting to receive payment from the Customer). Furthermore, at any time before the overdue installment payment is made, the Supplier may terminate this Agreement and take possession of the Equipment, without prejudice to the Supplier's right to full payment of all installment payments plus accrued interest.

Customer Initials _____

SCHEDULE D

Customer Insurance Requirements

The Customer agrees to put in effect and maintain or cause to be put in effect and maintained for the period during which this Agreement is in effect, with insurers acceptable to the Supplier all the necessary insurance that would be considered appropriate for the prudent Festival Organizer of this type of undertaking (i.e., dragon boat racing event), including without limitation:

- Commercial General Liability Insurance, to an inclusive limit of not less than one million dollars ($1,000,000) per occurrence for property damage, bodily injury and personal injury, and including at least, the following policy endorsements:

    i. Supplier as an additional insured for the purpose of the Customer Event;
    ii. Cross Liability;
    iii. Contractual Liability;
    iv. Independent Contractors;
    v. Products and Completed Operations;
    vi. Employer's Liability and Voluntary Compensation;
    vii. 30 day written notice of cancellation; and
    viii. Tenants Legal Liability (if applicable);

- The Policy must include the following:

    i. Replacement Cost Value;
    ii. Waiver of Subrogation; and
    iii. Supplier as additional insured and loss payee as its interests may appear.

A minimum of two (2) weeks prior to the scheduled Customer Event, pursuant to this Agreement and throughout the term of the Agreement, the Customer shall provide the Supplier with a valid Certificate of Insurance, which references the Customer Event, lists Supplier as an additional insured, confirms the above requirements, and identifies major exclusions in the policy, which must be wholly acceptable to Supplier in its sole discretion. The Customer shall provide the Supplier a copy of the policy and any renewal or replacement certificates.

Customer Initials _____

Schedule E

Bid for Services

(Pensacola, FL)

Race Day Rental of six (6) Dragon Boats	$4,000
Race Day steerers (6 total)	$2,000
Practice session boat rental (based on five total days)	$2,500
Coaches for practice sessions	$2,500
Roundtrip mileage – Delivery of equipment	$2,000
Race Production and Crew	$5,000
Staff Travel and Meals	$4,000
TOTAL	**$22,000**

Customer Initials _____

10TH ANNUAL PENSACOLA

DRAGON BOAT

F E S T I V A L

Northeast Pensacola SERTOMA Club's Signature Community Event and Fundraiser

Saturday, October 12TH, 2024

Races and Festival, 8:00 a.m. - 5:30 p.m.
Bayview Park, Pensacola, Florida

BECOME A SPONSOR

www.pensacoladragonboatfestival.com

The day's event consists of dragon boat races, athlete's village festivities, arts & craft vendors, and food vendors, that attracts over 7,500 spectators and participants. The event is covered by Pensacola News Journal, WKRG, Cox Communications, ADX Communications radio stations Cat Country 98.7, ESPN Pensacola 99.1 and News Radio 92.3, magazines and associated online news outlets. Participating Dragon Boat teams represent local and out-of-town, businesses, churches, community agencies, and community non-profit organizations.
Through the generosity of sponsors, we are able to donate to local charities benefiting kids in our community.
Our Dragon Boat Festival combines teamwork, friendly competition, and entertainment for everyone. Sponsors reach a diverse group of consumers, build their brands, network and have fun!

Presenting Sponsor: $20,000
Large logo on all media not limited to, but including T-shirts, email footer, website, festival signage, banners, social media posts, billboard opportunities, logo displayed on advertising, logos shown on volunteer and staff t-shirts, press releases, 20 x 60 tent space, organization publicly thanked by announcers during the races at the award ceremony, and (3) three dragon boat teams.

Platinum Sponsor: $12,000
Medium logo on all media not limited, but including: t-shirts, website, on-site signage, pennants, logos shown on volunteer and staff t-shirts, social media posts, billboard opportunities, logo displayed on advertising, press releases, 20 x 40 tent space, organization publicly thanked by announcers during the races at the award ceremony, and (2) two dragon boat teams.

Gold Sponsor: $7,500
Medium logo on all media not limited, but including: t-shirts, website, on-site signage, pennants, logos shown on volunteer and staff t-shirts, social media posts, logo displayed on advertising, press releases, organization publicly thanked by announcers during the races at the award ceremony, 20 × 20 tent space, and (1) one dragon boat team.

Silver Sponsor: $5,000
Medium logo on all media not limited, but including: t-shirts, website, on-site signage, pennants, logos shown on volunteer and staff t-shirts, social media posts, organization publicly thanked by announcers during the races at the award ceremony, 10 × 20 tent space, and (1) one dragon boat team.

Bronze Sponsors: $3,500
Small logo on all media not limited, but including: website, on-site signage, logos shown on volunteer and staff t-shirts, and (1) one dragon boat team.

Festival Sponsors: $1,000.00
Website, festival signage, logos shown on volunteer and staff t-shirts.

Friends of the Festival: $500
Festival Signage and organization publicly thanked by announcers.

Donated Products or Services
The Pensacola Dragon Boat Festival welcomes in-kind donations of services or products and gives sponsor recognition to organizations that support us through donations. If you are interested in providing services or products to the festival please contact us at info@pensacoladragonboatfestival.com. If you do not see a sponsorship in the packet that suits your company, please let us know and we can tailor one that does.

Gulf Coast Kid's House
LOCATED AT THE MARILYN KAPNER LEVIN CENTER FOR CHILDREN'S ADVOCACY AND CHILD ABUSE PREVENTION AND THE ALLEN R. LEVIN FAMILY ADVOCACY AND EDUCATION WING

ESCAMBIA COUNTY PUBLIC SCHOOLS FOUNDATION
Investing in Our Children's Future



SCAN FOR INFORMATION

10TH ANNUAL PENSACOLA

DRAGON BOAT

F E S T I V A L

Northeast Pensacola SERTOMA Club's Signature Community Event and Fundraiser

Saturday, October 12TH, 2024

Races and Festival, 8:00 a.m. - 5:30 p.m.
Bayview Park, Pensacola, Florida

REGISTER YOUR TEAM

www.pensacoladragonboatfestival.com

A Dragon Boat Team has 20 paddlers, drummer and alternates

Registration Includes:

A full day of competition, team building, fun and festivities; on and off the water.
Equipment supplied (paddles, life jackets, dragon boat vessel - properties of the Dragon boat company).
On-site paddle training and safety review from Dragon Boat Company the week before the race.
Participation in three or more races.
Each team receives a large space in the Athlete's Village at Bayview Park for a canopy, chairs, coolers, etc.
Qualified experienced steerer from the Dragon boat company in each boat during race.
Custom-made awards for 1ST, 2ND & 3RD Place, Team Spirit, Best Dressed Drummer, Most Funds Raised and Others!
The day's event consists of dragon boat races, athlete's village festivities, arts & craft vendors, and food vendors, that attracts over 7,500 spectators and participants. Participating Dragon Boat teams represent local and out-of-town, businesses, churches, community agencies, and community non-profit organizations.

What is a Dragon Boat Race?

A dragon boat is a long, narrow canoe that seats 20 paddlers in 10 rows. A steersperson standing in the stern uses a 9' oar as a rudder and a drummer at the bow of the boat by the dragon's head. Dragon boating originated in Hong Kong in 1976, but its historical roots can be traced back to more than 2,000 years ago in China. During races, dragon boaters typically paddle in sync along a 250m or 500m racecourse toward the finish line. You may be surprised to learn that it is one of the fastest growing team sports in the world. There are more than 50 million people worldwide participating in dragon boating each year. Teams and competitions are currently found in over 57 nations.

There is only room for 40 teams in this year's race. So, sign up early. All paddlers, alternates, & drummer must sign a liability waiver form prior to start of the races. The minimum age to paddle is 12 years of age w/ permission by legal guardian. Liability Waiver forms will be turned into the Dock Master the day of the race. To guarantee a spot for the 2024 Festival, an initial Registration Fee of $500 is required. Balance due by Thursday, October 3, 2024. Teams through their own competitive fundraising efforts can pay the registration fee at causevox.com.

Deposit or full payment at time of registration can be made online. All fees must be paid in full by the Captain's Meeting scheduled for Thursday, October 3RD, 2024. Failure to pay the full registration fee and provide complete liability waiver by all team members will result in a forfeiture of all previously paid fees.

Teams are encouraged to create a "Team Theme" which would include team costumes and tent decorations. Teams are encouraged to help in the fundraising on behalf of Gulf Coast Kid's House and Escambia County Public Schools Foundation.

Each team will be provided a space in the Athletes Village. Food vendors, beverages, beer and our famous Dragon Juice will be available for sale. Please, No alcohol may be brought to the festival.

Dragon Boats will be available for practice starting the week before the festival. Practices will include the basics of paddling and racing. Each team will have the opportunity to have (2) Two 1-Hour Practices with a professional steers person.

Gulf Coast Kid's House
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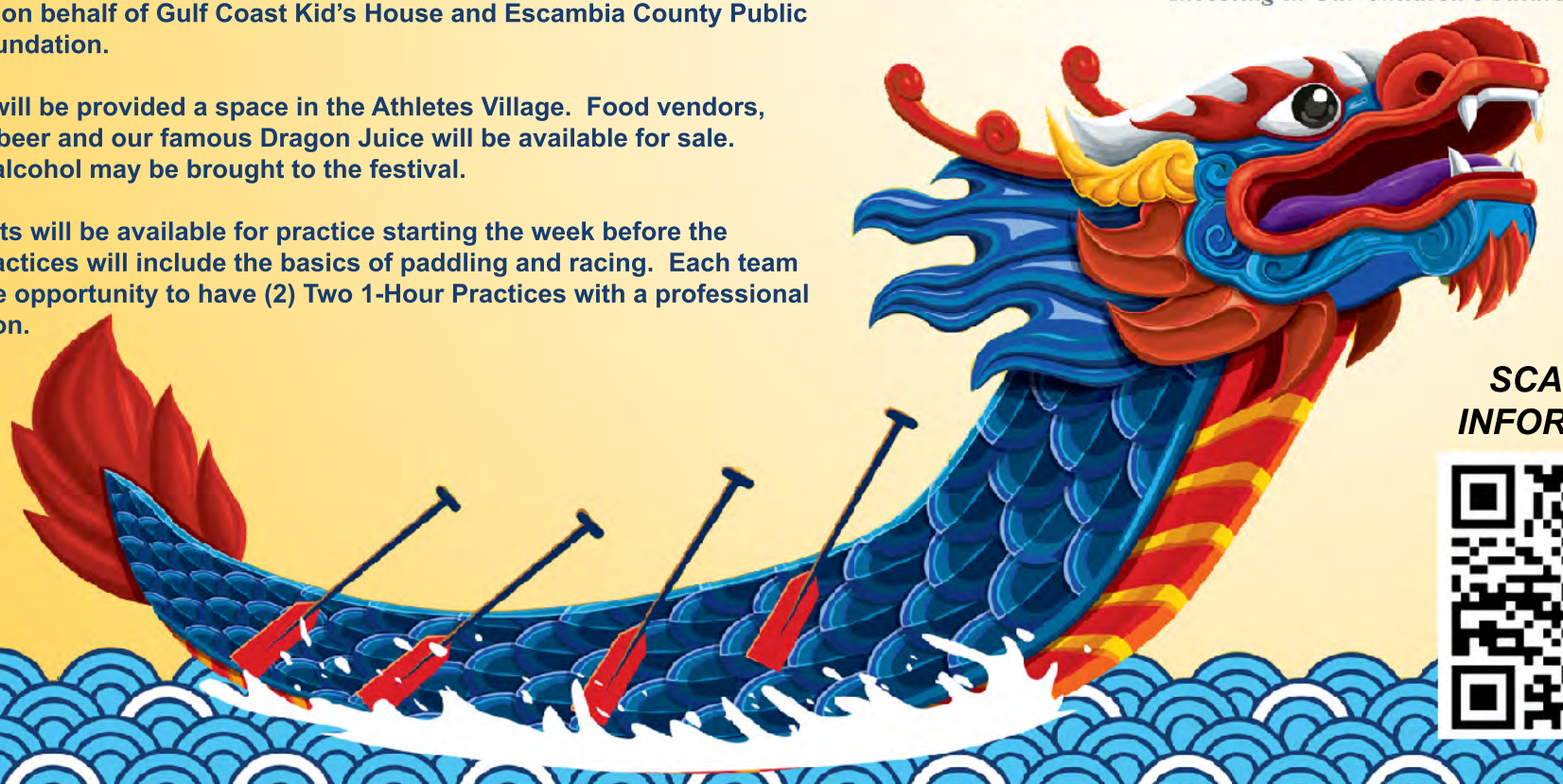
ESCAMBIA COUNTY PUBLIC SCHOOLS FOUNDATION
Investing in Our Children's Future



SCAN FOR INFORMATION

PENSACOLA

DRAGON BOAT FESTIVAL

NE SERTOMA
PENSACOLA
DRAGON BOAT FESTIVAL







OCT. 12, 2024

REGISTER NOW!


PENSACOLA
DRAGON
BOAT
FESTIVAL
NE SERTOMA
PENSACOLA
DRAGON BOAT FESTIVAL
OCTOBER 12, 2024
REGISTER
NOW!

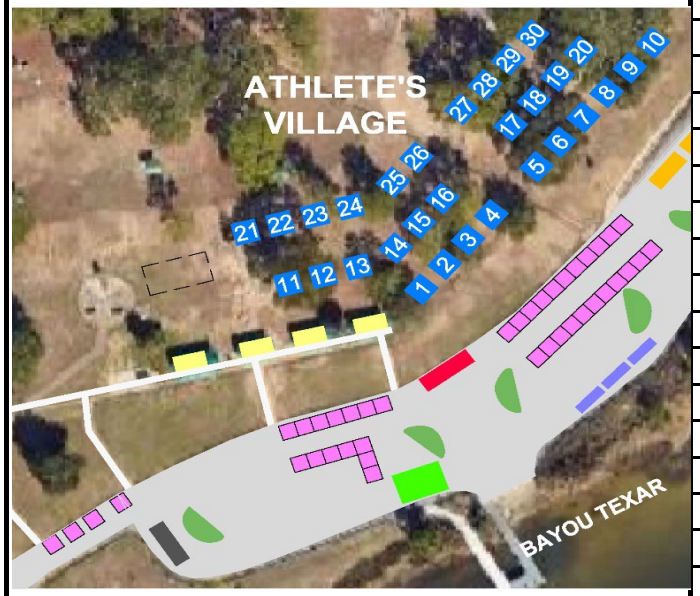
Group Rooming List

Room No.	Name	Conf. No.	Arr. Date	Dep. Date	Room Type	Res. Status	Adl.	Chl.	Nts.	Rms.
				Carr. Code						
	Mounsey,Gerald	2105987	10-06-24	10-13-24	KNGN	GC	1	0	7	1
	Mounsey,Gerald	2105983	10-11-24	10-12-24	TQNN	GC	2	0	2	2
	Mounsey,Gerald	2105985	10-10-24	10-13-24	KNGN	GC	1	0	3	1
	Mounsey,Gerald	2105986	10-07-24	10-13-24	KNGN	GC	2	0	12	2
	Mounsey,Gerald	2105984	10-09-24	10-13-24	TQNN	GC	1	0	4	1
	Grand Total	**Reservations**		**5**			**7**	**0**	**28**	**7**

Filter From Stay Date 10-06-24 To Stay Date 10-13-24
Room Type All Payment Method All
Block Code SER Rate Code All Reservation Status All
Group by NONE Sort Order Share,Room No

2024 Dragon Boat Athletes Village

Site Layout



SITE #	COMPANY	TEAM
1	Sisters on the Fly	Sisters on the Fly
2	Zarzaur Law, PA	Zarzaur Law
3	PenAir Credit Union	Berry Blaze Warriors
4	Navy Federal	Paddling Patriots
5	Flowerwood Nursery	Azalea Dragons
6	Ascend Performance Materials	Ascend Performance
7	Belles and Whistles	Belles and Whistles
8	Noah H. Barnes, DMD…	Cavity Crusaders
9		
10		
11	Escmabia County Council of PTAs/PTSAs	Oar We There Yet?
12	BNI Reffericane$	BNI Reffericane$
13	Gulf Coast Kid's House	We Be Dragon
14	UWF Student Veterans Association	SVA Sea Monsters
15	Great Belles of Fire	Great Belles of Fire
16	Leatherneck Warriors	Leatherneck Warriors
17	Main Street Properties	Winging This
18	Innisfree Hotels	Inn Sync
19		
20		
21	Dragon Slayers	Dragon Slayers
22	STOA Architects	STOA Swamp Dragons
23	Lamar Advertising	Here's Your Sign
24		
25	Aylstock, Witkin, Kreis & Overholtz	Justice Dragons
26		
27	Koa Kai	Koa Kai
28	Koa Kai II	Koa Kai II
29		
30		

marketing plan

Client: Pensacola Dragon Boat Festival

Date: August 20, 2024

Campaign: 2024 Pensacola Dragon Boat Festival
Visit Pensacola Grant Funded Campaign

2024 Pensacola Dragon Boat Festival

Event Date: October 12, 2024

Campaign Dates: September 1 – October 11, 2024 (6 weeks)

TARGET MARKETS

The following markets were selected for paid advertising because they also have Dragon Boat festivals. These markets should be familiar with the concept and already have teams in place that could travel to participate in our festival. They are all drive markets or markets that have direct flights to Pensacola.

AL - Birmingham, Montgomery, Decatur
MS - Gulfport
GA - Acworth (Atlanta metro), LaGrange
TN - Nashville

Plus, we will target a 100 mile radius of Pensacola.

TARGET AUDIENCE

Within each market we will target individuals with the following interests and behaviors:
- Dragon Boat racing
- Paddle sports
- Outdoor activities
- Team building
- Corporate games
- Kayaking
- Paddle Boarding
- Rowing
- Water Sports

TACTICS
We will use the following tactics to reach the target audience:

Paid Social Media Advertising - $8,000
Facebook and Instagram display/video ads running in the target markets will help drive event awareness and interest.

Digital Display Advertising - $8,000
Digital Display/video advertising running in the target markets will help drive event awareness and interest.

YouTube Advertising - $8,000
Digital video advertising running in the target markets will help drive event awareness and interest.

Public Relations - $3,000
A press release will be distributed to local/regional audiences as well as through PR Web.
Our PR team will facilitate media requests and help arrange interviews with event organizers.

Contingency Fund - $2,500
Funds reserved for additional opportunities, or expenses that arise as we implement the plan. As we near plan launch, any remaining funds will be added to paid media elements.

Organic Outreach/Research - $1,500
Some of these efforts will fall outside the defined target markets. These are prime prospects since they are organized groups actively participating in Dragon Boat racing. Note: more contacts are likely to be added as we begin this process.

We will reach out directly to the following existing Dragon Boat Teams and groups and invite them to participate in the Pensacola Dragon Boat Festival.

Dragon Boat Teams & Groups (some have competitive traveling teams)
Nathan Benderson Park - Sarasota - https://nathanbendersonpark.org/dragon-boat-paddling/
Charlotte Harbor (FL) Dragons https://www.charlotteharbordragons.com/
Jacksonville Dragon Boat Club - https://www.jacksonvilledragonboatclub.com/competition-1
Lake County Dragon Boat Club - https://godragonboat.org/
Organized Chaos (Charlotte, NC) - https://www.chaosdragonboats.com/
Tampa River Dragon Boat - https://www.facebook.com/tampariverdragonboat
Puff Dragon Boat Racing Team - Miami - https://puffdragonboat.com/
Orlando Dragon Boat Club - Orlando -https://orlandodragonboatclub.com/
Orlando Sirens Dragon Boat Team - Orlando- https://www.facebook.com/p/Orlando-Sirens-Womens-Dragon-Boat-Team-100063615545292/
SACA Golden Dragons - Tampa - https://www.sacadragonboat.com/
Charlotte Dragon Boat Assoc. - Charlotte, NC - http://cdbanc.org/
Blazing Paddles - Jupiter, FL - https://www.paddlebp.org/

Cancer Survivor Teams:
Pink Dragon Ladies - Tampa Bay - https://www.pinkdragonladies.org/
Dragon Boat Atlanta - Atlanta - https://dragonboatatlanta.us/aboutus.html
Healing Dragons - Charlotte - https://healingdragons.org/
Cajun Invasion - Lafayette, La - https://www.facebook.com/CajunInvasionBoatTeam/
Dragon Dream Team - Akron, Ohm- https://dragonsonthelake.com/dragon-dream-team/

We will reach out to the following existing Dragon Boat Festivals and see if they are willing to share their contact lists, or send a message to their list promoting the Pensacola Dragon Boat Festival.

Gulfport Mississippi - April 20, 2024 - Gulf Coast Dragon Boat Festival
Montgomery, AL - April 27, 2024 - Montgomery Dragon Boat Festival (10th annual)
Decatur, AL - May 11, 2024 - Decatur-Morgan Hospital Foundation Dragon Boat Festival (11th year)
Washington, DC - Washington DC Dragon Boat Festival (21st year)
Acworth, GA (Atlanta area) - May 4, 2024 -Acworth-Cobb Dragon Boat Festival (7th year)
LaGrange, GA - July 13, 2024 - West Point Lake Dragon Boat Festival (8th year)
Birmingham - August 17, 2024 - Mitchell's Place Dragon Boat Race & Festival (4th year)
Ft. Walton Beach - September 7, 2024 (2nd year)
Nashville - October 5 (16th year) - Cumberland River Dragon Boat festival

PROFESSIONAL SERVICES

Project Management - $2,500
Crafting the marketing plan, initial research, coordinating all aspects of the campaign.

Graphic Design - $1,000
Creating the overall look/feel of the advertising materials.

Video Editing - $1,500
Creating finished video ad assets, using client provided source video, for digital and social advertising.

Digital/Social Ad Production - $1,500
Creating digital/social ad assets, using client provided images, for digital and social advertising.

Total Budget - $37,500*

Approved By: _____

Date: _____

*Showcase Pensacola may adjust spending across items outlined in the plan, as needs/opportunities arise. The total budget will not exceed $37,500.



MARKETING SOLUTIONS

10th Annual Pensacola Dragon Boat Festival

Saturday, 10/12

Prepared by: Riley Reed
Nexstar Media Group d/b/a WKRG-TV
Mobile, Al

DESIRED RESULTS

INCREASE TEAM ENTRIES

BY AT LEAST 6 ENTRIES IN ORDER TO HIT THAT 20-TEAM SWEET SPOT

PROMOTE ATTENDANCE

OF THE 10TH ANNUAL PENSACOLA DRAGON BOAT FESTIVAL ON OCTOBER 12TH

BROADCAST TV

The Television Schedule for your :30-second commercials will be strategically placed Monday-Sunday to increase reach and frequency.

- **APPROX. 1,405,800 IMPRESSIONS**
- **83% REACH**
- **106 SPOTS TOTAL USING WKRG & WFNA (CW)**
- **FREQUENCY OF 3.5**

WKRG MORNING NEWS	WKRG 5
WKRG NOON NEWS	WKRG 5
WKRG EVENING NEWS	WKRG 5
WKRG WEEKEND MORNING NEWS	WKRG 5
WKRG 9P NEWS ON WFNA (CW)	GULF COAST CW WFNA



BIG PICTURE

Overall Total (9/16-10/12)
106 spots Reaching 83% of Adults 18+
1.405,800 Impressions

WKRG.COM

WKRG.com | Pre-roll & Display Ads

Your campaign will run throughout our highest viewed pages on WKRG.com and the WKRG News App.

KEY PERFORMANCE INDICATOR: IMPRESSIONS & CLICK-THRU RATE



Example of WKRG App Open

Super Adhesion

- Expanded ad unit that displays fully and as user scrolls, they will see a collapsed version of your creative. Your creative has a consistent presence, and catches their attention without being disruptive to their experience. You will receive 24-hour Ownership for 2 dates of your choosing.

Pre-Roll

- Your TV commercial will play within News Video Content on our webpage and mobile app.

App Open

- Your Display Ad will be the first thing users see when they open the WKRG News App. 24-hour Ownership for 2 dates of your choosing.

Impressions: approx. 30,000/mo.



Cross-Device Placement

Example of Super Adhesion on WKRG.com

STREAMING TV

Audience Targeting:

Demographic: A18+, All Genders

Geographic: Escambia County (AL & FL), Santa Rosa County, Walton County, Baldwin County, Geneva, & Enterprise Cities

Interest: Events & Listings, Visual Art & Design, and Food & Drink

OTT TV delivers content over the internet via streaming platforms like Netflix, Hulu, Amazon Prime, Tubi, and YouTube TV. These platforms offer live and on-demand content. Addressable X enables us to send personalized messages based on household zip codes, interests, behavior, and purchasing habits through AVOD or free streaming services.

Delivery Devices: Smart TVs, streaming devices (Amazon Fire Stick, Apple TV, etc.),
gaming consoles, smartphones, tablets, and computers

Ad Formats: Commercials

Metrics: Impressions, Frequency, Completion Rate, Unique Viewers





User





Streaming

NETWORKS YOUR ADS MAY APPEAR ON

NBC · TNT · FOX NEWS · AMC · USA · COMEDY CENTRAL · ESPN · MSNBC · HGTV

DEVICES INCLUDED

tv · chromecast · Roku TV · PlayStation

TARGETED SOCIAL

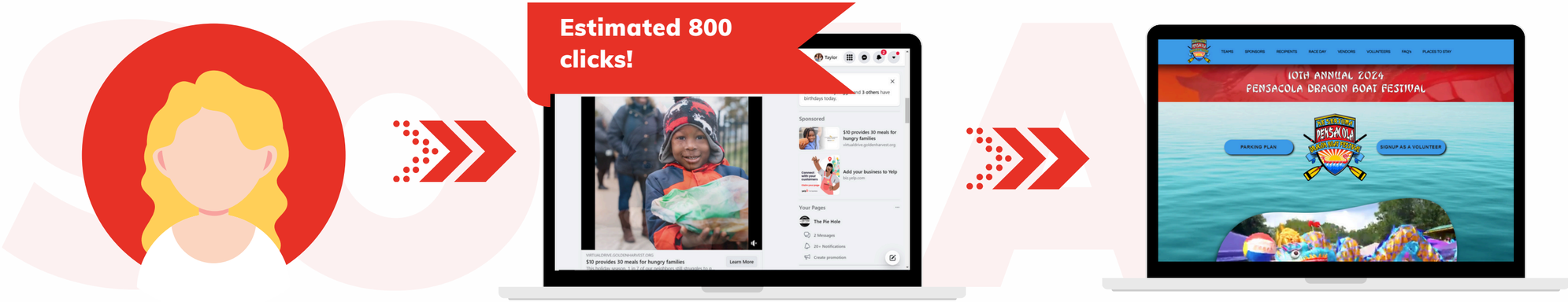
Your creative will appear on META platforms with the goal of increasing awareness, interest, traffic to your online presence, and festival attendance.

META ADS: TRAFFIC OBJECTIVE

We'll run targeted social media ads via Facebook Marketplace to generate qualified leads and increase traffic to your online presence.

The Traffic objective allows you to send more people to a destination on or off Facebook and Instagram, such as a website, application, or messenger conversation.





Audience Targeting:

Demographic: A18+, All Genders

Geographic: Escambia County (AL & FL), Santa Rosa County, Walton County, Baldwin County, Geneva, & Enterprise Cities

Interest: Events & Listings, Visual Art & Design, and Food & Drink

SITE RETARGETING

Leverages cookie technology and allows you to retarget users that have already been to your website.

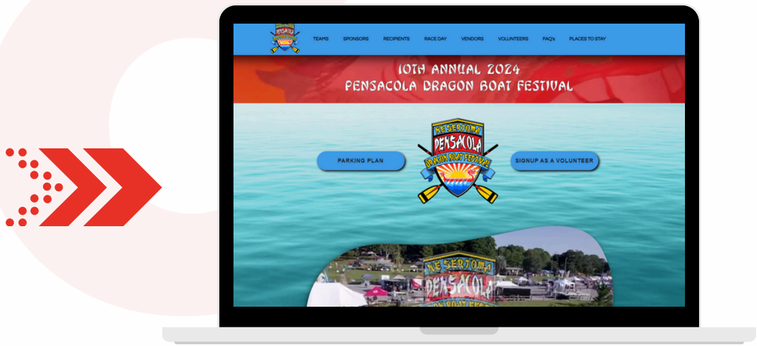
Our team places special pixels on your webpage that will assist in delivering ads to audiences after they leave your website in order to keep your business top-of-mind.

This tactic increase the likelihood of conversion as we focus on engaging with audiences that have already demonstrated interest.

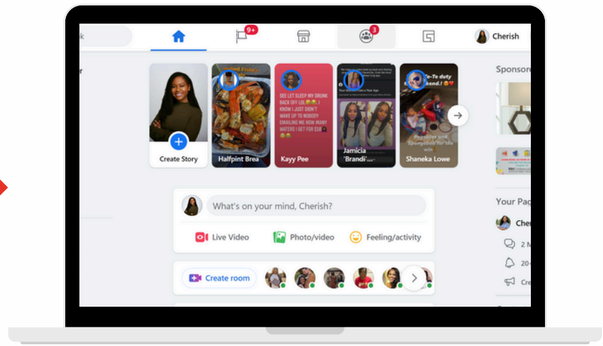
We would serve retargeted Streaming TV and/or Targeted Social ads!



User



Visits/Leaves Your Website



Your Ads Follow

INVESTMENT

Broadcast Television
:30 second commercials to air on WKRG & WFNA

$5,000 | Est. 1,405,800 imps

WKRG.com
Pre-Roll, Social Display Ads, App-Opens

$1,250 | Est. 30,000 imps

Streaming TV
:30 second commercials delivered to previously defined target audience via streaming platforms/devices

$1,150 | Est. 30,000 imps

Targeted Social
Creative delivered to previously defined target audience via Meta Platforms

$600 | Est. 800 clicks

Investment: $8,000

ADDED VALUE

Creative Production

- Production & Editing of commercials
- High-Quality digital copies transferred to you to use as you please
- Production of digital animated or static ads

Data Collecting & Reporting

- ***Reporting including Impressions, clicks and creative performance***
- *Custom Event creation in Google Analytics*
- *Placement of data-collecting measures inlcuding tracking pixels and google analytics integration*
- *Access to proprietary digital dashboard*

Bonus Commercial Schedule

- 60 additional commercials placed at no charge on WKRG & WFNA

Site Retargeting

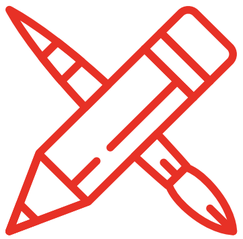
- Retarget users who have visited your website and serve them your creative via Streaming TV or Social Media

WHAT'S NEXT



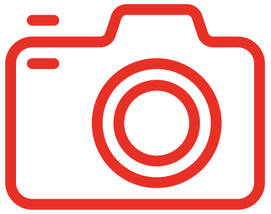
Setup Account

Business Information
Payment Liability Form
Credit Application
Payment Portal



Kick-off Call

Creative services meeting to brainstorm more about the vision for your message.



Creative Production

Commercial shoot date on location utilizing plans agreed upon in creative meeting, editing and revisions.



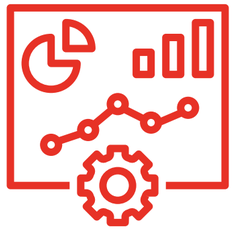
Approval Process

Ultimate approval of campaign tactics and creative assets by client.



Implementation

Bring campaigns to life with eye-catching, creative messages across appropriate ad platforms.



Reporting

Monthly in-depth report reviews to analyze the progress of your campaigns.



Optimization

Our team continually monitors your campaign and makes necessary optimizations as needed.

GOOGLE ANALYTICS ACCESS INSTRUCTIONS

1. Sign into Google Analytics (https://analytics.google.com)
2. Click “Admin” on the bottom left of the navigation bar
3. From the left column, select your “Account Access Management”
4. In the top right corner, click the blue plus sign and select “Add Users”
5. Add: Nexstar5.ao@gmail.com AND WKRGDigital@gmail.com
6. Select standard roles: Viewer
7. Select Notify this user by email to send notification to our Digital Team
8. Click “Add” in the top right corner

Thank you!



Riley Reed | Account Executive
WKRG-TV/WFNA-TV
Mobile, AL - Pensacola, FL
C: 404-996-8813
Email: rreed@wkrg.com

TOURISM EVENT / PROGRAM GRANT APPLICATION

3-25-2025

850.434.1234
800.874.1234

app:
visitpensacola.com/app

1401 E. Gregory St.
Pensacola, FL 32502

VisitPensacola.com

From:	Visit Pensacola
To:	Ashley Hendrickson
Subject:	New submission on your Grant Application form
Date:	Tuesday, June 4, 2024 4:02:27 PM
Attachments:	IRS_non-profit-letter665f80a2d93764.43255709.pdf SCI-W9-2024-2665f80a2de3ce2.04272686.pdf EntreCon-2023-Post-Event-Report665f80a2e54cd6.30125729.pdf Visit-Pensacola-Lodging-Communication665f80a31483b5.37951439.docx 2024-Marketing-Plan665f80a31c5ba6.59245602.pdf Visit-Pensacola-Budget-2024665f80a3247ac4.37104587.pdf W02560816Pensacola-Little-Theatre665f80a32cd353.63433930.pdf W02560815-MCGL-1002-EOC665f80a335e024.88393771.pdf Certification-and-Compliance-Statement665f80a339bb98.84815167.pdf signature.png

Grant Application

Submitted on: Tuesday, June 4, 2024 at 4:01pm

Organization name (must match W9):
Studer Community Institute

Contact Name:
Steve Nissim

Title:
Chief Storyteller/Business Development & Marketing Manager

Contact Phone:
(850) 723-9112

Email (Program Manager or Contact):
snissim@studeri.org

Street:
220 W. Garden St.

City:
Pensacola

State:
Florida

Organization (If other, please indicate): :
Non-profit, incorporated

Please provide to the committee your experience with running events::
Studer Community Institute has a rich history in executing world-class live events. From EntreCon to Light Up Learning, as well as numerous training workshops and symposiums every year, we've been hosting events for hundreds of people since our inception in 2015.

If selected other, please describe::

Tax ID Number:
47-5657008

Amount Requested ($50K Max)::
$15,000

Event/Experience Title:
EntreCon 2024: “Discover Your Potential”

Event/Experience Time(s):
November 12-14, 2024 (Nov 12 5:00pm-7:00pm, Nov 13-14 8:00am-5:00pm)

End Date:
11/14/2024

Event Location:
Pensacola Little Theater, 5Eleven Palafox, Voices of Pensacola Multicultural Center

Event Website URL:
https://link.edgepilot.com/s/6cf50f53/zA0neLZkl0OxYjJK2UInaw?u=https://entreconpensacola.com/

Event Social Handles:
@entrecon (FB), @studercommunityinstitute (FB & LI), @studer_community_institute (IG)

Brief description of event/experience :
EntreCon is Studer Community Institute’s annual signature business and leadership conference that offers leaders across all industries an opportunity to learn, network, and grow together. What began as a conference for entrepreneurs has now transformed into a conference for business owners, leaders and employees alike. Each year, EntreCon provides around 500 attendees with a front-row seat to both local and national speakers, practical knowledge and tools, and first-class networking within the community.

Please Provide specific details on how 25% of the Visit Pensacola Grand funds will be spent on operations.:
We will partner with Lisa Long Lyter (Red Iron Design House), as we have in previous years, to create a vigorous online and print marketing campaign to engage the local market audience and maximize awareness and attendance by people in the Pensacola area. This includes social media boosts and ads on Facebook, Instagram, and LinkedIn. 100% of funds from Visit Pensacola will be used for marketing purposes.

Please provide specific details on how Tourism Tax Dollars will be spent:
With these Tourism Tax dollars, we hope to increase our reach to surrounding markets, leverage the influence that we had last year, and amplify the image of both Pensacola and EntreCon as a conference destination.

Will this event take place with or without TDT dollars? :

Yes

Is this a new or repeat event/experience? :
Repeat

If repeat, is this event format like previous years or different? :
Similar to previous years.

If new, do you foresee it becoming a re-occurring event? :

If repeat, please provide an event summary from previous years and/or an economic impact report.:
See uploaded 2023 Post Event Report.

Estimated Room Nights - Attendee:
15, 15, 15, , ,

Estimated Room Nights - Vendor Rooms:
5, 5, 5, , ,

Estimated Room Nights - Organizer Rooms:

Estimated Room Nights - Artist Rooms:

Estimated Room Nights - Other:
5, 10, 10, , ,

Total Estimated Room Nights:
85

Has Lodging Been Secured? :
Yes

LodgingProvider:
Courtyard By Marriott Pensacola Downtown , Patti Mohan | Director of Sales 850-439-330 PMohan@Highpointe.com, $183 per night , Holiday Inn Express-Downtown Pensacola, Jennifer McDanal, Front Office Manager/Sales Coordinator (850)433-2231 jmcdanal@kanahotelgroup.com , $229.00 per night, Oyster Bay Boutique Hotel, Mallory Studer, General Manager 850-912-8770 hello@stayoysterbay.com, $350 per night

In-kind Support:
In-Kind Support comes from: -3Sixty Marketing, who provides promotional and event graphics, as well as helping design and produce event/sponsor logo merchandise (cups, bags, lanyards, etc.) -850 Magazine, who provides ads and other promotional articles pre and post event. Tourism driven partnership: One Acadiana (Regional Economic Development in the Lafayette, LA area) will partner with us to bring attendees from the Lafayette area. They previously sent attendees, and also brought a contingent of 60 leaders to Pensacola for the

"Leadership Exchange" event in 2022 where they sought to learn about, with plans to emulate, SCI programs that have improved the community, including EntreCon.

With what tourism related businesses or organization(s) will you coordinate and conduct the cooperative marketing efforts that will be supported by the grant award? List partners and briefly describe these collaborative efforts. (Use additional sheet if necessary):
Lisa Long Lyter (Red Iron Design House) will be paid to promote EntreCon in the local market on social media. She will work with us on implementing plan, content, and execution of extensive social media posts and boosting across all SCI/EntreCon platforms.

Have you received TDT dollars from Escambia County (via BOCC, ACE, PSA or Visit Pensacola) in the past?:
Yes

If yes, please complete the following::
2022, EntreCon, $9,800, 2023, EntreCon, $9,800

The purpose of this event grant program is to encourage and support multi day reoccurring events with an emphasis on overnight lodging stays in the destination. What is the path for this event to be financially viable and generate income to offset expenses without future event grant support? :
EntreCon is a financially viable, income generating multi-day event. Our goal is to use TDT funding to attract even more attendees from outside markets, showcasing Pensacola as a conference destination and EntreCon as a national conference experience. The more attendees we can garner using grant support now, the easier it will be to continue to lock in more sponsorships to cover these marketing dollars in the future.

Does your organization's event proposed for TDT funding fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities? If so, in what way? How will this event benefit tourism in Escambia County? (Use additional sheet if necessary and refer back TDT Statue for definition):
Please see attached Marketing Plan (p.12-13).

How Will You Measure the Success of Your Event/Experience? (Use additional sheet if necessary):
Ticket Sales: $68,000 Participants: 350-500 Sponsorship Support: $200,000 Additional Measure: Performance Metrics goals (please see attached Marketing Plan (p..3-4)

Did you include::
Marketing/Promotion plan provided, Detailed program budget provided, Complete event details, Signed Certification and Compliance page from Visit Pensacola Grant Program Guidelines, Lodging provider within Escambia County, Liability insurance coverage, W-9

Yes, I attended Grant Workshop.:
Yes

Your name:
Steve Nissim

Your Organization:
Studer Community Institute

Date Picker:
06/04/2024

MISCELLANEOUS APPROPRIATIONS AGREEMENT
BETWEEN VISIT PENSACOLA, INC., & EntreCon 2024: Discover Your Potential
This Agreement is effective October 1, 2024

BETWEEN: **Visit Pensacola, Inc. (VP) Fiscal Agent**
1401 E. Gregory Street
Pensacola FL 32502

AND: **EntreCon 2024: Discover Your Potential (EC)**
220 W. Garden St
Pensacola, FL 32502

Background

WHEREAS, the Board of County Commissioners of Escambia County, Florida is authorized under Section 125.0104, Florida Statutes, to perform those acts, including the expenditure of Local Option Tourist Development Act tax monies for, (1) the marketing of Escambia County Tourism, (2) to increase future Tourism Development Tax revenues, (3) to increase Local Optional Sales Tax revenue, (4) to increase job growth, all of which further the public good of the people of Escambia County; and

WHEREAS, EC promotes Escambia County as a vacation destination to national and international visitors whose visits generate major financial dividends to the County's well-being each year; and

WHEREAS, EC's activities demonstrate a farsighted and firm commitment to the County's welfare reflected by its dedication to the civic good; and

WHEREAS, the Tourism Development Tax is imposed on short term lodging and meant to provide a dedicated tourism marketing and promotion fund; and

WHEREAS, in order to preserve and expand that mission, the EC has agreed to perform certain terms and conditions relating to the grant of County public monies to it; and

WHEREAS, the Board of County commissioners has concluded that in order to advance the enumerated mission of Section 125.0104 and its related benefits to Escambia County citizens, said expenditure of County tax monies serves an essential public purpose as established by law; and

WHEREAS, the County has appropriated funds from the county's Tourist Development Fund for the current Fiscal Year FY25 (October 1 through September 30), to conduct programs generally described as: Tourism Promotion Activities. And more particularly the activity as set out in Exhibit "A" which is attached hereto and incorporated by reference herein.

WHEREAS, the undersigned representatives of Visit Pensacola, Inc. are authorized to sign this Agreement binding it.

NOW, THEREFORE, IN CONSIDERATION of the premises, and disbursement of funds now or hereafter made by VP, and the mutual covenants herein, the parties do hereby agree as follows:

Section 1. EC agrees as follows:

A. To accept the funds as appropriated in accordance with the terms of this *Agreement*, and the provisions of Sections 125.0104 and 129.09, Florida Statutes, as amended, governing the expenditures of said funds, which is incorporated by reference herein; and

B. To abide by Chapter 119, Florida Statutes, as amended, and successors thereto; and

C. To return to VP, within thirty (30) days of demand all remaining funds paid to it upon a judicial finding that the terms of the Agreement, the provisions of any Ordinances or Florida Statutes appropriating of such funds, or the provisions of Section 129.09, Florida Statutes have been violated; and

D. To return to VP, all funds expended for disallowed expenditures for the following purposes as determined by the Internal Auditor of the Escambia County Office of the Clerk of the Circuit Court:

1. To pay for "Bad Debts". Losses arising from uncollectible accounts and other claims, and related costs are not allowable; or

2. To pay for "Contingencies". Contributions to a contingency reserve or any similar provisions for unforeseen events are not allowable; or

3. To pay "Fines and Penalties". Costs resulting from violations of, or failure to comply with Federal, State, and local laws and regulations governing this Agreement, are not allowable; or

4. To pay "Governor's Expenses". The salaries and expenses of the Office of the Governor of the State or the chief executive of the County are considered a cost of general State or local government and are not allowable; or

5. To pay "Legislative Expenses". The salaries and other expenses of the State Legislature or similar local government entities such as county commissions, city councils, school boards, etc., whether incurred for purposes of legislation or executive direction, are not allowable; or

6. To pay "Interest and Other Financial Costs". Interest on borrowings (however represented), bond discounts, costs of financing and refinancing operations, and legal and professional fees paid in connection therewith, are not allowable; and

7. To make "Contributions or Donations". Contributions and donations are not allowable.

E.

F. To consent to:

1. Providing such audits of the financial affairs of the EC as VP may require; and

2. Producing all documents required by VP ; and

3. Furnishing, if issued, to VP an audit report and a management letter of its financial affairs for its fiscal year ending within the current fiscal year of the County made by an independent certified public accountant licensed and in good standing in the State of Florida. This report will be due within one hundred twenty (120) days of the close of the EC's fiscal year; and

G. Operating the program and activities more particularly described in Exhibit "A" to this Agreement.

H. To obtain insurance coverage for events, as may be required at VP's discretion, and furnish a certificate of insurance to Visit Pensacola reflecting the additional insured status of VP and listing VP as a certificate holder prior to the date of the event.

I. Operating successfully the program more particularly described in Exhibit "A" to this agreement. The recipient may not enter into subcontracts or sub grants under of this Agreement without VP's written approval, which shall be made in the sole discretion of VP.

Section 2. This Agreement shall be considered to have become effective on the 1st day of October of the current fiscal year and will terminate on the 30th day of September of the current fiscal year, unless canceled sooner with cause by either party by giving thirty (30) days prior written notice of such cancellation to the other party.

Section 3. VP agrees to disburse to EC up to $15,000 for the program of activity described herein. EC understands that the funds it will receive are being paid by VP on a cost reimbursement basis for eligible expenses in accordance with the procedures set forth in Exhibit "B" to this Agreement which is attached hereto and incorporated by reference herein. See Exhibit "D" for notes on submissions.

Section 4. This grant does not allow for asset purchases.

Section 5. In addition to any reporting requirement described in Exhibit "A," EC agrees to provide VP with a post event report on the program described in Exhibit "A ". Such report will be due within 45 days of the close of the event and will include basic statistical information relevant to the program, and a statement of expenditures made in each budget category and line item identified in the budget which is included in Exhibit "A."

Section 6. Any material changes in EC's approved budget, included in Exhibit "A" not otherwise addressed in any further County or TDC appropriation to EC which would affect expenditure of funds, must be approved in writing by VP; provided that nothing herein will authorize or allow

any expenditure or obligation of funds in excess of the total sum authorized by this Agreement.

Section 7. EC agrees that any funds provided by VP for the operation of the program, which are residual funds remaining unspent or unencumbered by any existing (not contingent) legal obligations will be returned to VP in the form of a negotiable instrument not later than (forty-five) 45 days after the close of the event dates unless EC continues to receive a miscellaneous appropriation from VP in the next fiscal year.

Section 8. This Agreement will apply to all funds appropriated during the current fiscal year ending September 30th, provided that VP's rights and EC's duties hereunder will continue for a period of five (5) years from the date of execution hereof subject to appropriation.

Section 9. EC agrees to cooperate with VP in evaluating the success of the tourism development tax expenditures from Escambia County, through metrics as established, and shall report those results to VP and our board of directors. See Exhibit "C".

Section 10. General Provisions

Modification and Amendment. No modification or amendment of this Agreement shall be valid and binding on the parties unless made in writing and signed by or on behalf of VP and EC.

Entire Agreement. This Agreement supersedes all prior agreements and discussions between the parties with respect to the subject matter of this Agreement, and this Agreement together with all exhibits and any other documents delivered in connection with this Agreement, comprise the sole and entire agreement between the parties with respect to the subject matter of this Agreement.

Applicable Law and Venue. This Agreement shall be governed by and construed in accordance with the laws of the State of Florida. Exclusive venue for resolution of any dispute between the parties is to be Escambia County, Florida, and the parties hereby consent to the personal jurisdiction of said courts.

Mediation. In the *event* of any and all claims, disputes, and controversies arising out of or relating to the performance, interpretation, application, or enforcement of this Agreement, including but not limited to any breach thereof, the parties agree to try and resolve the issue through confidential negotiations between the parties. If the parties are unable to resolve the issue through such confidential negotiations, then the issues shall be referred to a confidential mediation before, and as a condition precedent to, the initiation of any adjudicative action or proceeding, including arbitration.

Gender. Whenever the context so requires, the singular shall include the plural and plural shall include the singular, and the gender of any pronoun shall include other genders.

Severability. Wherever possible, each provision of this Agreement, shall be interpreted in such a manner as to be effective and valid under applicable law, but if any provision of this Agreement shall *be* prohibited or invalidated under applicable law, such provision shall be ineffective to the

extent of such provision only, and the remaining provisions of this Agreement shall remain fully effective as if the prohibited or invalid provision had *never* been contained within the Agreement.

Survival. The general provisions of this Section 11 and any other applicable terms of this *Agreement* will survive any termination or expiration of this Agreement.

Ambiguities. Each party and its counsel have participated fully in the review and revision of this Agreement. Any rule of construction to the effect that ambiguities are to be *resolved* against the drafting party shall not apply in interpreting this Agreement. The language in this *Agreement* shall be interpreted as to its fair meaning and not strictly for or against any party.

Counterparts. This Agreement may be executed in any number of counterparts, each of which will be an original, and such counterparts together will constitute one and the same instrument.

Notices. All notices, authorizations, and requests given or made in connection with this Agreement must be sent by facsimile or Certified Mail, return receipt requested, and faxed or addressed, respectively, to the parties' head office at the following addresses:

Visit Pensacola, Inc. (VP)
1401 E. Gregory Street
Pensacola, FL 32502

and

EntreCon 2024: Discover Your Potential (EC)
220 W. Garden St
Pensacola, FL 32502

or to any different address that is provided to a party through the means of notice adopted herein. Notices will be deemed delivered on the date shown on the certified postal return receipt or facsimile confirmation of delivery.

IN WITNESS WHEREOF the parties hereto have duly executed this *AGREEMENT* on the day and year first above written.

SIGNATURES:

Visit Pensacola, Inc.

Date

Witness

10.8.24

Signature Date

10.8.24

Signature Date

EntreCon 2024: Discover Your Potential

10/8/24

Date

Witness

10/8/24

Signature Date

10/8/24

Signature Date

EXHIBIT "A"

MISCELLANEOUS APPROPRIATIONS AGREEMENT

NAME OF ORGANIZATION: **EntreCon 2024: Discover Your Potential**
Event Date(s): **November 12 - 14, 2024**

APPROVED BUDGET

PERSONNEL	$0
OPERATIONS	$0
DIRECT PROGRAMMING	$15,000
GRAND TOTAL:	**$15,000**

PROGRAM FUNCTIONS TO BE CARRIED OUT

The funds allocated to VP under this Agreement will be eligible for payment to EC in accordance with the following cost breakdown and related function.

1. Up to **$ 0** shall be allocated for the operational & personnel costs of EC as shown through the above budget.

2. Up to **$15,000** shall be allocated **75% ($11,250) for marketing by Showcase Pensacola** and 25% for reimbursement of expenses related to direct programming, as shown through the above budget.

EXHIBIT "B"

MISCELLANEOUS APPROPRIATIONS AGREEMENT

NAME OF ORGANIZATION: **EntreCon 2024: Discover Your Potential**
Event Date(s): **November 12 - 14, 2024**

As a recipient of funds resulting from a Miscellaneous Appropriations Agreement from Escambia County, this guide is meant to assist you with submitting your invoices for your appropriations payments. Your invoice package should be complete and submitted to the VP or its designee for the payment process to begin by the 10th of every month.

To begin the payment process, VP will need the following items:

- A fully completed W-9 form
- A fully executed signed Appropriations Agreement signed by your firm and an authorized VP representative. It is the responsibility of the recipient agency to be aware of and abide by the terms and conditions of the agreement throughout the duration of agreement.
- Invoicing should appear in accordance with the agreement terms and should be accompanied by supporting documentation showing proof of payment by your entity for the expense incurred per approved budget expenditures. **Supporting documentation should include copies of invoices with support, copies of canceled checks, wire transaction reports and/or bank statements showing proof of payment. SEE EXHIBIT "D" FOR MORE SPECIFICS.**
- Payments to EC are made in the following manner:
  - Grant Program: Reimbursement of expenses for eligible costs based on proof of payment

EXHIBIT "C"

MISCELLANEOUS APPROPRIATIONS AGREEMENT
NAME OF ORGANIZATION: **EntreCon 2024: Discover Your Potential**
Event Date(s): **November 12 - 14, 2024**

VISIT PENSACOLA POST-PROGRAM REPORT

Event / Product Grant Information
Name of Event: EntreCon 2024
Contact/Title: Kate Ballard, Exec. Dir.
Address: 220 W. Garden St. Suite 100
City: Pensacola State: FL Zip: 32502
Telephone #: (317) 797-3638 Awarded Grant Amount: $ 15,000
Email: kballard@studeni.org
Make Check Payable To: (Please Note – Organization must be same as organization that was awarded grant.) Tax I.D. or Social Security #: (This information is required)

To be reimbursed, please submit the following:

1) An invoice from your organization to Visit Pensacola for payment of awarded grant amount.
2) Valid invoice(s) for allowable expenses. Only submit receipts amounting to the grant awarded.
3) Copy of proof of payments such as cleared check record showing front and back of checks, or detailed credit card receipts.
4) Number of visitors calculated with backup documentation
5) Number of room nights tracked with backup documentation
6) Copies of marketing or advertising materials, websites showing Visit Pensacola logo.

EXPENSES TO BE REIMBURSED

Itemized expenses to be reimbursed by the Visit Pensacola Grant funds must be allowable and match submitted invoices. Use additional pages if necessary.

Expense Item	Amount
Redlean - social media fees	$3,750.00

NUMBER OF VISITORS

Provide back up (letter/communication) from the lodging properties participating with your event. Unknown or untracked is not acceptable and request for reimbursement will not be processed.

MEDIA / MARKETING

Provide summary of media exposure received (local, regional and national/ print/ television and radio) as well as examples of promotional materials (brochures, posters, programs, etc.). Please add additional sheets if needed.

I certify that the above information is true and accurate to the best of my knowledge.

(Name) _____ (Date) 12/3/24

EXHIBIT "D"

MISCELLANEOUS APPROPRIATIONS AGREEMENT
NAME OF ORGANIZATION: **EntreCon 2024: Discover Your Potential**
Event Date(s): **November 12 - 14, 2024**

Grant Expense Submissions Notes:

- **Have ALL COMPLETED submission (in order) to Visit Pensacola by the 10th of month.**
- **The first submission will need a copy of the completed signed grant.**
- Visit Pensacola Staff and immediate family are not allowed for reimbursement under the grant guidelines.
- Submissions are once a month. Have your completed submission at that time. Do not 'piece meal' it together over the course of the month.
- If deemed non-reimbursable the invoices will be returned to you.
- Provide a narrative or explanation of the event and each expense.
- Must have detailed receipts of all requests asking for reimbursement.
- Must have invoices, not just orders, but invoice.
- Must have copy of checks cleared from the bank.
- If paid by a credit card, need credit card statement and copy of cleared check.
- Tips, gratuities, alcohol are not reimbursable.
- Prepays are not reimbursable until after the event, unless specified by the invoice an amount due by a specific date.
- Staff Salaries are not reimbursable.
- Must have completed signed contracts with any vendor.
- Must have completed signed insurance contracts for the event if applicable.
- Only highlight what you are asking reimbursement for (total without tips, alcohol). Make sure tax is not included for reimbursement for non-reimbursable.
- Must follow current GSA (Government Standards Act) guidelines for meals ($59.00 per day) within Escambia County. Please see http://www.gsa.gov This rate changes yearly.
- Mileage is not reimbursable.
- For hotels, must have detailed invoice showing ALL fees per night including all taxes. Must have list of names and affiliates for each room. Only rooms in Escambia County are allowed.
- If room service charge, need to not only back out item ordered but also back out sales tax charged on the item (same for other disallowed like alcohol).
- MUST have DETAILED receipt if asking for reimbursement on room service charge.
- For meals need to list names of people, with their affiliations. Meals must be within GSA guidelines.
- Purchases for resale are NOT allowed.
- Donations are not allowed.
- All expenses that are covered by other revenue are NOT reimbursable.

- CASH payments/receipts are not reimbursable. MUST have copy of cancelled checks. If the expense is paid with CASH then the company pays the person who paid the expense, with proper documentation. Then that cancelled check with all the proper documentation is submitted. This is no matter the amount.
- Previous disallows must resubmit with corrected back up- plus all previous backups sent. Mark as RESUBMIT on each page.
- Checks cannot be copied on top of an invoice. Each copy of check and invoice must be separate. Everything must be ***legible.***
- Can only submit Month day 1 to Month end. Only checks cleared bank in that time frame are allowed for reimbursement.
- NO double sided copies allowed – must have single sided only.
- Copies need to be in color if applicable.
- REDACT (Black out) ALL account numbers, signatures on checks, social security numbers, etc. In a public records request the County will not do this.
- **Please note that Visit Pensacola, Inc. is subject to Sunshine & Public Record Law. Thereby your submission, reimbursement and back up to/from Visit Pensacola would be subject to Sunshine & Public Record Law.**

I certify that I have read and will comply with all of the above information.

(Name) _____ (Date) 10/2/24

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Snyder Community Institute, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☒ Other (see instructions) ▶ Not for profit corporation - 501(c)3

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
220 West Garden Street, Suite 100

Requester's name and address (optional)

6 City, state, and ZIP code
Pensacola, FL 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
			-			-				

or

Employer identification number
4	7	-	5	6	5	7	0	0	8

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶ [signature] Date ▶ 1/29/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*



These photos capture a moment during EntreCon where I had time to share with Quint Studer my heartfelt gra...

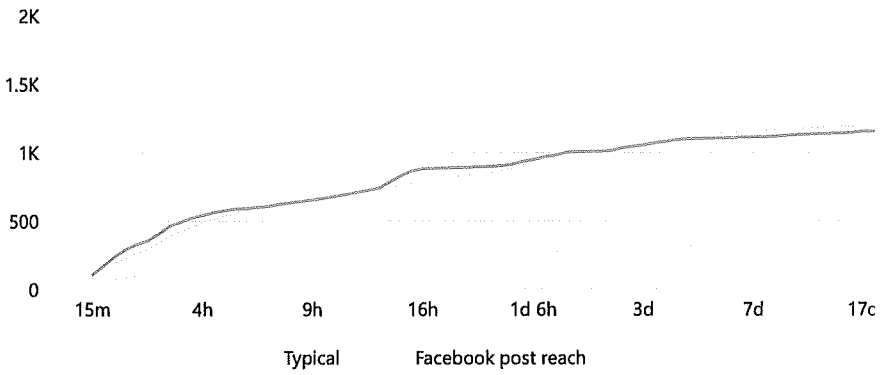
Post · Published on: Mon Nov 25, 6:47am

Boost

Overview

Views	Reach	Impressions	Interactions	Link clicks
1,862	1,154	1,161	32	--
Higher than typical	Typical	Typical	Typical	

Reach



Interactions

Reactions	Comments	Shares	Saves
32	0	0	0
Higher than typical	Typical	Lower than typical	Typical

Feed preview

Studer Community Institute is with qdstuder and 3 others at Pensacola Little Theatre.

Published by Instagram

· November 25 at 6:47 AM · Pensacola, FL ·

These photos capture a moment during EntreCon where I had time to share with Quint Studer my heartfelt gratitude for the profound insights shared by our speakers and how they were deeply resonating with myself and the attendees.

Julie Weber and @_dannybader 's keynotes challenged my perspective on leadership and resilience.

@tifftpham 's thoughtful comment about building friendships rather than merely networking has stayed with me, offering a new lens on fostering meanin... See more



View post on Facebook



The people in these photos made a choice—two days dedicated to learning, growing, and building stronger bus...

Post · Published on: Sat Nov 16, 7:05am

Boost

Top performer

Continue getting results when you boost this post and spend $6 each day

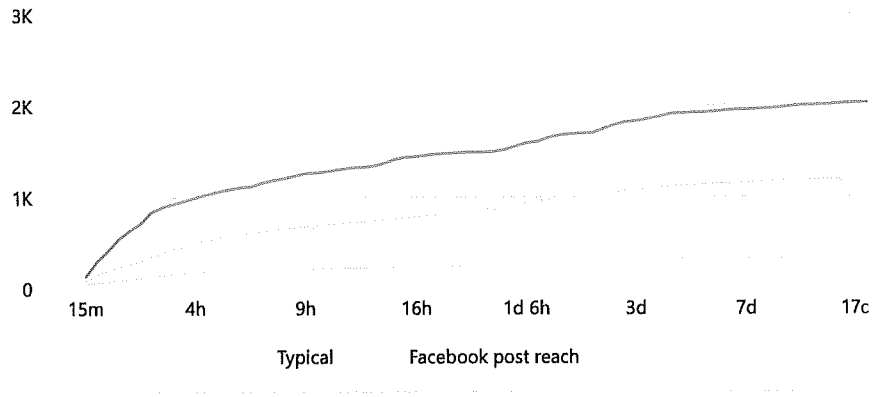
Estimated daily results
342 - 989 more reach

Boost

Overview

Views	Reach	Impressions	Interactions	Link clicks
4,277	2,090	2,125	56	--
Higher than typical	Higher than typical	Higher than typical	Higher than typical	

Reach



Interactions

Reactions	Comments	Shares	Saves
54	0	1	1
Higher than typical	Typical	Typical	Higher than typical

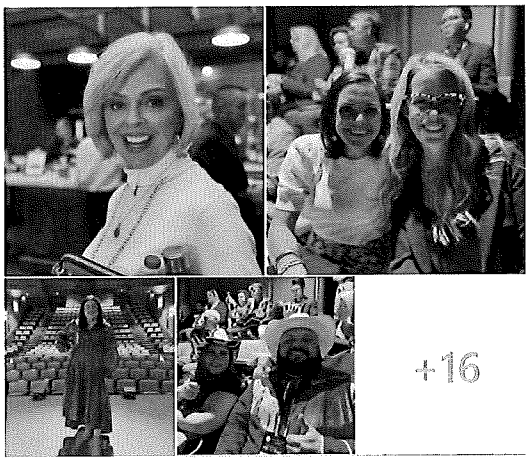
Feed preview

Studer Community Institute is with psalzzz and 19 others at Pensacola Little Theatre.
Published by Instagram
· November 16 at 7:05 AM · Pensacola, FL ·

The people in these photos made a choice—two days dedicated to learning, growing, and building stronger businesses and teams at EntreCon.

When they left Thursday afternoon, they were:

Aligned with actionable strategies to tackle their biggest challenges. ... See more



Boost

Elden Scott, Lisa Long Lyter and 52 others 1

Like Comment Share

Comment as Studer Co...

View post on Facebook



To close out EntreCon 2024, we are honored to have author, podcast host, and true survivor, Danny Bader deli...

Post · Published on: Thu Nov 14, 3:56pm

Boost

Top performer

Continue getting results when you boost this post and spend $6 each day

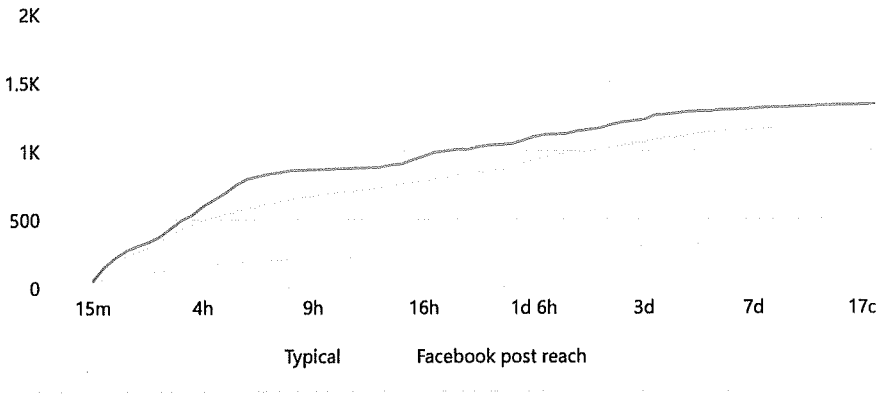
Estimated daily results
342 - 989 more reach

Boost

Overview

Views	Reach	Impressions	Interactions	Link clicks
2,167	1,351	1,385	61	--
Higher than typical	Higher than typical	Higher than typical	Higher than typical	

Reach



Interactions

Reactions	Comments	Shares	Saves
50	6	4	1
Higher than typical	Higher than typical	Higher than typical	Higher than typical

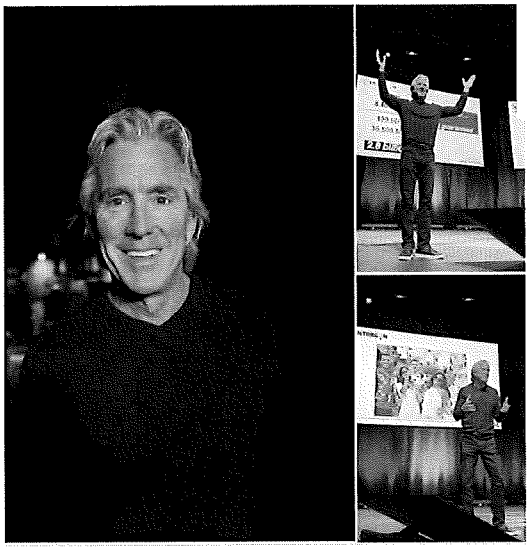
Feed preview

Studer Community Institute is with _dannybader at Pensacola Little Theatre.
Published by Instagram
· November 14 at 3:56 PM · Pensacola, FL ·

To close out EntreCon 2024, we are honored to have author, podcast host, and true survivor, Danny Bader deliver Redefining Potential: Powerful Principles for Life.

After returning Earthside in the aftermath of a fatal tragedy, Danny's perspective on life and purpose was renewed.

"Your breaths and your beats are automatic...not guaranteed."... See more



Boost

View post on Facebook

STUDER COMMUNITY INSTITUTE

ENTRECON®

MARKETING PLAN

PREPARED FOR

VISIT PENSACOLA EVENT GRANT PROGRAM

Pensacola FLORIDA

STUDER™ COMMUNITY INSTITUTE

220 W Garden St. Suite 100
Pensacola, FL 32502

www.studeri.org
info@studeri.org

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- About EntreCon® Business and Leadership Conference
- About EntreCon® 2024 Theme and Purpose
- Goals, Outcomes and Key Performance Metrics
- Community Support and Strategic Partnerships

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SUMMARY

About Studer Community Institute

*Studer Community Institute (SCI) is a Pensacola-based 501(c)3 nonprofit on a mission to improve the quality of life for all people. The Building Jobs department of SCI aims to transform organizations by providing programs, workshops, webinars, online content and toolkits; all designed to help create great places to work and grow jobs.

About EntreCon® Business and Leadership Conference

In addition to these resources, SCI hosts EntreCon®, an annual signature business and leadership conference that offers leaders across all industries an opportunity to grow together.

What began as a conference for entrepreneurs has now transformed into a conference for business owners, leaders and employees alike. Each year, EntreCon® provides around 500 attendees with a front-row seat to both local and national speakers, practical knowledge and tools, and first-class networking within the community.

About EntreCon® 2024 Theme and Purpose

**EntreCon® 2024 programming is scheduled for three days (Tuesday, November 12-EntreCon Awards, Wednesday, November 13-EntreCon Day 1 and Thursday, November 14-EntreCon Day 2).*



EntreCon® 2024, 'Discover Your Potential', celebrating a decade of growth, with a lifetime of possibilities.

Join us for an electrifying celebration of knowledge, innovation, and achievement at our 10th annual Business & Leadership Conference, EntreCon® 'Discover Your Potential'…

Over the past decade, our conference has been a beacon for individuals seeking to unleash their full potential and make a lasting impact in their fields and community. This year, we invite you to embark on a journey of discovery, empowerment, and growth as we explore the limitless possibilities that await when we tap into our inner power.

Through inspiring keynote speeches, interactive workshops, and dynamic networking opportunities, you'll gain invaluable insights, forge meaningful connections, and unlock the keys to your personal and professional success.

Don't miss this milestone event where we celebrate a decade of excellence and set the stage for an even brighter future ahead. Get ready to ignite your potential and illuminate the path to greatness!

Goals, Outcomes and Key Performance Metrics

Our goal for EntreCon® is to help businesses narrow skills gaps, develop successful leaders, grow organizations, create jobs and drive economic development.

The objective for this year's marketing plan is to increase our reach surrounding markets, leverage the influence that we had last year, and amplify the image of both Pensacola and EntreCon® as a conference destination.

As Quint Studer says, *"What gets measured, gets moved."* Which is why we're all about metrics when it comes to the EntreCon® attendee experience.

In addition to revenue and expenses, the key performance metrics that we always track include:



Value Rating
Goal: 9.2/10
How would you rate the overall value of EntreCon® Day 1? How would you rate the overall value of EntreCon® Day 2? This metric may seem simple, but it's a powerful one. We want to ensure each attendee feels their day with us is well spent.



Speaker Rating
Goal: 9.2/10
How would you rate each speaker? We include this question for each keynote, breakout and lunch and learn session offered.



NPS Score/Would Recommend
Goal: 90%
Net Promoter Score (NPS) is a measure used to gauge customer loyalty, satisfaction, and enthusiasm that's calculated by asking attendees one question: *"On a scale of 0 to 10, how likely are you to recommend EntreCon® to a friend or colleague?"*



Practical Information Received
Goal: 90%
The most important part of the conference is to ensure people walk away with improved knowledge, increased skills and tools they can use when they leave — which is why we ask the question, *"Did you receive practical information?"*



Expectations Met/Exceeded and Learning Objectives Met
Goal: 90%
How well did we perform? EntreCon® is dedicated to putting on a high-caliber event, ensuring our staff, speakers and volunteers are always "on." In addition, *"Was this objective for this training met?"* is crucial to identifying if what we promised we would do in our marketing matched up to what the audience experienced.

Community Support and Strategic Partnerships

While SCI's Building Jobs Team is very small, EntreCon® is made possible through the passionate support of our event sponsors, board of directors, volunteers and marketing committee. As Simon Sinek says, "*A small team, committed to a cause bigger than themselves, can achieve absolutely anything,"* and that's exactly how we feel about our extended EntreCon® team.

Our Sponsors

Our sponsors truly believe in our mission to improve the quality of life for people, which is why they've decided to brand themselves with SCI and EntreCon®. Many of our sponsors have been with us since the beginning, renewing their sponsorship each year. Without their financial and in-kind support, our business, leadership, and entrepreneurship conference wouldn't be possible. Please see 2023 sponsors below. 2024 sponsors are still being secured, but presenting sponsors, Pensacola International Airport and Cox Business remain, and new sponsors include: Premier Parking, Aylstock, Witkin, Kreis, Overholtz Law Firm, ESA South, and Covenant Care.



Our Volunteers

"I am so grateful to be a part of such a wonderful team." Here at Studer Community Institute, we hear this often from our volunteers. Whatever the task may be, our volunteers truly feel like they are making a difference and because of that, we are so grateful. We couldn't put on EntreCon® without them.









Our Marketing Committee

Our incredible marketing committee helps us fulfill our marketing plan and generate buzz for the two-day conference all throughout the year. EntreCon® continues to grow year after year with the expertise and planning from these talented individuals: **Lisa Long Lyter**-Social Media Strategist (Red Iron Design House), **Sena Maddison-**SCI Board Member, Director of Communications at Community Health Northwest Florida, **Carol Carlan**-Director of Philanthropy at IHMC, **Katie Ballard**-SCI Executive Director, **Steve Nissim**-SCI Chief Storyteller/Business Development & Marketing Manager, **Kara Dieck**-SCI Building Jobs Program Manager, **Ron Stallcup**-Studer Family of Companies, Chief Content Officer.

Strategic Partnerships

Our partners have a great reach and great connections — and we'd like to utilize them. Whether it's Quint Studer himself, the Greater Pensacola Chamber of Commerce, the Pensacola Blue Wahoos, CivicCon, 850 Magazine, or the Bodacious Shops, we plan to utilize our partners to help share information and spread the word. We will also tap into the influence of our speakers and sponsors to appeal to people in their orbit. We hope to gain at least 75 registrations total from the help of our partners.

Overall Ticket Goals

**EntreCon® is a ticketed event with All-Access 2-day passes ranging from $249-$499, depending on the purchase date.* In 2024, we have an overall ticket goal of 500 attendees, and $68,000 in revenue.



Quarterly Sales Goals Breakdown

Tickets Sold and Revenue as of 6/1/2024: 38 tickets, $8,121.17

Conference Year	Tickets on June 30	Revenue on June 30
EntreCon 2018	75	$19,731
EntreCon 2019	105	$25,772
EntreCon 2020	60	$8,302
EntreCon 2021	182	$17,310
EntreCon 2022	103	$16,974
EntreCon 2023	38	$12, 256
EntreCon 2024 Goal: 100		**Rev. Goal: $28,000**

Conference Year	Tickets on Sept. 30	Revenue on Sept. 30
EntreCon 2018	186	$40,289
EntreCon 2019	201	$38,745
EntreCon 2020	79	$10,298
EntreCon 2021	257	$26,253
EntreCon 2022	244	$27,018
EntreCon 2023	217	$32,056
EntreCon 2024 Goal: 250		**Rev. Goal: $40,000**

Conference Year	Tickets on Oct. 31	Revenue on Oct. 31
EntreCon 2018	339	$51,037
EntreCon 2019	411	$69,168
EntreCon 2020	217	$17,172
EntreCon 2021	408	$56,540
EntreCon 2022	378	$47,611
EntreCon 2023	237	$52,154
EntreCon 2024 Goal: 385		**Rev. Goal: $60,000**

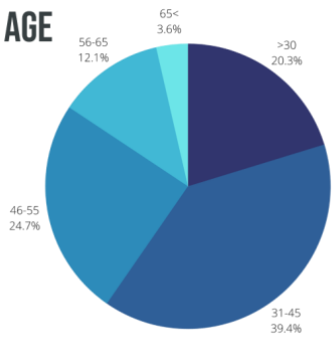
Conference Year	Tickets Total	Revenue Total
EntreCon 2018	471	$66,682
EntreCon 2019	505	$88,324
EntreCon 2020	517	$27,575
EntreCon 2021	513	$74,981
EntreCon 2022	526	$61,277
EntreCon 2023	378	$52,154
EntreCon 2024 Goal: 500		**Rev. Goal: $68,000**

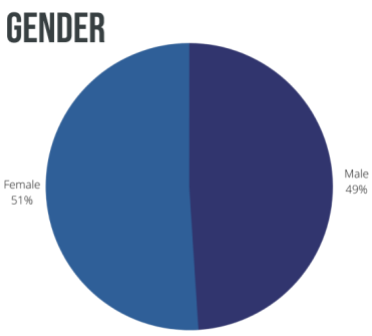
ATTENDEE DATA AND ANALYSIS

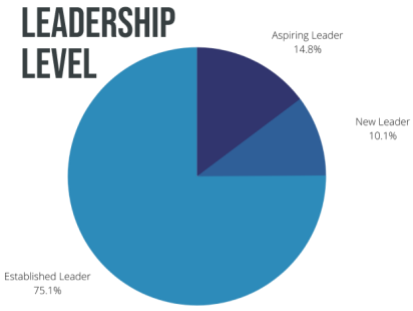
Attendee Demographics

Whether you're an aspiring or established leader, EntreCon® is here to help you be the best version of yourself and prepare you for the workforce of the future. Typical attendees look like:

- Adults ages 25 – 55
- Established, mid-level leaders and/or business owners
- Slight female majority, but targeting both males and females
- Across all industries





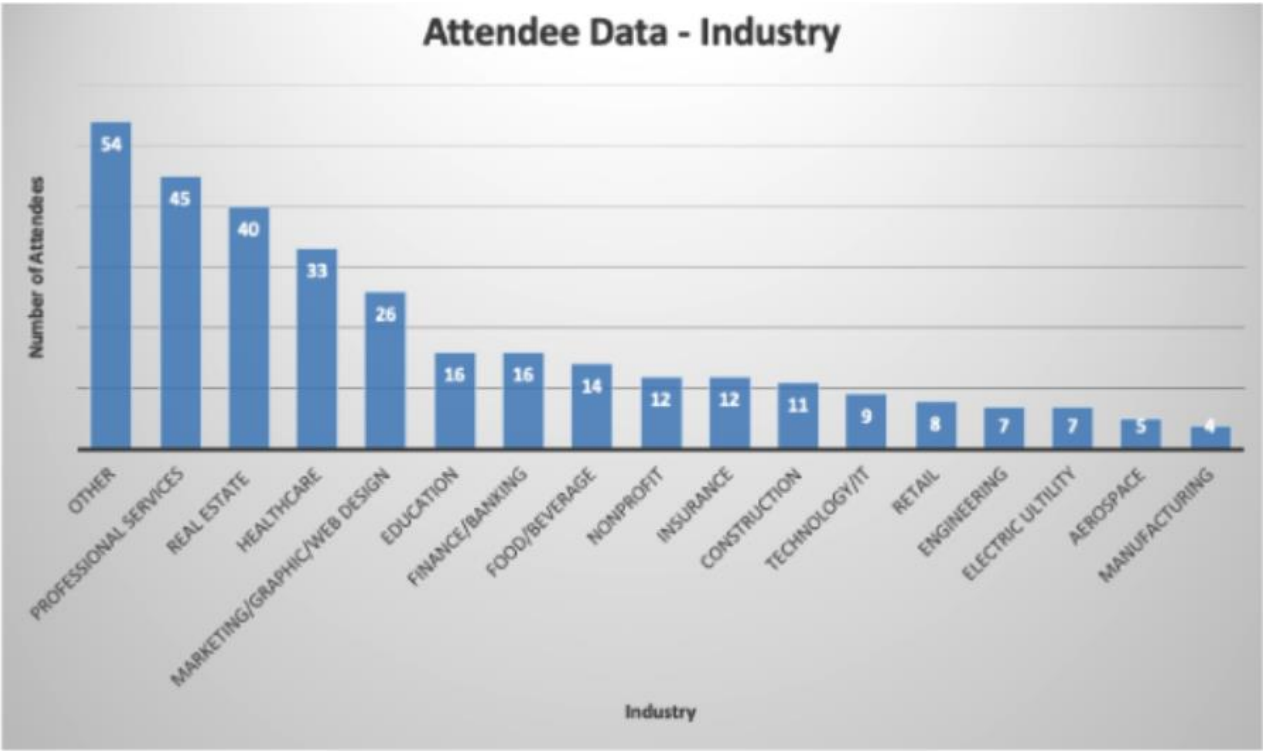


Please see previous year Post Event Report for more demographic information:

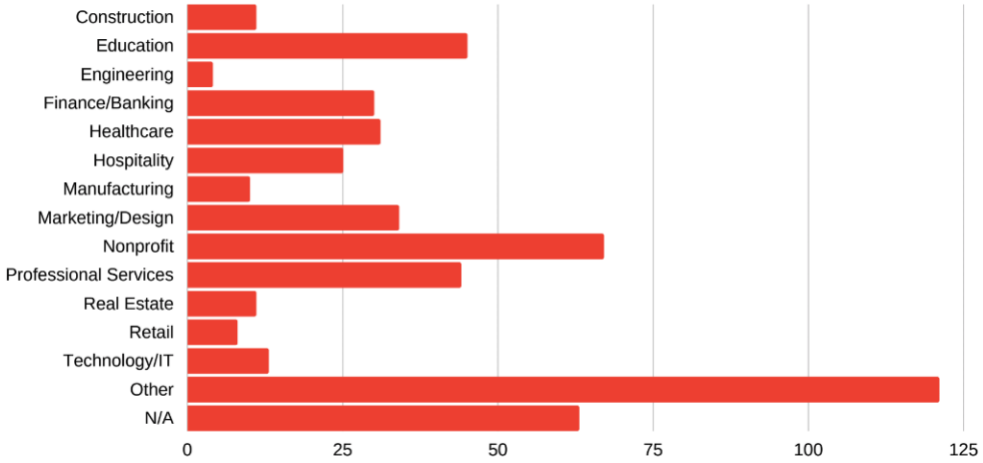
- * EntreCon® 2023 Post Event Report

Attendee Industries

The unique piece of EntreCon® is that it's a non-industry specific conference, meaning we have a variety of different leaders in attendance. As you'll see in the data from 2023 (chart below), the top three industries included Professional Services, Real Estate, and Healthcare. 11 different industries had at least 10 attendees and the widely encompassing 'other' category actually had the largest tally with 54. In 2024, we'll continue to target a wide range of industries.



As another example, 2020 attendee data shows a different variety mix of industries with non-profit and education as the top attendees:



SWOT Analysis

As EntreCon®'s marketing team, we want to help the brand lean into what it does well, improve what it doesn't, capitalize on what it can do, and defend against what could challenge it. With that in mind, here is our SWOT analysis from 2023 that we continue to implement changes for in 2024:

Strengths	Weaknesses	Opportunities	Threats
What we're good at. What's working. What our customers like about us.	What we want to strengthen. What we want to become more efficient at.	What we think we'll be good at. What will be our difference-maker.	What we think could hinder our growth.
— Recognized locally, aligned with excellence *— Talent, dedicated team members and volunteers.* *— Mission-driven, agile* *—Returning supporters, both sponsors and attendees*	*— Not enough team members* *— More strategic* *— Utilizing partnerships and connections* *— Reach outside locations for marketing (draw even more people to downtown Pensacola)*	*— Further reach / reach outside attendees from last year* *— Continue to be connected to high-caliber speakers* *— Higher caliber speakers*	*— Not enough team members* *— Funding* *— Location – outgrow space, logistics, branding* *— Limited local Infrastructure* *— Limited Marketing and Operations Budget*

Competitive Analysis

**EntreCon® is a unique event to Escambia County's current offerings. As you'll see in the events listed below, each have a very specific purpose (technology, women in leadership, economic development), while EntreCon® covers all these things and more.* That said, we do expect slight competition with the following organizations/events:

- UWF Women in Leadership Conference
- Powerful Women of the Gulf Coast Pursue Your Passion Conference
- iTen Wired
- Gulf Power Economic Symposium







While most of our attendees from the first few years were local, EntreCon® continues to expand further with the goal of becoming a regional, and someday national, conference. In 2022, the out of area cities that had the most attendees were:

- *Beliot, WI (16 attendees)*
- *Tallahassee, FL (9 attendees)*
- *Jacksonville, FL (7 attendees)*
- *Southport, FL (4 attendees)*
- *Janesville, WI (3 attendees)*
- *Winchester, VA (2 attendees)*

Buyer Personas

Within our target market(s), we've identified the following buyer personas to represent our ideal customers:



Buyer Persona: Jennifer

Jennifer is 52 years old. She works as an HR manager for a living and spends her free time volunteering for the Pensacola community and loves her two dogs. She is always looking to recruit new talent. Ultimately, Jennifer wants to have her company be seen as an "employer of choice" and is constantly looking for opportunities to network and find credible hiring opportunities and to align their business with the excellence.



Buyer Persona: Josh

Josh is 39 years old. He owns a small local company for a living and spends his free time hanging out with his wife and two children. While business is going okay, Josh is exhausted and feeling a little burnt out from his work — he's looking for something that will provide him both renewal and refreshment, and a newfound spark of motivation. Ultimately, Josh wants to network with other leaders experiencing his same challenges and find real-life support and tools he can use to fall back in love with his work and inspire those who work for him.



Buyer Persona: Jada

Jada is 44 years old. She works in a large organization in a large outside city at the senior leadership level for a living. She spends her free time doing yoga and spending time with her husband and friends. She believes self-learning and enrichment are a priority for her company. Ultimately, Jada wants to secure professional development opportunities for employees to encourage them to grow and gain tools to help them be the most successful leaders they can be.

*Driving Tourism in Downtown Pensacola

Most of Pensacola's tourism and events take place during the summer, which is why EntreCon® happens each year during *"Shoulder Season,"* a time of year that is less busy for tourism.

For both attendees and speakers residing outside of Florida, the idea of traveling to Pensacola during the chilly month of November is very enticing. In addition, we find that we have less competition putting on an event in the fall.

While the event is not solely tourism focused, *it is community focused*. During the conference, we hope to show those outside of our community what Pensacola is doing and inspire them to bring those tactics and ideas back to their own communities and workplaces. One Acadiana (Regional Economic Development in the Lafayette, LA area) previously sent attendees to EntreCon, and also brought a contingent of 60 leaders to Pensacola for the "Leadership Exchange" event in 2022 where they sought to learn about, with plans to emulate, SCI programs that have improved the community, including EntreCon®.

In 2023 we secured three lodging partners and are in the process of securing multiple partners for this year, including the three shown below. Our average night stay is 2-3 nights, with speakers and attendees checking in on Tuesday before the conference begins, and leaving Friday after the conference ends.

HOLIDAY INN EXPRESS DOWNTOWN



101 E MAIN ST
PENSACOLA, FL 32502
SPECIAL RATE $229

OYSTER BAY BOUTIQUE HOTEL



400 BAYFRONT PARKWAY
PENSACOLA, FL 32502
SPECIAL RATE $350

COURTYARD BY MARRIOT DOWNTOWN



700 E CHASE ST
PENSACOLA, FL 32502
SPECIAL RATE $183

CONTENT STRATEGY

Q1: JANUARY 1 – MARCH 31, 2024 (NURTURE)

RETURNING ATTENDEES + SUPER EARLY BIRD TICKET SALES

The main initiatives being pushed in Q1 include securing ticketholders from last year's event by nurturing them and our relationship with them. The goal is to remind them and celebrate last year's success and encourage them to lock in the lowest pricing of the year now and early.

We'll share:

- *2023 Sizzle Reel on social and e-blasts*
- *Which sponsors are renewing and why*
- *Why attendees are re-signing up*

Q2: APRIL 1 – JUNE 30, 2024 (ENGAGE)

EARLY BIRD TICKET SALES

In Q2, we'll work closely with our partners at Red Iron Design to create captivating videos that share speakers, attendee success stories and overall awareness for the event to engage prospective buyers and sponsors. The goal is to intrigue attendees and build excitement surrounding EntreCon® 2024.

We'll share:

- *Why from past attendees of EntreCon®*
- *Why behind the theme of "Discover Your Potential"*
- *Benefits of traveling to Pensacola during "Shoulder Season"*
- *Things to do while you're here for EntreCon®*
- *Why from sponsors of EntreCon®*
- *Economic impact of a conference*

Q3: JULY 1 – SEPTEMBER 30, 2024 (CALL TO ACTION)

GENERAL TICKET SALES

Q3 is generally the time when most people decide it's time to invest in their EntreCon® pass. During this time, our strategy will be to identify business leader problems, and offer them solutions, mainly through the speakers and content being presented.

We'll share:

- *Introduce keynote speakers (6) — tie back to leader problem, how their session offers a solution*
- *Hybrid setup (in-person and virtual) — tie back to leader problem, how this offers a solution*
- *Introduce highlighted track speakers — tie back to leader problem, how their session offers a solution*

Q4: OCTOBER 1 – DECEMBER 31, 2024 (CELEBRATE)

ATTENDEE INFORMATION, LAST MINUTE TICKETS + EVENT FOLLOW-UP

By the time Q4 rolls around, most people have already registered for the conference. We spend this time informing people of all the conference benefits, and our marketing strategy includes celebrating the people, the connections and the accomplishments made at the event! The purpose of this is to engage *prospective ticket buyers/attendees by sharing connectivity and interactive fun.*

We'll share:

- *Connection/Fun –benefits of being in downtown Pensacola/Traveling here (all our city has to offer in addition to the conference).*
- *Celebration of event speakers and the impact of their message*
- *Celebrate Winners of the 2024 EntreCon® Awards*
- *Celebrate and thank speakers, sponsors, attendees*
- *Best take away from attendees, sponsors*

MARKETING CHANNELS AND DETAILED PLANS

Over the course of 2024, we will launch/ramp up our use of the following channels for educating our customers, generating attendees, and developing brand awareness:

	PRESS RELEASES, WEBSITE, NEWSLETTERS AND ARTICLES • **Website (www.EntreConPensacola.com)** **Action Item:** Update All Content by July 30, 2023 • **Website Story/Article: Sponsor Highlight and Whys** **Market:** SCI Website and Newsletter Readers, Local Pulse Pensacola (Popular local news website) **Content:** Story covering a few of EntreCon®'s major repeat sponsors on why they continue to support the event and a highlight story from their favorite conference year or a big win/ah-ha moment from the conference. **Date:** Publish by July 30, 2024 • **Website Story/Article: How to Ask Your Boss** **Market:** SCI Website and Newsletter Readers **Content:** A breakdown of how to ask your boss to attend training and conference, includes an easy-to-use template for readers to copy and paste. **Date:** Publish by August 30, 2024 • **Website Story/Article: Should You Attend?** **Market:** SCI Website and Newsletter Readers, Local Pulse Pensacola **Content:** This article will share what makes EntreCon® different, and gather some stories from previous attendees of different industries and roles to share how the conference benefited them. **Date:** Publish by September 15, 2024 • **Press Release: EntreCon® 2024: Discover Your Potential** **Market:** Local and Outside Market News Sources including Local Pulse Pensacola **Content:** Releasing information about 10th year conference, the theme for this year and why it's important for business leaders and entrepreneurs to attend. **Date:** Submit to Press List by August 30, 2024 • **Press Release: Keynote Speaker Announcements** **Market:** Local and Outside Market News Sources, including Local Pulse Pensacola

	Content: Releasing keynote speaker information and credentials. **Date:** Submit to Press List by September 30, 2024 • **Press Release: EntreCon® 2024: Discover Your Potential** **Market:** Local and Outside Market News Sources, including Local Pulse Pensacola **Content:** Releasing breakout session information, fun extras being offered to attendees this year and last chance to register. **Date:** Submit to Press List by October 30, 2024 • **Email Campaigns (Organic):** **Market:** SCI 13,000+ Constant Contact List **Frequency:** Weekly Beginning June 26, 2024 **Call to Action Buttons:** Learn More and Register **Content:** ○ June 26 — Discover Your Potential Theme ○ July 3 — Highlight 10th year milestone ○ July 10 — Speaker All Call ○ July 17 — Keynote Speaker Announcements ○ July 24 — Awards Open ○ July 31 — Sponsor Highlights and Whys Article ○ August 7 — Breakout Session Announcements ○ August 14 — Highlight Video ○ August 21 — Benefits of Pensacola in the Fall ○ August 28 — How to Ask Your Boss Article ○ September 4 — Breakout Session Announcements ○ September 11 — Benefits of Attending as a Team ○ September 18 — Last Chance Awards Applications ○ September 25 — Pass Options ○ October 2 — Benefits of Visiting Pensacola in the Fall ○ October 9 — Breakout Session Announcements ○ October 16 — New and Exciting Things ○ October 23 — Ticket Update/One-Day Pass Release ○ October 30 — Speaker highlights ○ November 6 —Time is Running Out/Last Chance
	PRINT ADS • **Magazine (InWeekly):** **Market:** Northwest Florida **Type:** Full-Page Color Print Ads **Total Number of Ads:** 10, Including: ○ (1) Last Chance Early Bird Ticket Sale Promotion on June 24, 2024 ○ (1) 2023 EntreCon® Awards on August 12, 2024 ○ (6) posts highlighting keynote speakers between June-October ○ (1) Speaker/Session Lineup Promotion October 14, 2024

	• **Magazine (850 Magazine):** **Market:** Northwest Florida **Type:** Full-Page Color Print Ads ○ (1) General Brand Awareness Promotion in Summer 2024 Issue ○ (1) Speaker/Session Lineup Promotion Fall 2024 Issue
	DIGITAL ADS. **Magazine (850 Magazine):** **Market:** Northwest Florida **Type:** Inclusion in 850.com page in the Fall 2024 issue of 850 Business Magazine **Magazine (InWeekly):** **Market:** Northwest Florida **Type:** Full-Page Color Print Ads **Total Number of Ads: 10**
	SOCIAL *We are certain we can directly reach and target most of Visit Pensacola's key origin markets. Facebook/Instagram and LinkedIn will be the targeted platforms. Using these platforms allows us access to the specific analytics on our advertising costs. We will be able to access the "reach" data and compare that directly to sales for our marketing. The online ticket sales will collect information for each ticket purchaser that we can use to further market, and further reach outside of this event. We will also leverage our partnership with Local Pulse Pensacola (Lisa Long Lyter is co-founder) and their very popular social media pages. Locus Pulse will be making many posts and reposts regarding EntreCon®.*
	• **Facebook Content Management (Paid, Red Iron Design):** **Content:** Content and Storytelling on EntreCon® Facebook Page (goal to increase followers and drive engagement). When interested people are looking at EntreCon®, they'll see our content is fresh and inviting. **Run Schedule:** August 1 – November 15, 2024 • **Facebook Boosted Posts (Paid, Internal):** **Content:** Boost from Red Iron Design receiving a lot of engagement to reach even further to further away target markets **Target Audience:** C-Suite, Owners, Founders, Senior Leadership, HR Managers, Managers, Supervisors, Ages 25-55 in Pensacola, FL, New Orleans, LA, Lafayette, LA, Baton Rouge, LA, Atlanta, GA and Birmingham, AL, Tallahassee, FL, Tampa, FL and Orlando, FL. **Run Schedule:** August 1 – November 15, 2024 **$50 x 5 boosted posts = $250** • **850 Magazine:** **Content: Two Facebook Posts, Two Instagram Posts, and Two LinkedIn Posts on 850**

	Social Pages in October and December (post-event recap)

	OTHER
	• **Radio:** In-Kind Airtime, Periodic appearances on WCOA radio-Real News With Rick Outzen show, as well as other local radio stations.
	• **TV:** EntreCon promotion show on BLAB-TV featuring sponsors and speakers
	• **College Campus Sharing**: We offer student discounts and have UWF/PSC do some partnering media blasts to their students to encourage local participation as well.
	• **Flyers**
	• **Staff Email Signature**
	• **Facebook Event Page**
	• **TV Displays** – Bodacious Shops, Bodacious Bookstore and SCI Building
	• **Video Board** at Wahoos Stadium
	• **Online Event Listings**
	  ○ Eventbrite (searchable)
	  ○ Visit Pensacola
	  ○ 850 Business Magazine
	  ○ Greater Pensacola Chamber

THANK YOU

Thank You for Your Consideration!

For any questions regarding EntreCon® or the marketing plan above, please contact our team directly using the following contact information:

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Chief Storyteller/Business Development & Marketing Manager
850.723.9112
snissim@studeri.org

STUDER COMMUNITY INSTITUTE

ENTRECON®

Business & Leadership Conference

Discover Your
POTENTIAL

CELEBRATING A DECADE OF GROWTH, WITH A LIFETIME OF POSSIBILITIES

2-FULL DAYS

KEYNOTE SESSIONS
BREAKOUT SESSIONS
NETWORKING EVENT
LUNCH AND LEARNS

NOVEMBER 13 & 14, 2024

Hear from these speakers & more:



Dr. Cedric Alexander
CEO of CL Alexander Consulting



Tiffany Pham
Founder and CEO of MOGUL



Doug Bizerra
Owner/Operator Chick-Fil-A Bayou



Becki Leonard
Managing Consultant, LandrumHR

PRESENTED BY:

PENSACOLA International Airport

AWARDS PRESENTED BY:

COX BUSINESS

For questions, please contact Kara Dieck at kdieck@studeri.org.
Studer Community Institute is a tax-exempt 501(c)(3) non profit organization

STUDER COMMUNITY INSTITUTE

ENTRECON®

BUSINESS & LEADERSHIP CONFERENCE

Discover Your POTENTIAL

CELEBRATING A DECADE OF GROWTH, WITH A LIFETIME OF POSSIBILITIES

2-FULL DAYS

KEYNOTE SESSIONS
BREAKOUT SESSIONS
NETWORKING EVENT
LUNCH AND LEARNS

NOVEMBER 13 & 14, 2024

PRESENTED BY: PENSACOLA International Airport

AWARDS PRESENTED BY: COX BUSINESS

For questions, please contact Kara Dieck at kdieck@studeri.org. Studer Community Institute is a tax-exempt 501(c)(3) non profit organization

Form **W-9**
(Rev. December 2014)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Print or type
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Red Iron Enterprises,LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:
☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☒ S Corporation ☐ Partnership ☐ Trust/estate
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶
Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any)
Exemption from FATCA reporting code (if any)
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)
6231 North W Street, Suite 10

6 City, state, and ZIP code
Pensacola, Florida 32505

Requester's name and address (optional)
Studer Community Institute
220 W Garden St #100
Pensacola, FL 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number
☐☐☐ - ☐☐ - ☐☐☐☐

or

Employer identification number
26 - 2238036

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here | **Signature of U.S. person ▶** | **Date ▶** 11/0192019

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at *www.irs.gov/fw9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

STUDER COMMUNITY INSTITUTE

ENTRECON®

POST-EVENT MARKETING REPORT

Discover Your

POTENTIAL

Celebrating a decade of growth, with a lifetime of possibilities

NOVEMBER 13 -14, 2024

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THANK YOU TO OUR SPONSORS

EntreCon® wouldn't be possible without the support of our sponsors. Your generosity helps build better jobs, better lives and a better community that we can all be proud of. Thank you.

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WARREN AVERETT

IN-KIND + MEDIA SPONSORS

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ABOUT ENTRECON® 2024

Studer Community Institute's mission is to improve the quality of life in our community. By helping businesses improve their organizations and the skillsets of their workforce, we are also helping business grow jobs and retain top talent.

EntreCon® started as a two-day conference for entrepreneurs in 2015. SCI founder Quint Studer had the vision to bring a high-end conference for business owners at an affordable price to the Gulf Coast. It didn't seem right that a small business owner had to travel to big cities like Atlanta or New York to be inspired by fresh ideas and learn the latest tactics and strategies for success, so we brought it to Pensacola.



Over the last ten years, the community has transformed EntreCon® into a conference for not just entrepreneurs, but for business leaders and employees alike. Over 400 entrepreneurs and business professionals registered for EntreCon® 2024, the conference's tenth year. This conference provided attendees with a front-row seat to both local and national speakers, practical knowledge and tools, and first-class networking within our community.

EntreCon® was held Nov. 13 – 14, 2024 at the Pensacola Little Theatre, where six keynote sessions were featured. Multiple breakout sessions took place across the Pensacola Little Theatre, 5eleven Palafox and Voices of Pensacola.

WHAT WE HEARD

Jesse: Greatly appreciate being here. Wonderful speakers. I look forward to next year

Melanie: I learned so much. Thank you!

Vanesa: Phenomenal and Engaging! Loved it and love the passion.



Niki: valuable information

Marianne: Excellent – loved the experiences told.

EVENT DATA

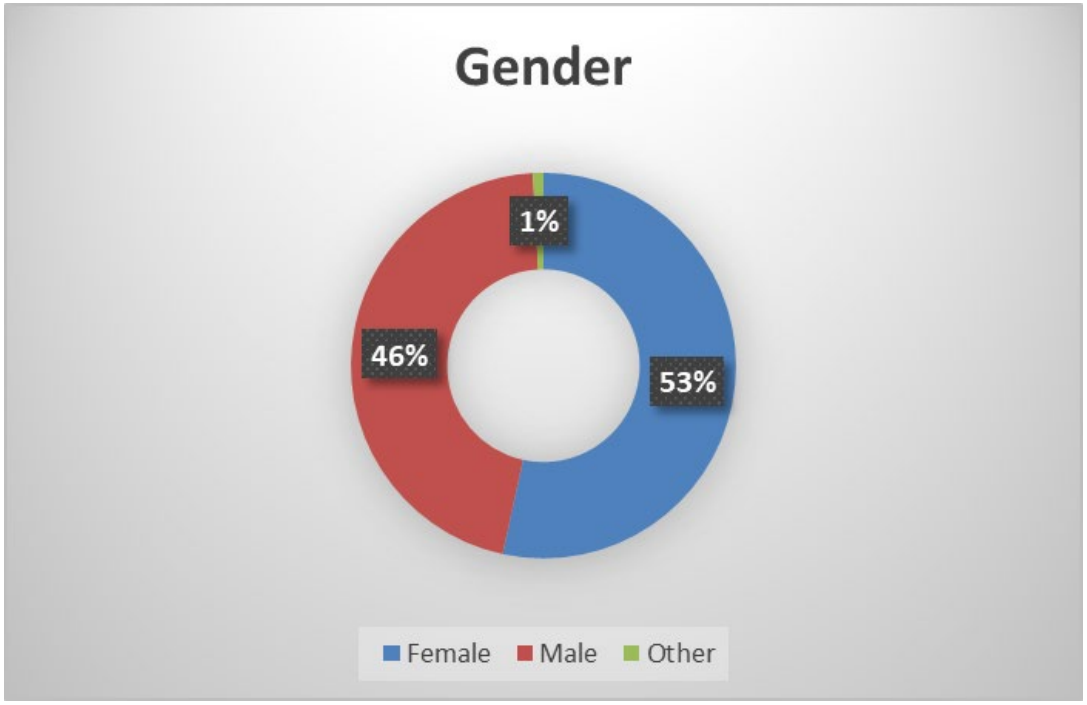
- 2 Days
- 6 Keynote Speakers
- 25 Breakout Session Speakers
- 3 Venues
- 450+ Attendees
- 80 Volunteers
- Ticket Sales over $53,000





ATTENDEE DATA

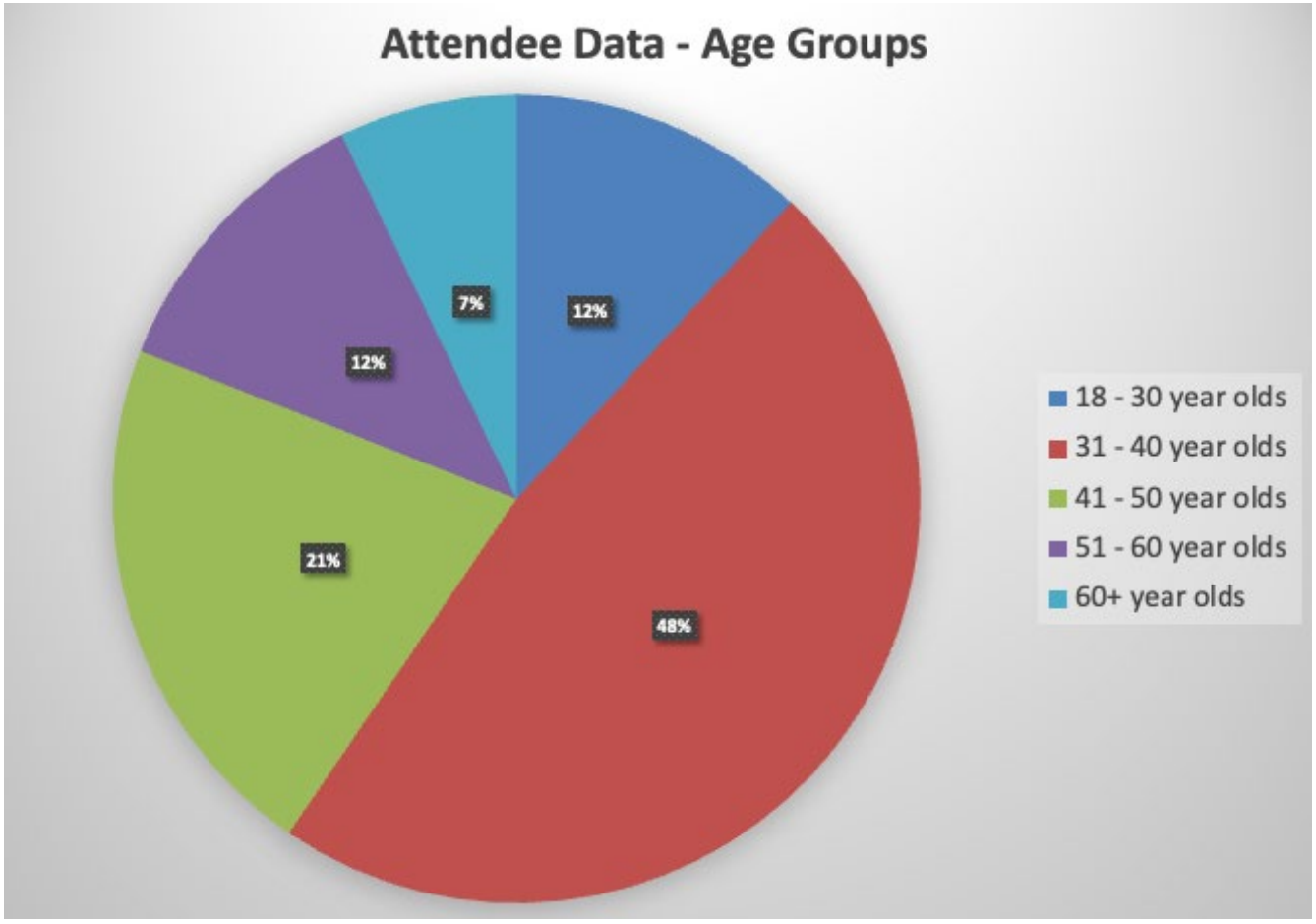
Demographic Data - Gender



Total Respondents:	455
Female	243
Male	208
Other	4

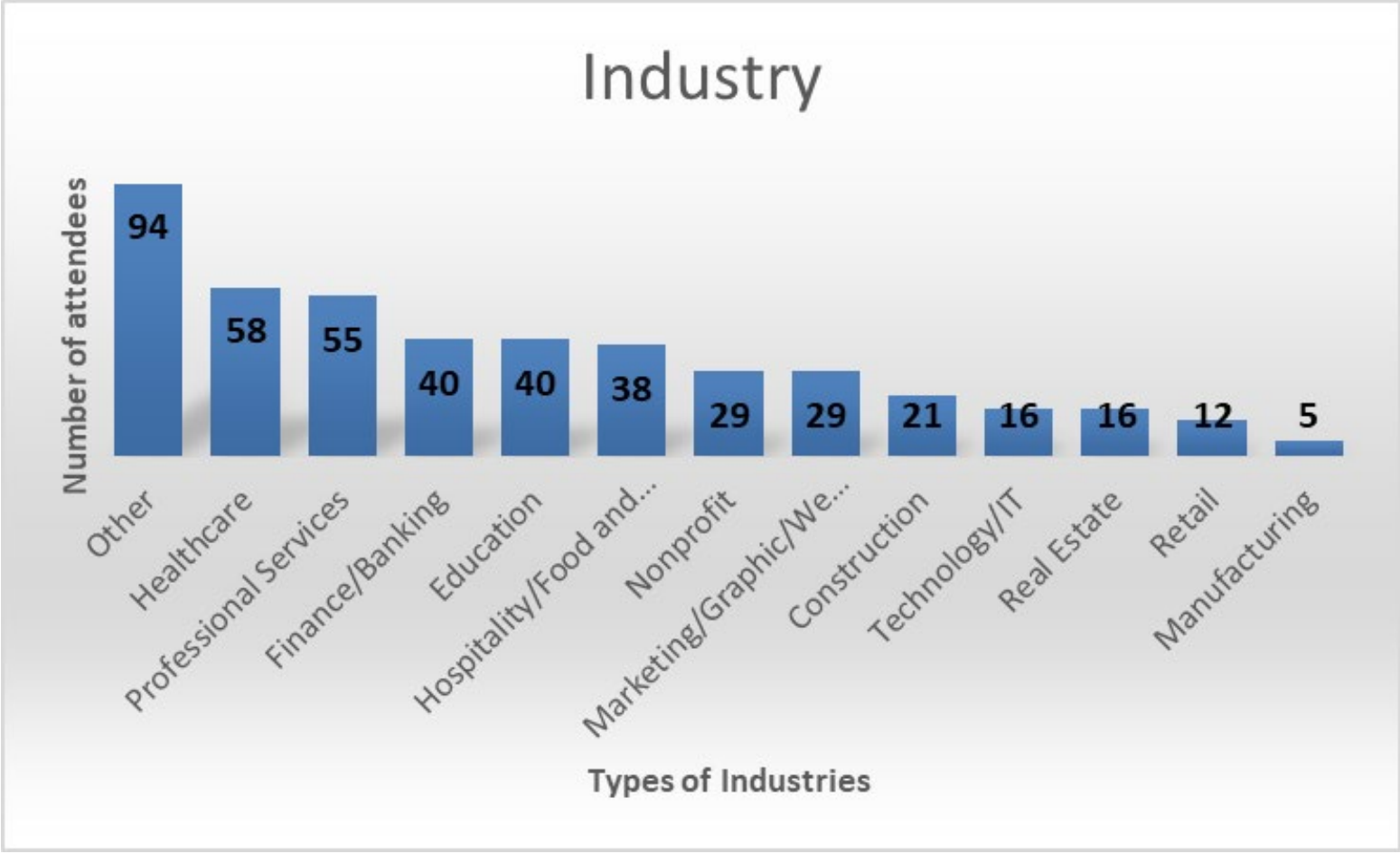
ATTENDEE DATA

Demographic Data - Age Groups



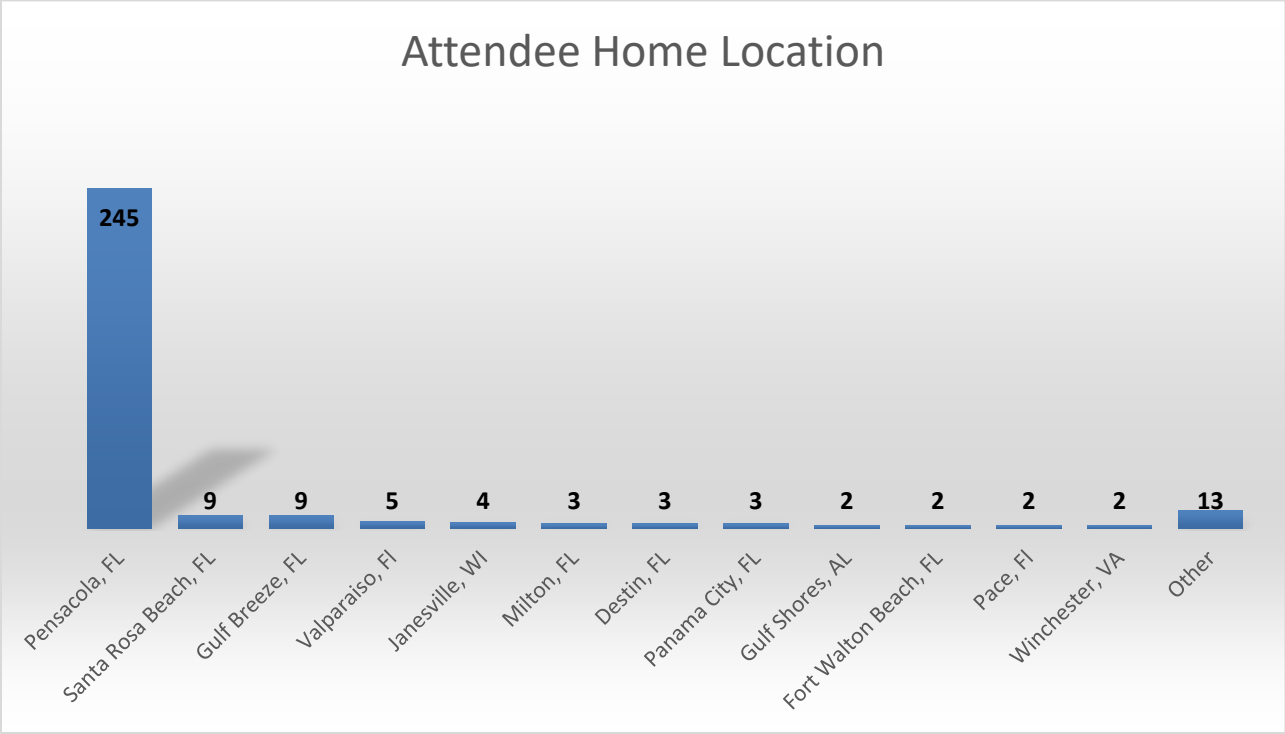
ATTENDEE DATA

Attendee Data - Industry



ATTENDEE DATA

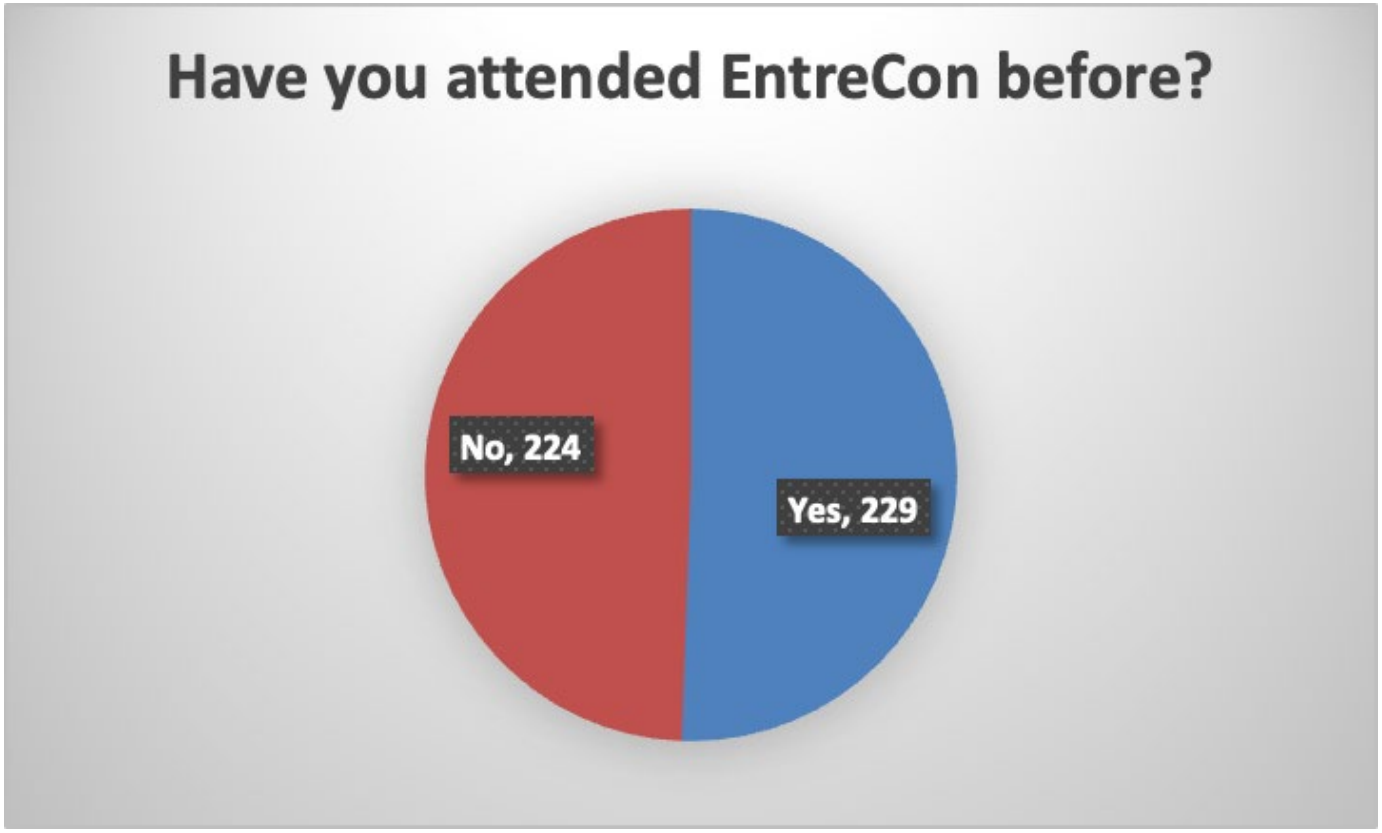
Demographic Data - Where did our attendees travel from?



Other includes Harriman, TN; Crestview, FL; New Orleans, LA; Fitchburg, MA; Navarre, FL; Orange Beach, AL; Clemson, AL; Conshohocken, PA; Tuscaloosa, AL; Greer, SC; Fort Collins, CO; Mobile, AL

ATTENDEE DATA

Demographic Data - How many new attendees?



ATTENDEE SURVEY

Speakers- Ratings

Speaker	Avg. Rating Out of 5
Dr. Justine Roper - Community Track	5.0
Jeremy Ruffin - Community Track	5.0
Captain Tim Kinsella - Leadership Track	5.0
Doug Bizerra and Bert Thornton - Lunch 'n Learn	5.0
Kristie Tobias - Leadership Track	4.9
Tim Bolduc - Leadership Track	4.9
Danny Bader - Keynote	4.9
Julie Weber - Keynote	4.9
Quint Studer - Keynote	4.8
Tabitha Christopher - Community Track	4.8
Dr. Cedric Alexander - Keynote	4.7
Becki Leonard - Leadership Track	4.7
Luke Infinger and Harrison Bagdan - Entrepreneurship Track	4.7
Quinn Breaux, Jessica & Kim Wolford, Mike Ellicot, and Sid Williams-Heath - Community Track	4.6
Johnny McGregor - Lunch 'n Learn	4.5
James Hosman, Bob Anderson, and Joseph McNair - Entrepreneurship Track	4.5
Bill Yarbrough - Entrepreneurship Track	4.5
Dr. Sunil Gupta - Keynote	4.4
Tiffany Pham - Keynote	4.2
Lloyd Reshard, Andrya Allen, William Masih, and Kevin Scott - Entrepreneurship Track	3.7

ATTENDEE SURVEY

Day 1

- Average rating out of 10: 9.6



Day 2

- Average rating out of 10: 9.3

Overall Conference

- Average rating out of 10: 9.5

LOCATION & VENUE

Pensacola Little Theatre – Main Location
- Keynotes
- Leadership Track



5eleven Palafox
- Entrepreneurship & Business Growth Track

Voices of Pensacola
- Lunch & Learn Sessions
- Community Track

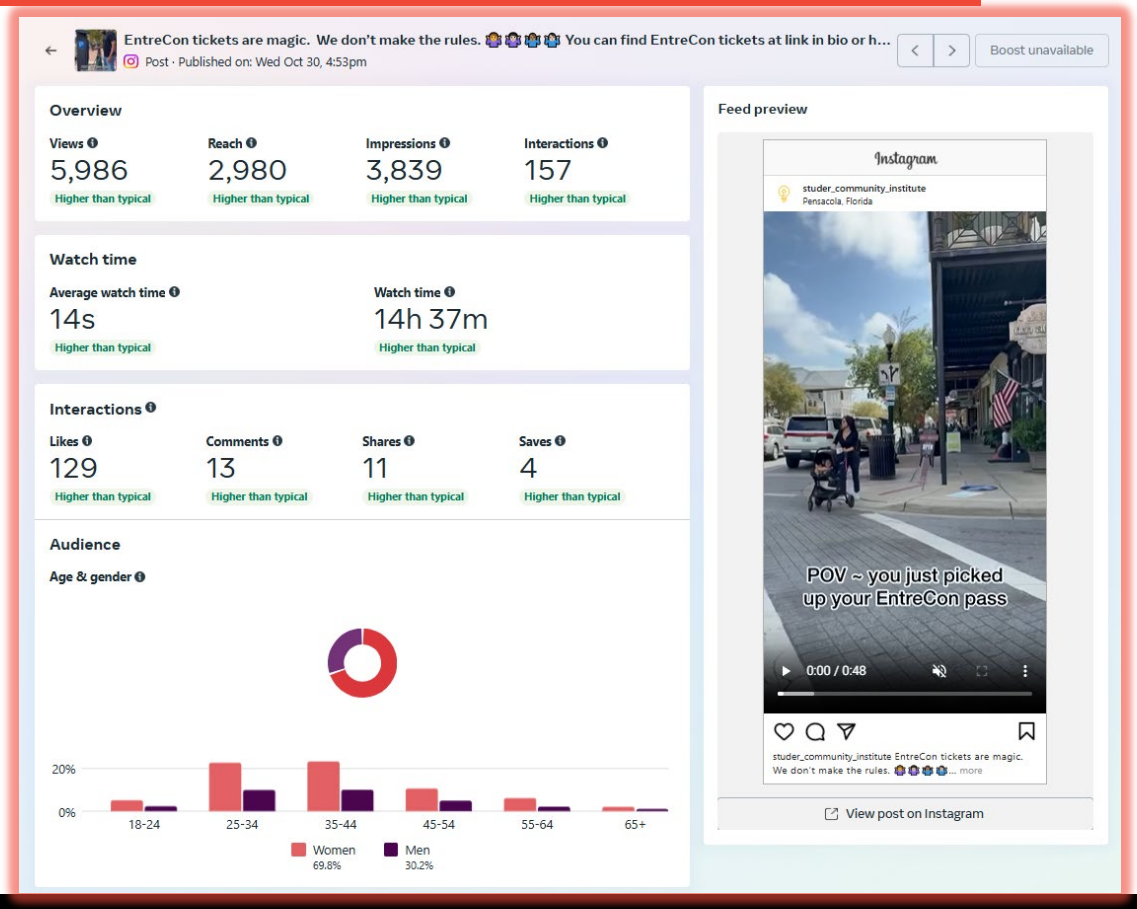
MARKETING & PROMOTIONS

- Funding granted by Visit Pensacola
  - $15,000
  - $11,250 designated to out of area marketing campaigns with their vendor
  - Red Iron social media hired for local EntreCon promotions via Facebook
- Radio interview w/ Fox Sports News
- TV segment: Sonshine's Corner October 29, 2024
- 850 Magazine article
- Pensacola News Journal

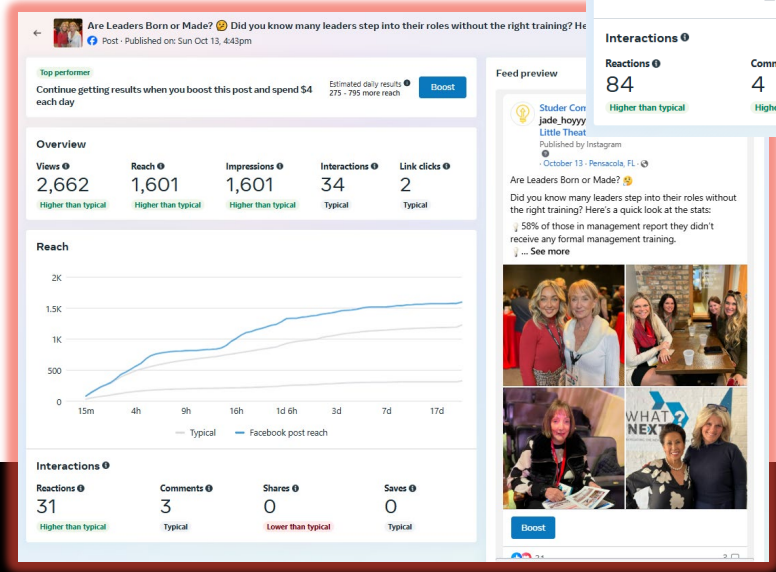


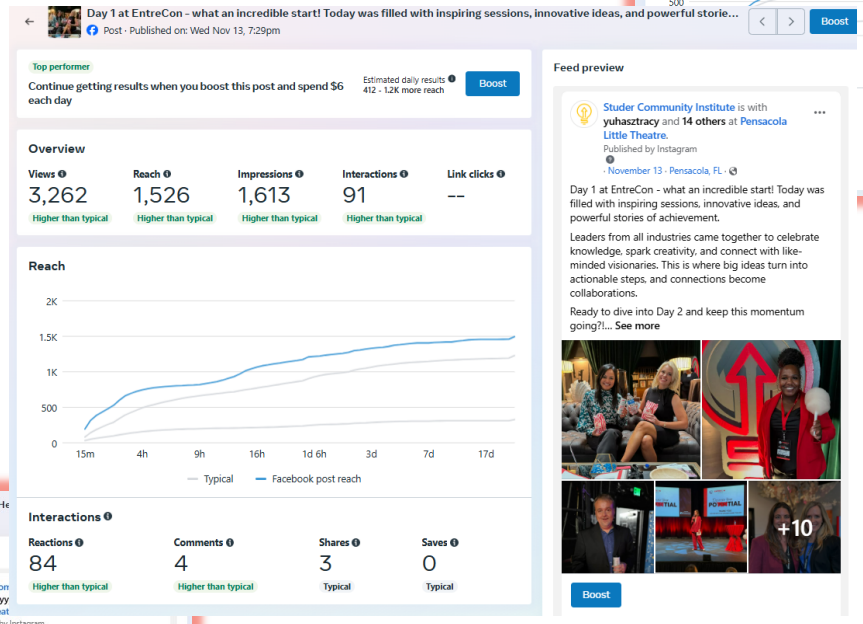
SOCIAL MEDIA

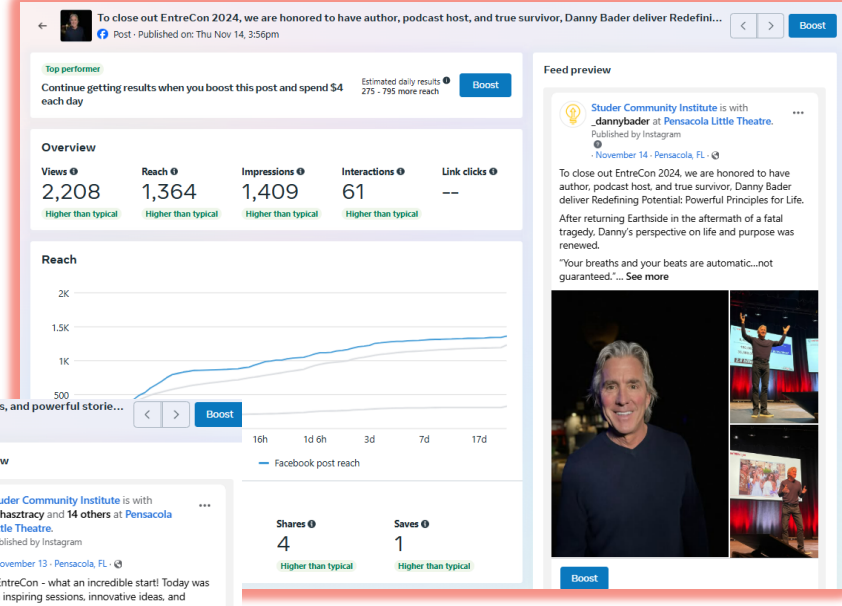
Instagram Post 10/30/24: EntreCon tickets are magic.…



SOCIAL MEDIA







Print Ad – EntreCon® Awards

850 Magazine

DISCOVERING POTENTIAL

EntreCon 2024 Celebrates Leadership and Community Growth

BY SPONSOR NOVEMBER 26, 2024





Print Ad:

Pensacola News Journal

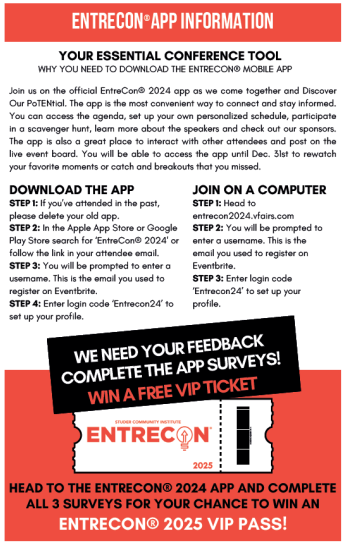
Pre-Event Promotion-November 2024



EVENT PROGRAM

Created by 3sixtymarketing









EVENT POSTERS

Displayed in PLT Main Lobby





STAFFING/VOLUNTEERS

- 4 full-time staff plus 1 intern
- 397 Volunteer hours
- 1 Volunteer hour = $33.49
  - $13,295.53
- 80 total volunteers via Volunteer Matters







FUTURE RECOMMENDATIONS

- Clear alignment to session titles
- Continue to organize event marketing strategy at least 10 months before event with program managers
- Begin digital ads campaigns at least 4 months before event
- Investigate better online/app host

STUDER COMMUNITY INSTITUTE

ENTRECON®

SCI TEAM MEMBERS:

Executive Director - Katie Ballard | Kballard@studeri.org

Building Jobs Program Manager - Kara Dieck | KDieck@studeri.org

Special Events Coordinator - Ashley Misleh | amisleh@stueri.org

Date &Communications Coordinator - Kim Martin | KMartin@studeri.org

Marketing Intern - Connor Russell

TOURISM EVENT / PROGRAM GRANT APPLICATION

3-25-2025

850.434.1234
800.874.1234

app:
visitpensacola.com/app

1401 E. Gregory St.
Pensacola, FL 32502

VisitPensacola.com

Visit Pensacola Grant Application

Organization name (must match W9):
Pensacola LGBT Film Festival

Contact Name:
Laynie Gibson

Title:
Board Vice President

Contact Phone:
6015628746

Email (Program Manager or Contact):
outreach@stampedfilmfestival.com

Address:
400 South Jefferson Street, Pensacola, FL 32502

Organization:
Non-profit, incorporated

Tax ID Number:
61-1730628

Amount Requested ($50K Max):
$50,000

Event/Experience Title:
Stamped LGBTQIA+ Film Festival

Event/Experience Time(s):
October 3, 2024 – 6-10pm
October 4, 2024 – 5-10pm
October 5, 2024 – 11am-10pm
October 6, 2024 – 11-3pm

Event Location:
The Clark Family Cultural Center, 400 South Jefferson Street, Pensacola, FL 32502

Event Website URL:
www.stampedfilmfest.com

Event Social Handles:
@stampedfilmfestival

Please provide to the committee your experience with running events:

Stamped LGBTQIA+ Film Festival highlights the artistic contributions both nationally and internationally of queer films and filmmakers and has been successfully hosting this vibrant experience for Pensacola for 12 years. As the audience continues to expand and the presence of celebrity guests continue to foster and grow the festival's quality of programming, we have ample experience executing this unique celebration of humankind inside of The Clark Family Cultural Center. More so, my team and myself have had the great pleasure of growing the festival tenfold from a once nomadic 2-day festival for 14 guests to the beacon of inclusivity and representation that has become the four-day festival experience at Stamped. The unique ability of film to transcend stereotypes and relate to the viewer opens the door to an engaging dialogue about the LGBTQIA+ experience, building a stronger and more open Pensacola, which is both beneficial to the local vibrancy and the attractiveness of our community's offerings, resulting in a driving force for cultural tourism. Because of the unique target audience of the festival, Stamped has a rich history of bringing in tourists from around the country to participate in the festival, and I have been there to run, evaluate, and expand each and every event.

Brief description of event/experience

Stamped LGBTQIA+ Film Festival is a vibrant 4-day festival unique to Escambia County that features internationally-acclaimed films showcasing the lived experiences of the queer community. The multi-day experience offers an array of activities beyond film, including playwriting seminars, acting/improv workshops, intro to filmmaking trainings, celebrity meet-and-greets and influencer talkbacks, and it culminates in a "Family Day" of programming with screenings and animations that are accessible to all ages. Family Day includes a variety of activities for children including painting, coloring, balloon art, story time, whimsical concession, and more while parents have an opportunity to speak with visiting queer families in a professional setting. In its 12th year, Stamped has become a beacon of inclusive, representative storytelling with unmatched programming in neighboring counties and boasting attendance comparable to larger market film festivals in Atlanta, Orlando, and New Orleans – none of which offer the engaging supplemental opportunities as provided in Pensacola. Stamped exists to educate our local community while attracting others to visit the vibrancy of our community.

Please Provide specific details on how 25% of the Visit Pensacola Grand funds will be spent on operations.

The festival's growth and success in attracting visitation is much in part to the recent incorporation of queer celebrity speakers and professionals headlining the festival. Operational funding will be used to secure the festival's keynote speaker, Jonathan Groff, which is the biggest marketing tool and draw for visitation for the 2024 festival. Jonathan Groff is a renowned actor and Broadway performer, originating the role King George in Hamilton both on stage and in film, voicing the role of Kristoff in Frozen, recurring roles in Glee and Doctor Who, starred in HBO's hit series Looking and Looking: The Movie, and starred in The Matrix Resurrection before producing the HBO documentary Spring Awakening: Those You've Known. Groff is a celebrated LGBTQIA+ activist and community speaker. Groff has the ability to cross multiple sectors in attracting visitors to Escambia County - from performers, actors, writers, the

queer community, activists, directors, producers, and anyone who has fallen in love with the heartthrob that is Jonathan Groff. While the funds are spent to secure the artist and thus are deemed "operational", this use of funding will be the single most strategic tool in drawing interest and participation from outside markets.

Please provide specific details on how Tourism Tax Dollars will be spent

In addition to securing the keynote celebrity guest to attract hundreds of out-of-town visitors, TDT funds will be spent on marketing the festival to those visitors to ensure the four-day vibrant experience exceeds in the ROI guaranteed from the investment by Visit Pensacola. The TDT dollars are spent to further grow the festival's brand to outside markets, providing expertise and marketing dollars to directly target the right people to visit the right event. From the digital buys, which remain the most quantifiable form of marketing, to the print advertisements and PR media hosting, Showcase is uniquely adept to take a thriving product and make it sing to outside markets, which is the exact purpose of TDT funding's usage to reinvest into itself.

Will this event take place with or without TDT dollars?

Yes, to an extent

Is this a new or repeat event/experience?

Repeat

If repeat, is this event format like previous years or different?

The event, while a continuation of a beloved staple of Pensacola's cultural climate, continues to grow and evolve each and every year. From the initial funding last granted to Stamped by VP in 2019, we have expanded the festival's supplemental programming, meaning more activities for more visitors to attract more spending inside Escambia County. The now four-day festival has expanded to serve more than 20% additional attendees than the 877 in 2019. Without TDT funding, the festival would technically still take place, but the programming would be scaled back tremendously, losing the draw for our DMO.

If repeat, please provide an event summary from previous years and/or an economic impact report:

- Based on research provided by Visit Pensacola at the 2019 festival, Stamped Film Festival attracted an estimated 877 attendees during its August 22nd – August 25th 2019 run.
- 28% of the attendees were visitors to the Pensacola Bay Area of whom all were aware of the event before visiting and 69% (9% of all attendees) came to visit the area specifically for the event.
- Word of mouth from family or friends was the primary source of awareness for this event, followed by social media.
- 19% of attendees spent the night in paid accommodations and stayed an average of 2.8 nights. Factoring in that 69% of attendees specifically came to visit because of this event, it is estimated than the 2019 Stamped Film Festival generated 61 room nights in Escambia County.

- On average, destination visitors attending the 2019 Stamped Film Festival spent $756.17 during their stay and resident parties spent an average of $70.02 in the course of attending the event.
- All together it is estimated that 2019 Stamped Film Festival event attendees spent $81,349 in Escambia County, with $62,065 of that spending in the County being aided by the event.
- In 2023, a total of 1,052 attendees participated in the festival.
- 41% of attendees were visitors to Pensacola of whom all were aware of the event before visiting and 72% came to visit specifically for the event.
- 27% of attendees spent the night in paid accommodation for an average of 3.1 nights.

Estimated Room Nights – Attendee

Day 1: 53
Day 2: 55
Day 3: 55
Day 4: 31

Estimated Room Nights - Vendor Rooms

Day 1: 7
Day 2: 9
Day 3: 9
Day 4: 4

Estimated Room Nights - Organizer Rooms

Day 1: 3
Day 2: 3
Day 3: 4
Day 4: 4

Estimated Room Nights - Artist Rooms

Day 1: 10
Day 2: 10
Day 3: 13
Day 4: 8

Total Estimated Room Nights:

278

Has Lodging Been Secured?

Yes

Lodging Provider:

Hyatt Place Pensacola Airport, Nikki Williams, Sales Director, $130.00/night
Sole Inn and Suites, Mark Bodiford, GM, $110.00/night

In-kind Support:

What in-kind support from the community and additional tourism driven partnerships will you work with to ensure cooperation and creation of longer stays in Escambia County? List partners and briefly describe these collaborative efforts. (Use additional sheet if necessary)

Stamped receives great in-kind support and sponsorship with many local community partners with proven track records of attracting visitors and extending their stay in Escambia County. The Clark Family Cultural Center offers Stamped in-kind usage of their reimagined hub of arts and culture to extend visitors stay within their public parlor Atrium for libations and visitation, use of their Gallery space to exhibit travelling queer art displays throughout the festival, and sneak-peak access to The Center's rooftop performance venue offering sweeping views of Pensacola Bay and Downtown Pensacola. Pensacola Little Theatre and Emerald Coast Writers offers in-kind services in improv workshops and playwriting seminars to draw in additional visitors inside their library, including tickets to their adjacent performances extending into the following week. Memorial Weekend Pensacola provides in-kind marketing opportunities during the Memorial Day celebration to directly target visitors within our target audience to continue their stay and revisit Escambia County. Cabaret bar offers discounts to festival attendees after hours to continue the celebration once the festival is done for the day. Stamped provides programming each November during Foo Foo Festival to continue marketing the festival's programming to LGBTQIA+ visitors, as well as monthly in-kind support by The Handlebar to promote Stamped upcoming festivities. Media trades and in-kind support is provided by Scarlett Magazine, Pensacola News Journal, Downtown Crowd, Emerald Coast Magazine, Gulf Breeze News, WUWF, and InWeekly.

Culinary in-kind partnerships include South Market, Khons on Palafox, The Wine Bar on Palafox, The Hummus Lady, Alcaniz Kitchen & Tap, Bluejay's Bakery, Bonelli's Café Italia, J's Bakery, Café, Dolce & Gelato Pensacola, Craft Bakery, Union Public House, Odd Colony, The Roundup, 86 Forks, Bodacious Shops, Café Single Fin, and more.

With what tourism related businesses or organization(s) will you coordinate and conduct the cooperative marketing efforts that will be supported by the grant award? List partners and briefly describe these collaborative efforts. (Use additional sheet if necessary)

One of the greatest aspects of hosting Pensacola's only LGBTQIA+ film festival and celebration of inclusion and diversity… is the partnerships.

Whether that partnership be in the form of the Red Ribbon Charitable Foundation, Pensacola Little Theatre, The Clark Family Cultural Center, Northwestern Mutual, Sunday's Child, Memorial Weekend Pensacola, Joshua Aaron Jones, The Perry Foundation, the Cabaret, Sole Inn and Suites, Gay Grassroots, OASIS Florida, Gulf Coast Drag Fest, Gulf Coast AIDS Healthcare Foundation, Pensacola PRIDE, and countless others, cross-promotion and partnership is the name of the game for Stamped. In addition to the marketing efforts locally for the festival, the sheer promotion and visibility attained from our business and organizational partners alone is at an all-time high.

All of these wonderfully-involved organizations contribute to the cooperative marketing efforts for our celebration experience. Now it's time to partner with Visit Pensacola to market to organizations yearning for this type of experience in surrounding areas and throughout the country. Stamped also hosts a series of vendors throughout the festival that promote the event locally. In 2022, the Escambia County Health Department reported their highest one-day quantity of blood tests in history as a vendor of the Stamped Film Festival.

Have you received TDT dollars from Escambia County (via BOCC, ACE, PSA or Visit Pensacola) in the past?

Yes

If yes, please complete the following:

2019, Stamped Film Festival, $7,340.00

The purpose of this event grant program is to encourage and support multi day reoccurring events with an emphasis on overnight lodging stays in the destination. What is the path for this event to be financially viable and generate income to offset expenses without future event grant support?

Over the past 4 years, the revenue from each festival has grown consistently over 40% annually – remembering that admission into the festival is complete free of charge, which is another characteristic unique to Escambia County in that the quality, industry-standard programming is completely free of charge. The largest sources of revenue attributing to this continual success include admission to ticketed celebrity meet-and-greets, talkbacks, and VIP receptions; sponsorships to expand the festival's programs; and attendance at fundraising events throughout the year beyond the festival solely because of an initial exposure over the four-day experience. Essentially – the louder our festival continues to become by offering supplemental opportunities to experience and engage with renowned visiting artists and queer professionals, the more fiscally successful the nonprofit becomes in reinvesting funds into future festival programming. With so few opportunities to support organizations with a mission and track record such as Stamped, the community continues to raise their support in raising funds to take Stamped from an all-volunteer organization to a soon-to-be staffed organization running programming throughout the year. In our final years of requesting TDT support, Stamped is groomed to grow beyond ourselves and offer opportunities for visitation to support TDT far beyond the regularly-scheduled four-day festival.

Does your organization's event proposed for TDT funding fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities? If so, in what way? How will this event benefit tourism in Escambia County? (Use additional sheet if necessary and refer back TDT Statue for definition)

Pensacola, nor the Southeast, have festivals comparable to the size and quality of this festival other than Atlanta, New Orleans, and Orlando – and even those lack the fully-encompassing fusion of audio, visual, and digital art paired with professional supplemental programming. Tourists from all around the country attend this multi-night festival, directly contributing to the TDT funds in Escambia County. The content of this festival fulfills a special void in Northwest Florida and enhances the overall local tourism annually. (Guests can come for the beach. They can stay for the culture. But this very specific niche of visitor has limited options on where to partake in queer programming to this extent, and Stamped is prepared to work alongside the natural attraction of Pensacola to secure those visitors in Escambia County rather than neighboring counties or states.

The Pensacola LGBTQIA+ Film Festival began in 2012 as a conduit to provide a vibrant and educational experience to the Gulf Coast region, specifically Pensacola, Florida. This festival focuses on queer lived experiences, with a goal of expanding the region's diversity, inclusion, and understanding of diverse identities. This mission is driven primarily by an annual film festival featuring short and feature-length documentaries and fiction films with LGBTQIA+ themes, directors, and actors. The number of participants has grown exponentially over the last six festivals. Within just a few moments of reflecting to last year's event, I'm easily reminded of visitors from Nashville, Atlanta, Miami, Mississippi, New York City, Boston, St. Louis, Chicago, New Orleans, Houston, and Vegas who were strictly visiting Pensacola for the film festival's unique experience. And as the quality begins impacting the quantity for the better, Stamped begins to become a driving force for tourism in Escambia County even more.

How Will You Measure the Success of Your Event/Experience? (Use additional sheet if necessary)

Stamped will measure the event's success by the number of guests in attendance – surveyed to dictate whether local or out-of-town –with a potential of accommodating over 2,000 guests. Because of the location and timings of our events, Stamped also deems the success of neighboring businesses impacted by our performances a valid return on investment, such as dinner, cocktails, or dessert at Jackson's Steakhouse, overnight guests to downtown hotels, or clothing purchased specifically for this event, such as in neighboring Don Alan's. Stamped also has the ability to collect survey data from participants post-attendance on an as-needed basis.

Through survey of attendees, Stamped will collect data to match the Economic Impact Report attached, including length/area of stay, reason for stay, zip code of residence, estimated expenses per stay, etc. Our goal is to showcase Pensacola as a vibrant and inclusive destination to further impact other TDT-funded initiatives by welcoming queer-program-seeking visitors their first taste of why they should continue to visit Pensacola.

I attended Grant Workshop:
Yes

APPLICANT:
I hereby certify that the information contained in this application is true and correct to the best of my knowledge and that I have read and understand the Policies and Procedures of the Visit Pensacola Event Grants Program and will abide by all legal, financial, and reporting requirements as a condition of receiving grant funds from Visit Pensacola.

Your Name:
Laynie Gibson

Your Organization:
Stamped Film Festival

Your Signature:



Date Picker:
6.5.2024

MISCELLANEOUS APPROPRIATIONS AGREEMENT
BETWEEN VISIT PENSACOLA, INC., & Pensacola LGBTQ Film Festival - Stamped
This Agreement is effective October 1, 2024

BETWEEN: **Visit Pensacola, Inc. (VP) Fiscal Agent**
1401 E. Gregory Street
Pensacola FL 32502

AND: **Pensacola LGBTQ Film Festival - Stamped (SFF)**
400 South Jefferson St.
Pensacola, FL 32502

Background

WHEREAS, the Board of County Commissioners of Escambia County, Florida is authorized under Section 125.0104, Florida Statutes, to perform those acts, including the expenditure of Local Option Tourist Development Act tax monies for, (1) the marketing of Escambia County Tourism, (2) to increase future Tourism Development Tax revenues, (3) to increase Local Optional Sales Tax revenue, (4) to increase job growth, all of which further the public good of the people of Escambia County; and

WHEREAS, SFF promotes Escambia County as a vacation destination to national and international visitors whose visits generate major financial dividends to the County's well-being each year; and

WHEREAS, SFF's activities demonstrate a farsighted and firm commitment to the County's welfare reflected by its dedication to the civic good; and

WHEREAS, the Tourism Development Tax is imposed on short term lodging and meant to provide a dedicated tourism marketing and promotion fund; and

WHEREAS, in order to preserve and expand that mission, the SFF has agreed to perform certain terms and conditions relating to the grant of County public monies to it; and

WHEREAS, the Board of County commissioners has concluded that in order to advance the enumerated mission of Section 125.0104 and its related benefits to Escambia County citizens, said expenditure of County tax monies serves an essential public purpose as established by law; and

WHEREAS, the County has appropriated funds from the county's Tourist Development Fund for the current Fiscal Year FY25 (October 1 through September 30), to conduct programs generally described as: Tourism Promotion Activities. And more particularly the activity as set out in Exhibit "A" which is attached hereto and incorporated by reference herein.

WHEREAS, the undersigned representatives of Visit Pensacola, Inc. are authorized to sign this Agreement binding it.

NOW, THEREFORE, IN CONSIDERATION of the premises, and disbursement of funds now or hereafter made by VP, and the mutual covenants herein, the parties do hereby agree as follows:

Section 1. SFF agrees as follows:

A. To accept the funds as appropriated in accordance with the terms of this *Agreement*, and the provisions of Sections 125.0104 and 129.09, Florida Statutes, as amended, governing the expenditures of said funds, which is incorporated by reference herein; and

B. To abide by Chapter 119, Florida Statutes, as amended, and successors thereto; and

C. To return to VP, within thirty (30) days of demand all remaining funds paid to it upon a judicial finding that the terms of the Agreement, the provisions of any Ordinances or Florida Statutes appropriating of such funds, or the provisions of Section 129.09, Florida Statutes have been violated; and

D. To return to VP, all funds expended for disallowed expenditures for the following purposes as determined by the Internal Auditor of the Escambia County Office of the Clerk of the Circuit Court:

1. To pay for "Bad Debts". Losses arising from uncollectible accounts and other claims, and related costs are not allowable; or

2. To pay for "Contingencies". Contributions to a contingency reserve or any similar provisions for unforeseen events are not allowable; or

3. To pay "Fines and Penalties". Costs resulting from violations of, or failure to comply with Federal, State, and local laws and regulations governing this Agreement, are not allowable; or

4. To pay "Governor's Expenses". The salaries and expenses of the Office of the Governor of the State or the chief executive of the County are considered a cost of general State or local government and are not allowable; or

5. To pay "Legislative Expenses". The salaries and other expenses of the State Legislature or similar local government entities such as county commissions, city councils, school boards, etc., whether incurred for purposes of legislation or executive direction, are not allowable; or

6. To pay "Interest and Other Financial Costs". Interest on borrowings (however represented), bond discounts, costs of financing and refinancing operations, and legal and professional fees paid in connection therewith, are not allowable; and

7. To make "Contributions or Donations". Contributions and donations are not allowable.

E.

F. To consent to:

1. Providing such audits of the financial affairs of the SFF as VP may require; and

2. Producing all documents required by VP; and

3. Furnishing, if issued, to VP an audit report and a management letter of its financial affairs for its fiscal year ending within the current fiscal year of the County made by an independent certified public accountant licensed and in good standing in the State of Florida. This report will be due within one hundred twenty (120) days of the close of the SFF's fiscal year; and

G. Operating the program and activities more particularly described in Exhibit "A" to this Agreement.

H. To obtain insurance coverage for events, as may be required at VP's discretion, and furnish a certificate of insurance to Visit Pensacola reflecting the additional insured status of VP and listing VP as a certificate holder prior to the date of the event.

I. Operating successfully the program more particularly described in Exhibit "A" to this agreement. The recipient may not enter into subcontracts or sub grants under of this Agreement without VP's written approval, which shall be made in the sole discretion of VP.

Section 2. This Agreement shall be considered to have become effective on the 1st day of October of the current fiscal year and will terminate on the 30th day of September of the current fiscal year, unless canceled sooner with cause by either party by giving thirty (30) days prior written notice of such cancellation to the other party.

Section 3. VP agrees to disburse to SFF up to $50,000 for the program of activity described herein. SFF understands that the funds it will receive are being paid by VP on a cost reimbursement basis for eligible expenses in accordance with the procedures set forth in Exhibit "B" to this Agreement which is attached hereto and incorporated by reference herein. See Exhibit "D" for notes on submissions.

Section 4. This grant does not allow for asset purchases.

Section 5. In addition to any reporting requirement described in Exhibit "A," SFF agrees to provide VP with a post event report on the program described in Exhibit "A ". Such report will be due within 45 days of the close of the event and will include basic statistical information relevant to the program, and a statement of expenditures made in each budget category and line item identified in the budget which is included in Exhibit "A."

Section 6. Any material changes in SFF's approved budget, included in Exhibit "A" not otherwise addressed in any further County or TDC appropriation to SFFwhich would affect expenditure of funds, must be approved in writing by VP; provided that nothing herein will

authorize or allow any expenditure or obligation of funds in excess of the total sum authorized by this Agreement.

Section 7. SFF agrees that any funds provided by VP for the operation of the program, which are residual funds remaining unspent or unencumbered by any existing (not contingent) legal obligations will be returned to VP in the form of a negotiable instrument not later than (forty-five) 45 days after the close of the event dates unless SFF continues to receive a miscellaneous appropriation from VP in the next fiscal year.

Section 8. This Agreement will apply to all funds appropriated during the current fiscal year ending September 30th, provided that VP's rights and SFF's duties hereunder will continue for a period of five (5) years from the date of execution hereof subject to appropriation.

Section 9. SFF agrees to cooperate with VP in evaluating the success of the tourism development tax expenditures from Escambia County, through metrics as established, and shall report those results to VP and our board of directors. See Exhibit "C".

Section 10. General Provisions

Modification and Amendment. No modification or amendment of this Agreement shall be valid and binding on the parties unless made in writing and signed by or on behalf of VP and SFF.

Entire Agreement. This Agreement supersedes all prior agreements and discussions between the parties with respect to the subject matter of this Agreement, and this Agreement together with all exhibits and any other documents delivered in connection with this Agreement, comprise the sole and entire agreement between the parties with respect to the subject matter of this Agreement.

Applicable Law and Venue. This Agreement shall be governed by and construed in accordance with the laws of the State of Florida. Exclusive venue for resolution of any dispute between the parties is to be Escambia County, Florida, and the parties hereby consent to the personal jurisdiction of said courts.

Mediation. In the *event* of any and all claims, disputes, and controversies arising out of or relating to the performance, interpretation, application, or enforcement of this Agreement, including but not limited to any breach thereof, the parties agree to try and resolve the issue through confidential negotiations between the parties. If the parties are unable to resolve the issue through such confidential negotiations, then the issues shall be referred to a confidential mediation before, and as a condition precedent to, the initiation of any adjudicative action or proceeding, including arbitration.

Gender. Whenever the context so requires, the singular shall include the plural and plural shall include the singular, and the gender of any pronoun shall include other genders.

Severability. Wherever possible, each provision of this Agreement, shall be interpreted in such a manner as to be effective and valid under applicable law, but if any provision of this Agreement

shall *be* prohibited or invalidated under applicable law, such provision shall be ineffective to the extent of such provision only, and the remaining provisions of this Agreement shall remain fully effective as if the prohibited or invalid provision had *never* been contained within the Agreement.

Survival. The general provisions of this Section 11 and any other applicable terms of this *Agreement* will survive any termination or expiration of this Agreement.

Ambiguities. Each party and its counsel have participated fully in the review and revision of this Agreement. Any rule of construction to the effect that ambiguities are to be *resolved* against the drafting party shall not apply in interpreting this Agreement. The language in this *Agreement* shall be interpreted as to its fair meaning and not strictly for or against any party.

Counterparts. This Agreement may be executed in any number of counterparts, each of which will be an original, and such counterparts together will constitute one and the same instrument.

Notices. All notices, authorizations, and requests given or made in connection with this Agreement must be sent by facsimile or Certified Mail, return receipt requested, and faxed or addressed, respectively, to the parties' head office at the following addresses:

Visit Pensacola, Inc. (VP)
1401 E. Gregory Street
Pensacola, FL 32502

and

Pensacola LGBTQ Film Festival - Stamped (SFF)
400 South Jefferson St.
Pensacola, FL 32502

or to any different address that is provided to a party through the means of notice adopted herein. Notices will be deemed delivered on the date shown on the certified postal return receipt or facsimile confirmation of delivery.

IN WITNESS WHEREOF the parties hereto have duly executed this *AGREEMENT* on the day and year first above written.

SIGNATURES:

Visit Pensacola, Inc.

10/10/24
Date

Witness

10.10.24
Signature Date

10/10/24
Signature Date

Pensacola LGBTQ Film Festival - Stamped

Laynie Gibson **10/1/2024**
Date

Witness

10/1/2024
Signature Date

10/1/2024
Signature Date

EXHIBIT "A"

MISCELLANEOUS APPROPRIATIONS AGREEMENT

NAME OF ORGANIZATION: **Pensacola LGBTQ Film Festival - Stamped**
Event Date(s): **October 3 - 6, 2024**

APPROVED BUDGET

PERSONNEL	$0
OPERATIONS	$0
DIRECT PROGRAMMING	$50,000
GRAND TOTAL:	**$50,000**

PROGRAM FUNCTIONS TO BE CARRIED OUT

The funds allocated to VP under this Agreement will be eligible for payment to SFF in accordance with the following cost breakdown and related function.

1. Up to **$ 0** shall be allocated for the operational & personnel costs of SFF as shown through the above budget.

2. Up to **$50,000** shall be allocated **75% ($37,500) for marketing by Showcase Pensacola** and 25% for reimbursement of expenses related to direct programming, as shown through the above budget.

EXHIBIT "B"

MISCELLANEOUS APPROPRIATIONS AGREEMENT

NAME OF ORGANIZATION: **Pensacola LGBTQ Film Festival - Stamped**
Event Date(s): **October 3 - 6, 2024**

As a recipient of funds resulting from a Miscellaneous Appropriations Agreement from Escambia County, this guide is meant to assist you with submitting your invoices for your appropriations payments. Your invoice package should be complete and submitted to the VP or its designee for the payment process to begin by the 10th of every month.

To begin the payment process, VP will need the following items:

- A fully completed W-9 form
- A fully executed signed Appropriations Agreement signed by your firm and an authorized VP representative. It is the responsibility of the recipient agency to be aware of and abide by the terms and conditions of the agreement throughout the duration of agreement.
- Invoicing should appear in accordance with the agreement terms and should be accompanied by supporting documentation showing proof of payment by your entity for the expense incurred per approved budget expenditures. **Supporting documentation should include copies of invoices with support, copies of canceled checks, wire transaction reports and/or bank statements showing proof of payment. SEE EXHIBIT "D" FOR MORE SPECIFICS.**
- Payments to SFF are made in the following manner:
  - Grant Program: Reimbursement of expenses for eligible costs based on proof of payment

EXHIBIT "C"

MISCELLANEOUS APPROPRIATIONS AGREEMENT
NAME OF ORGANIZATION: **Pensacola LGBTQ Film Festival - Stamped**
Event Date(s): **October 3 - 6, 2024**

VISIT PENSACOLA POST-PROGRAM REPORT

Event / Product Grant Information
Name of Event:
Contact/Title:
Address:
City: State: Zip:
Telephone #: ( ) Awarded Grant Amount: $
Email:
Make Check Payable To: (Please Note – Organization must be same as organization that was awarded grant.) Tax I.D. or Social Security #: (This information is required)

To be reimbursed, please submit the following:

1) An invoice from your organization to Visit Pensacola for payment of awarded grant amount.
2) Valid invoice(s) for allowable expenses. Only submit receipts amounting to the grant awarded.
3) Copy of proof of payments such as cleared check record showing front and back of checks, or detailed credit card receipts.
4) Number of visitors calculated with backup documentation
5) Number of room nights tracked with backup documentation
6) Copies of marketing or advertising materials, websites showing Visit Pensacola logo.

EXPENSES TO BE REIMBURSED

Itemized expenses to be reimbursed by the Visit Pensacola Grant funds must be allowable and match submitted invoices. Use additional pages if necessary.

Expense Item	**Amount**

NUMBER OF VISITORS

Provide back up (letter/communication) from the lodging properties participating with your event. Unknown or untracked is not acceptable and request for reimbursement will not be processed.

MEDIA / MARKETING

Provide summary of media exposure received (local, regional and national/ print/ television and radio) as well as examples of promotional materials (brochures, posters, programs, etc.). Please add additional sheets if needed.

I certify that the above information is true and accurate to the best of my knowledge.

(Name) _____ (Date) _____

EXHIBIT "D"

MISCELLANEOUS APPROPRIATIONS AGREEMENT
NAME OF ORGANIZATION: **Pensacola LGBTQ Film Festival - Stamped**
Event Date(s): **October 3 - 6, 2024**

Grant Expense Submissions Notes:

- **Have ALL COMPLETED submission (in order) to Visit Pensacola by the 10th of month.**
- **The first submission will need a copy of the completed signed grant.**
- Visit Pensacola Staff and immediate family are not allowed for reimbursement under the grant guidelines.
- Submissions are once a month. Have your completed submission at that time. Do not 'piece meal' it together over the course of the month.
- If deemed non-reimbursable the invoices will be returned to you.
- Provide a narrative or explanation of the event and each expense.
- Must have detailed receipts of all requests asking for reimbursement.
- Must have invoices, not just orders, but invoice.
- Must have copy of checks cleared from the bank.
- If paid by a credit card, need credit card statement and copy of cleared check.
- Tips, gratuities, alcohol are not reimbursable.
- Prepays are not reimbursable until after the event, unless specified by the invoice an amount due by a specific date.
- Staff Salaries are not reimbursable.
- Must have completed signed contracts with any vendor.
- Must have completed signed insurance contracts for the event if applicable.
- Only highlight what you are asking reimbursement for (total without tips, alcohol). Make sure tax is not included for reimbursement for non-reimbursable.
- Must follow current GSA (Government Standards Act) guidelines for meals ($59.00 per day) within Escambia County. Please see http://www.gsa.gov This rate changes yearly.
- Mileage is not reimbursable.
- For hotels, must have detailed invoice showing ALL fees per night including all taxes. Must have list of names and affiliates for each room. Only rooms in Escambia County are allowed.
- If room service charge, need to not only back out item ordered but also back out sales tax charged on the item (same for other disallowed like alcohol).
- MUST have DETAILED receipt if asking for reimbursement on room service charge.
- For meals need to list names of people, with their affiliations. Meals must be within GSA guidelines.
- Purchases for resale are NOT allowed.
- Donations are not allowed.
- All expenses that are covered by other revenue are NOT reimbursable.

- CASH payments/receipts are not reimburseable. MUST have copy of cancelled checks. If the expense is paid with CASH then the company pays the person who paid the expense, with proper documentation. Then that cancelled check with all the proper documentation is submitted. This is no matter the amount.
- Previous disallows must resubmit with corrected back up- plus all previous backups sent. Mark as RESUBMIT on each page.
- Checks cannot be copied on top of an invoice. Each copy of check and invoice must be separate. Everything must be ***legible.***
- Can only submit Month day 1 to Month end. Only checks cleared bank in that time frame are allowed for reimbursement.
- NO double sided copies allowed – must have single sided only.
- Copies need to be in color if applicable.
- REDACT (Black out) ALL account numbers, signatures on checks, social security numbers, etc. In a public records request the County will not do this.
- **Please note that Visit Pensacola, Inc. is subject to Sunshine & Public Record Law. Thereby your submission, reimbursement and back up to/from Visit Pensacola would be subject to Sunshine & Public Record Law.**

I certify that I have read and will comply with all of the above information.

(Name) _____ (Date) 10/2/2024

CELEBRATING
STORIES THAT
LEAVE A
MARK

12

FEATURING
TONY AWARD WINNER
ALEX NEWELL



STAMPED
FILM FESTIVAL

OCTOBER / 3-6 / 2024
PENSACOLA, FLORIDA



STAMPED
FILM FESTIVAL

Marketing Plan



STAMPED FILM FESTIVAL PROVIDES AN INCLUSIVE EXPERIENCE THROUGH FILM AND STORYTELLING SHOWCASING LIVED LGBTQIA+ STORIES TO CULTIVATE A GREATER SENSE OF COMMUNITY, UNDERSTANDING, AND MUTUAL RESPECT.

Interest Markets

Always-on, inspiration and engagement stage messaging through digital and selected print.

Film, Movies, Memorial Day, LGBTQIA+, Travel, Pride, Celebrity Guests and Attendees








LEARN MORE ▶

Pensacola: The Queer Way to Beach

Culture comes alive at Pensacola's four-day celebration of LGBTQIA+ stories.

Sponsored by Visit Pensacola and Stamped Film Fest

CAMPAIGNS

History and Background

The rich story of progression and vibrancy in a town steeped in history.

Film, Movies, Television, Queer Stories, Memorial Day, LGBTQIA+, Travel, Pride











LEARN MORE ▶

Pensacola: We are Family.

Learn how your story is being told in a quaint beach town at Stamped Film Festival in Pensacola, FL.

Sponsored by Visit Pensacola and Stamped Film Fest

Experiences

Component of Social Media plan focusing on various experiences to participate in while at the 12th annual Stamped Film Festival.











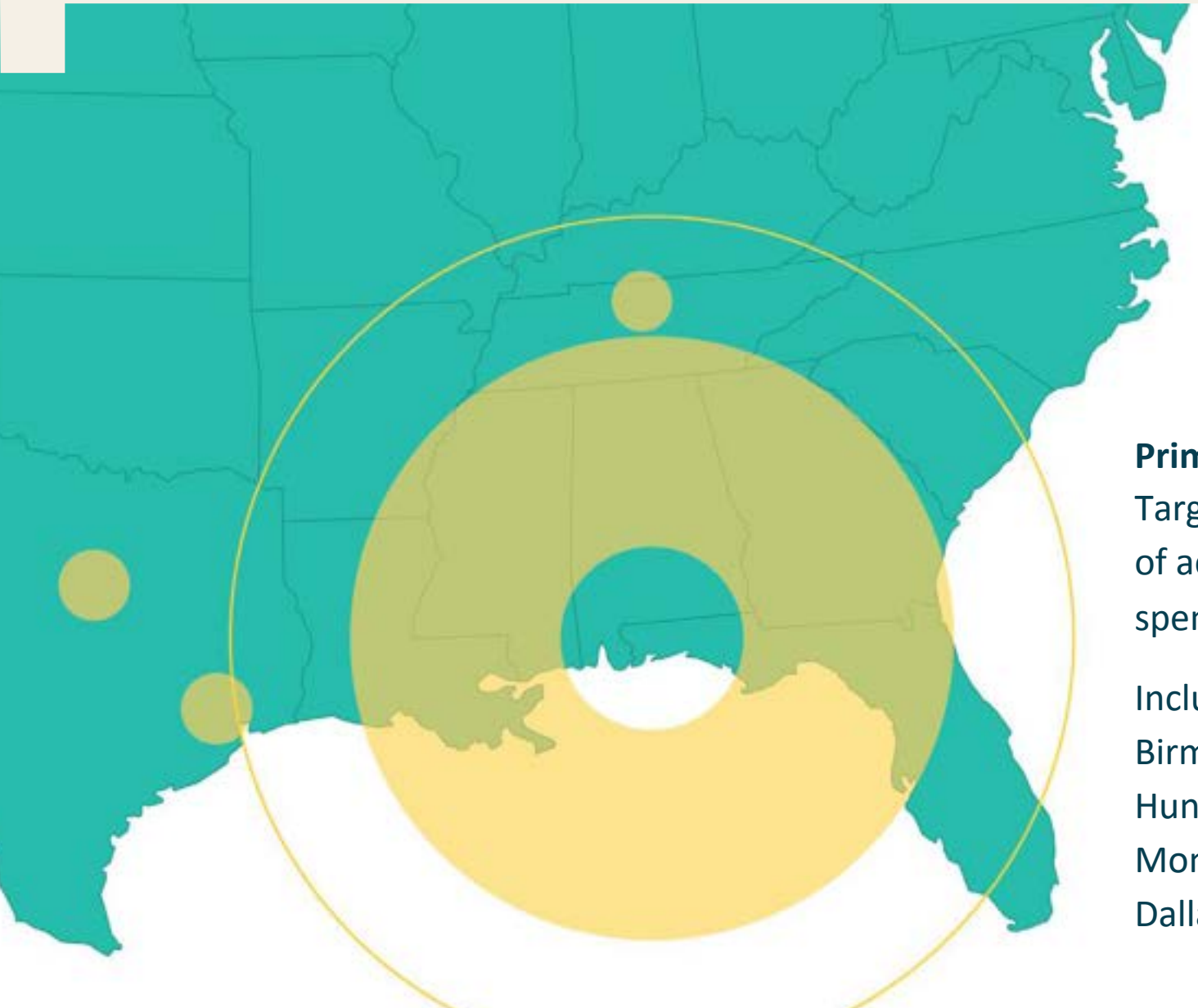
PUBLIC RELATIONS

PR Tactics:
Press Materials
Media Lists
Direct Pitches
TV Segments
Deskside Meetings
Media Hosting
Profile Pieces
Events
Celebrity Guests





TARGET DESTINATIONS



Average Distance Traveled FY22:

330 Miles

Primary Geo-Targeting

Target travelers within a 330-mile radius for ease of access to our destination based upon attendee spending.

Includes Atlanta, Baton Rouge, Biloxi, Birmingham, Chattanooga, Gulfport, Hattiesburg, Huntsville, Jackson, Lafayette, Meridian, Montgomery, and New Orleans, plus, Nashville, Dallas, and Houston

TARGET MARKETS – Top Markets for Arrivals Staying 2 Nights or More in FY22*

	Market	% of Arrivals
1	Atlanta	5.70%
2	Birmingham	5.20%
3	New Orleans	4.50%
4	Panama City ↑	3.60%
5	Nashville ↓	3.20%
6	Orlando ↑	2.80%
7	Montgomery ↑	2.60%
8	Tampa/Saint Petersburg ↑	2.60%
9	Houston ↓	2.40%
10	Dallas/Fort Worth ↓	2.40%
11	Baton Rouge ↓	2.40%
12	Jacksonville-Brunswick ↑	2.10%
13	Tallahassee ↑	1.90%
14	Biloxi/Gulfport ↑	1.90%
15	Huntsville/Decatur/Florence ↓	1.70%
16	Jackson-MS ↓	1.50%
17	Memphis ↓	1.50%
18	Dothan ↑	1.20%
19	Indianapolis ↑	1.20%
20	Columbus GA ↑	1.20%
21	Saint Louis ↓	1.10%
22	Chicago ↑	1.00%
23	Washington DC ↑	1.00%
24	Little Rock ↓	1.00%
25	Miami/Fort Lauderdale ↑	1.00%
26	Hattiesburg/Laurel ↓	0.90%
27	Kansas City ↑	0.90%

MARKETING FUNNEL



FESTIVAL MARKETING FUNNEL



Inspiration/Awareness

SUPPORTING TACTICS

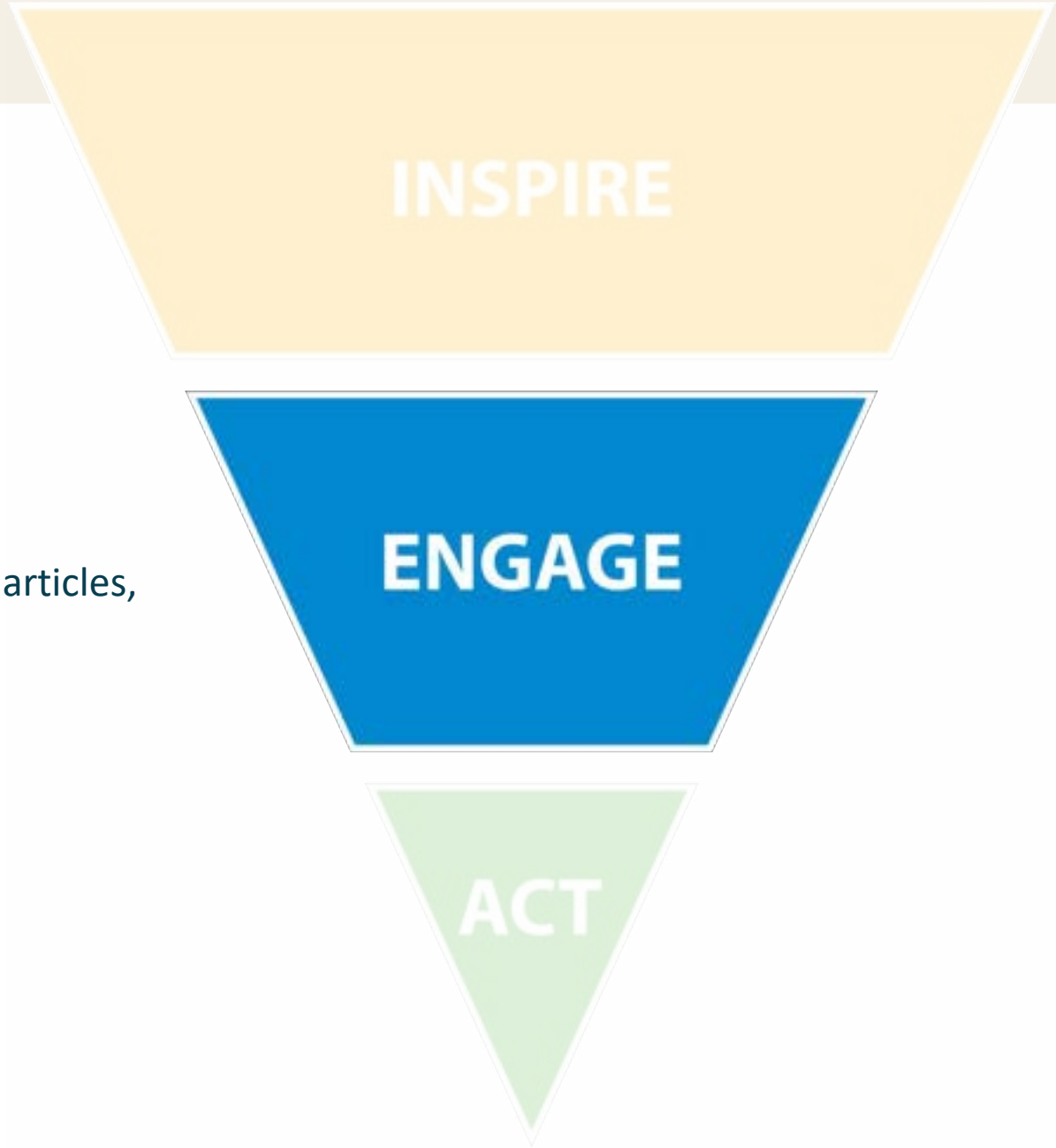
- TV, CTV, YouTube TV
- Print
- Audio – radio and streaming
- Online Video
- Display Ads
- Social Media
- Out of Home

FESTIVAL MARKETING FUNNEL

Engagement/Interest

SUPPORTING TACTICS

- Programmatic Ads
- Stamped Brand Video, Display, and Ads
- Digital Content – brand management, digital articles, landing pages
- Online Video Targeting
- Display, Native, and Social Targeting
- Search Marketing
- Email Marketing

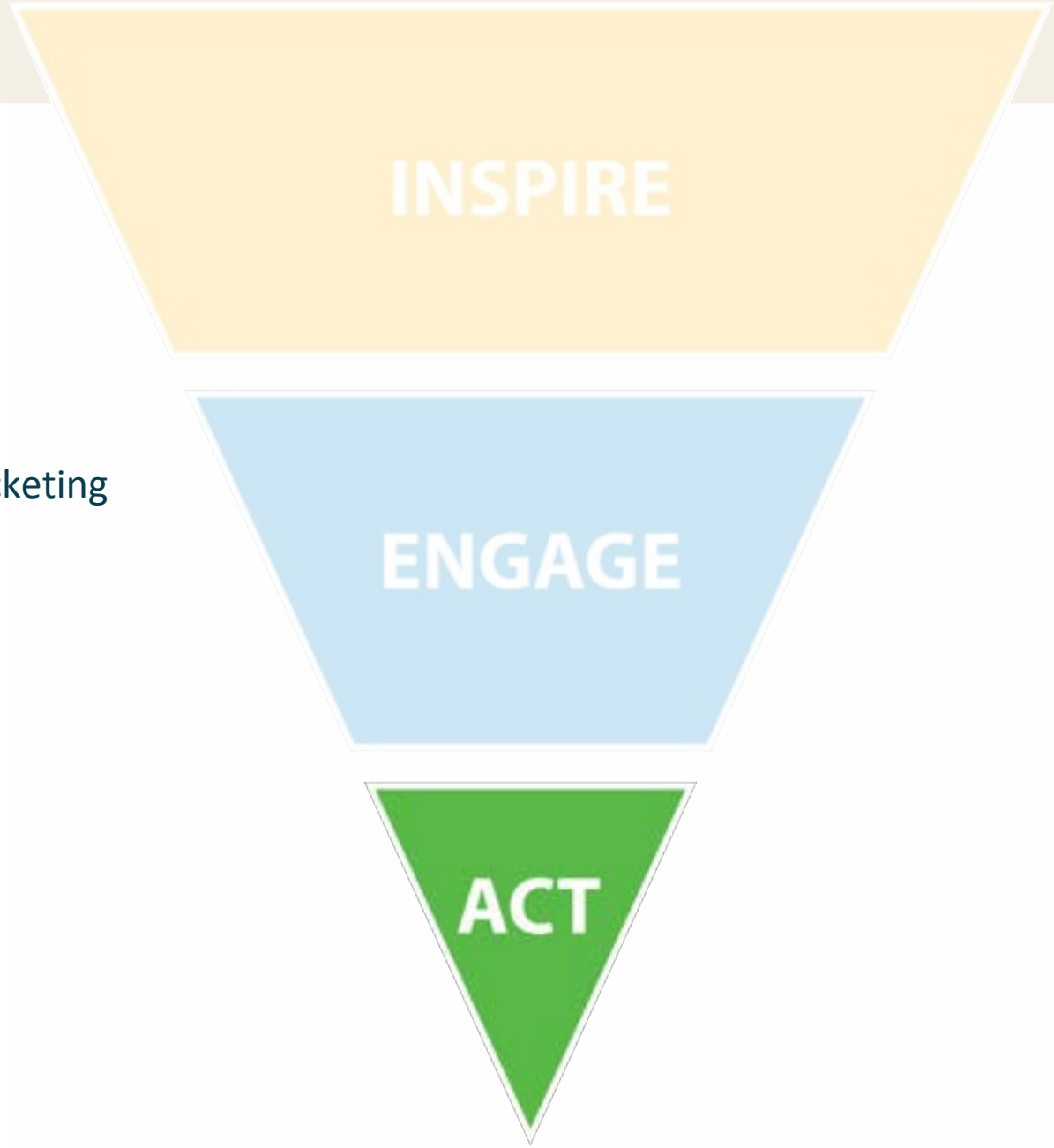


FESTIVAL MARKETING FUNNEL

Action/Booking

SUPPORTING TACTICS

- Promotion of supplemental programs and ticketing
- Digital Content – landing pages, ticket pages



PRINT MARKETING - DOMESTIC















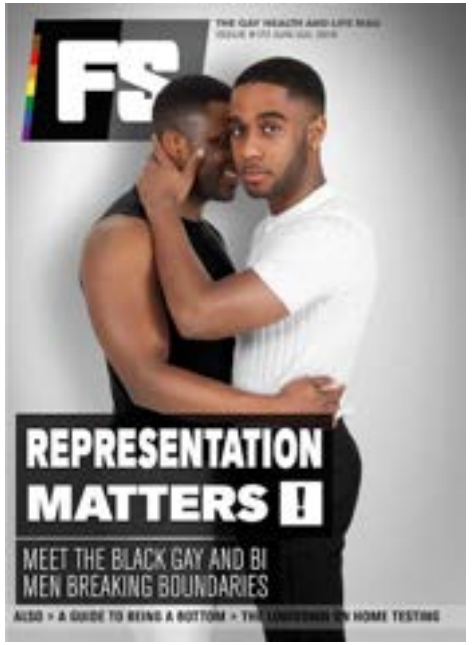


PRINT MARKETING - INTERNATIONAL









DIGITAL / SOCIAL



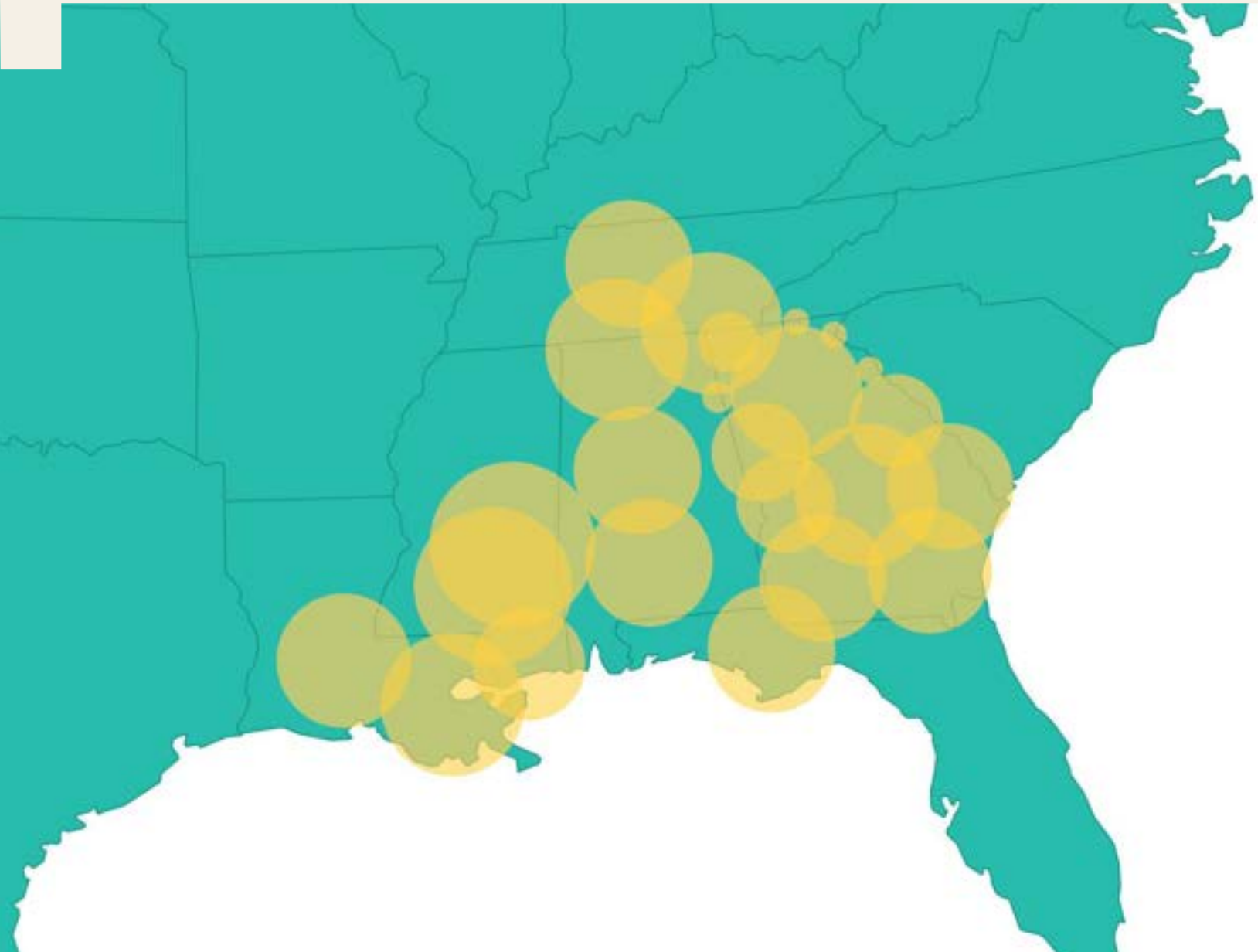


CROSS PROMOTION



ORACLE
LOTAME
MasterCard
Experian
A world of insight
bluekai
nielsen
Forbes
comSCORE
MAGNETIC
TARGUSinfo
exelate
datalogix

BROADCAST/CABLE TV



REEL GAY TV

GAY BINGETV

MARKETING and PR Tactics



STAMPED creates experiences - not just a festival - and our marketing and public relations strategies surround the diverse experiences we create and how to showcase those unique offerings both with the community and visitors beyond the panhandle. The programming we choose is the key first step to targeting audiences 1) of all ages; 2) of varying interests; 3) of differing levels of income; 4) of accessibility and willingness to travel; 5) of cultural diversity and representation; and 6) of comfort in the art of discovery. From a magical children's viewing of a vibrant animation; to an avant-garde Stamped-After-Hours celebration tour; to a risqué ROscar's themed viewing; to a panel of professional LGBTQIA+ creatives; to an LGBTQIA+ film festival; to a playwriting seminar by celebrity directors - we attract audiences and visitors most through the well-rounded, well-vetted art we create. Then, we run and tell that. It's snail mail for the repeat attendee who prefers something tangible (and "never reads an email"). It's vibrant, tongue-in-cheek videos and social media takeovers for the modern-day scroller. It's clean, classic print ads for the on-the-go rising professional waiting in line for their coffee. It's television and radio spots for the handsfree mom cooking dinner who hears it subliminally or doesn't hear it at all. It's colorful and bold merch that the kid next to yours is wearing at school. It's digital. It's word of mouth. It's interwoven into your daily routine. It's your vacation. It's something different. It's something safe. It's something you can't ignore. Because - at the core - it's representative of YOU - just like Stamped.

Press affiliates with Stamped include WEAR, PNJ, InWeekly, Downtown Crowd, Pensacola Magazine, Emerald Cost Magaine, BLABTV, Scarlett Magazine, VIP Magazine, FACES, Cat Country, WUWF, and more. Stamped's Board President Sid Williams-Heath has been featured promoting the festival in national publications such as OUT Magazine, Thrillist, Atlanta Mag, Nashville Lifestyles, Travel + Leisure, and more.

MARKETING and PR Tactics

Atlanta

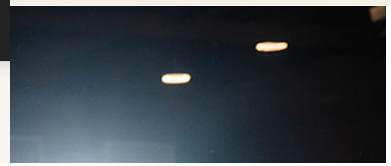
only begin there. Foo Foo offers everything from wine tastings, to STAMPED an LBGTQ-focused film festival, to the well-loved Jazz for Justice. This year, the Pensacola Little Theatre is hosting one of two 3-D Projection Experiences. There is something for everyone at Foo Foo Festival and it takes over this small town for twelve days in the best way.



Credit to STAMPED Film Fest

Sid Williams-Heath, Executive Director of Pensacola Little Theatre and Vice President of the STAMPED Film Festival, is involved

AA atlantamagazine.com

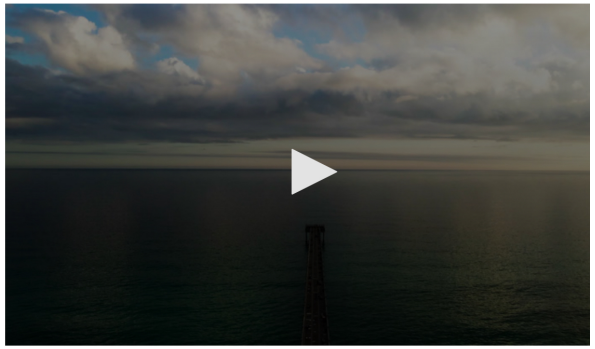


STAMPED

Texas Monthly

SUBSCRIBE LO

BROUGHT TO YOU BY VACATION ARTFULLY



Video by Resolute Media

Under the leadership of Executive Director Sid Williams-Heath, the Pensacola Little Theater put on performances for everyone, from Shakespearean classics to one-man avant-garde puppet shows. A native of Mississippi and former resident and transplant from New York City, Williams-Heath is also heavily involved in the Stamped Film Festival, an LGBTQIA+ film festiva unique to Pensacola—one of many events to look forward to in the "Festival City of the South."

Ballinger publishing



STAMPED Film Festival is returning t for its eleventh year of celebrating LG representation in film and the sharing stories.

Since 2012, STAMPED Film Festival h some of the best LGBTQ+ films to the community. STAMPED began as a way to support LGBTQ+ individuals in the community and educate allies on how they can support and uplift their queer neighbors. The festival is still doing so today, but on a much larger scale. 2023's STAMPED Film Festival will take place from September 28 to October 1 and is set to be the largest one yet.

Pensacola's Stamped Film Festival celebrating 10 years of diverse LGBTQ stories in films

Kamal Morgan, Pensacola News Journal
Updated 1:24 p.m. EST Nov. 11, 2022

LGBTQ Culture Add +



This weekend marks 10 years of the Stamped Film Festival celebrating and providing a Pensacola community.

Speaking to the LGBTQ community, there was this lovely and small film festival in town that was not housed at the theater—for their first six years, they would have this film fest migrating. When I got here, I asked if they'd be interested in being at the Center full-time. We wrote grants and got them state-of-the-art equipment to enhance that programming. We also have children's days, for the younger gay community or their parents. It's my organization that's been able to open its doors to things like Stamped (Film Festival) to really grow their mission and programming.



SHOWCASING LIVED LGBTQIA+ EXPERIENCES OCTOBER 3-6, 2024



VISIT PENSACOLA

Stamped Film Festival 2024
Economic Impact Report
October 4-6, 2024

By Downs & St. Germain Research



Pensacola
VISITPENSACOLA.COM

downs & st. germain
RESEARCH

EXECUTIVE SUMMARY

- Stamped Film Festival 2024 attracted **1,000 unique attendees**[1], 100 out-of-county attendees and 900 locals.
- **10%** of attendees were out-of-county visitors.
- Out-of-county visitors spent **$13,500**[2] in the Pensacola area during this event, generating **$20,600 in economic impact**[3].
- Out-of-county visitors who attended Stamped Film Festival 2024 generated **320 nights in paid accommodations** in the Pensacola area.
- The typical out-of-county attendee traveled in parties of **1.7 people** with an average length of stay of **1.7 nights**.
- **30% of out-of-county visitors** chose to stay overnight in **paid accommodations** while attending this event, staying an average of **2.7 nights**.
- **100%** of out-of-county visitors said this event was their main reason for coming to the area
- On average, out-of-county visitor travel parties spent **$230** in the area while attending this event.

[1] Stamped Film Festival 2024 estimated attendance was 1,926. Downs & St. Germain Research determined that there were 1,000 unique attendees. "Unique" attendees are visitors who may attend more than one day of the event and is based on the total event attendee estimate divided by the average days of attendance. Economic Impact is calculated based on "unique" visitors rather than the full attendance estimate.
[2] Spending by **out-of-county visitors** on accommodations, restaurants, groceries, transportation, attractions, entertainment, tickets, shopping, and "other" expenses.
[3] Indirect effects are increased business spending resulting from tourism dollars. Induced effects are increased household spending resulting from tourism dollars. Local spending does not affect total economic impact.

ECONOMIC IMPACT METRICS

	2024
Total Unique Attendees	1,000
Unique Out-of-Town Attendees	100
Unique Locals	900
Economic Impact[1]	$20,600
Direct Spending[2]	$13,500
Local Spending[3]	$17,200
Room Nights	320

[1] Including indirect and induced effects of direct spending. Indirect effects are increased business spending resulting from tourism dollars. Induced effects are increased household spending resulting from tourism dollars. Downs & St. Germain Research uses IMPLAN economic modeling to calculate the multiplier on direct expenditure data. Pensacola's multiplier is 1.53.
[2] For accommodations, restaurants, groceries, transportation, attractions, entertainment, tickets, shopping, and "other" expenses.
[3] Locals are defined as Escambia County residents.
Spending by locals does NOT directly affect economic impact.

OUT-OF-COUNTY VISITOR KEY METRICS

	2024
Out-of-County Visitors	10%
Travel Party Size	1.7
Length of Stay	1.7
Staying in Paid Accommodations	4%
Event Was Main Reason for Visiting	100%
Average Travel Party Spend	$230

VISIT PENSACOLA

Stamped Film Festival 2024
Economic Impact Report
October 4-6, 2024

Downs & St. Germain Research
contact@dsg-research.com
850-906-3111 | www.dsg-research.com



Pensacola
VISITPENSACOLA.COM

downs & st. germain
RESEARCH

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: APR 14 2015

VISIT PENSACOLA INC
1401 E GREGORY ST
PENSACOLA, FL 32502

Employer Identification Number:
46-3684826
DLN:
17053058354005
Contact Person:
BRYAN C WOESTE ID# 31660
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
September 30
Form 990 Required:
Yes
Effective Date of Exemption:
August 26, 2013
Contribution Deductibility:
No
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax-exempt status we have determined that you are exempt from Federal income tax under section 501(c)(6) of the Internal Revenue Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-NC" in the search bar to view Publication 4221-NC, Compliance Guide for Tax-Exempt Organizations (Other than 501(c)(3) Public Charities and Private Foundations), which describes your recordkeeping, reporting, and disclosure requirements.

Contributions to you are not deductible by donors under section 170(c)(2) of the Code.

Sincerely,

Director, Exempt Organizations

Letter 948

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ **Go to *www.irs.gov/FormW9* for instructions and the latest information.**

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Visit Pensacola, Inc.

2 Business name/disregarded entity name, if different from above
Visit Pensacola

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) ▶ NON-PROFIT 501 (C) (6)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
1401 E. GREGORY ST

6 City, state, and ZIP code
PENSACOLA, FL 32502

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number
			–			–				

or

Employer identification number
4	6	–	3	6	8	4	8	2	6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person ▶** [signature] **Date ▶** 3/31/23

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Jason R Loeffler, CPA PA

Business Income Tax Return

August 4, 2022

Visit Pensacola, Inc.

Pensacola, FL 32502

Dear Officers,

Jason R Loeffler, CPA PA is pleased to provide you with the professional services described below. This letter confirms our understanding of the terms and objectives of our engagement and the nature and limitations of the services we will provide. This engagement between you and our firm will be governed by the terms of this letter. We will perform our services in accordance with the Statements on Standards for Tax Services issued by the American Institute of Certified Public Accountants.

Scope of Engagement

We will prepare the following federal and state tax returns for you for the year ended September 30, 2021:

COPY

Form number 990, Return of Organization Exempt From Income Tax

We will not prepare any tax returns except those identified above without your written authorization to do so. We will prepare your tax returns based upon information and representations you provide to us. We will not audit or otherwise verify the data you submit to us, although we may ask you to clarify some of the information. We will prepare the tax returns solely for filing with the Internal Revenue Service ("IRS") and state and local tax authorities. They are not intended to benefit or influence any third party, either to obtain debt or equity financing or for any other purpose. *As such, we will not respond to any request from banks, mortgage brokers or other lenders for verification of any information reported on these tax returns.*

As a result, you agree to indemnify and hold our firm and any of its partners, principals, shareholders, officers, directors, members, employees, agents or assigns harmless with respect to any and all claims arising from the use of the tax returns for any purpose other than filing with the IRS and state and local tax authorities regardless of the nature of the claim, including the negligence of any party.

You agree that you will not and are not entitled to rely on any advice unless your request and our response are provided in writing.

Client Responsibilities

You will provide us with a trial balance and other supporting data needed to prepare your tax returns. It is your obligation to provide us with accurate and complete information, including worldwide income.

Partnership or LLC agreement

You should review your partnership (or LLC) agreement with your attorney to ensure it meets your goals for the transfer of ownership and distribution of income. Often, partnership agreements do not address the transfer of ownership or may need to be updated as situations change.

Allocation of partnership income and expenses

You are responsible for verifying the accuracy of both the allocation of partnership income per the terms of the partnership agreement and the partnership income calculations used in the preparation of the tax returns.

Partner salaries

A partner or LLC member who receives a guaranteed salary payment is not regarded as an employee of the entity for the purpose of withholding or Social Security taxes. Therefore, any additional fringe benefits a partner receives are not subject to withholding. These fringe benefits may, however, be included in the income of the partner or LLC member. You are responsible for informing us of the total guaranteed payments, including fringe benefits, received by each partner or LLC member.

S corporation shareholder agreements

You should review your corporate buy-sell agreement and other stock agreements with your attorney to ensure these documents meet your goals for the transfer of corporate stock. (Optional)

Salaries and wages for S corporation shareholders

You are responsible for determining the appropriate salary or wage to pay shareholders. If the IRS determines that the S corporation made distributions in lieu of an appropriate shareholder salary or wage, the IRS may reclassify the payments. As a result of the reclassification, the shareholder and S corporation may be responsible for employment taxes on the reclassified amounts.

S corporation distributions

Distributions should be made to shareholders on a per share, per day basis. If distributions were not made proportionately, the IRS may revoke the entity's S election which may result in unfavorable tax consequences. As such, it is your responsibility to ensure that shareholder distributions are made pro-rata.

Unrelated business taxable income

If your organization produces revenue from a trade or business activity not directly related to its tax-exempt purpose, it may have unrelated business income that must be reported separately from other income. You are responsible for informing us of any potential unrelated business income.

Documentation

You are responsible for maintaining adequate documentation to substantiate the accuracy and completeness of your tax returns. You should retain all documents that provide evidence and support for reported income, credits, and deductions on your returns as required under tax law. You are responsible for the adequacy of all such documents. You represent that you have such documentation and can produce it if needed to respond to any audit or inquiry by taxing authorities. You agree to hold us harmless with respect to any additional taxes, penalties, or interest imposed on you by taxing authorities resulting from the disallowance of tax deductions due to inadequate documentation.

Personal expenses

Unless we are otherwise advised, you are responsible for confirming that personal expenses, if any, are segregated from business expenses and expenses such as meals, travel, entertainment, vehicle use, gifts, and related expenses, are supported by necessary records required by the IRS and other taxing authorities. At your request, we are available to answer your questions and advise you on the types of supporting records required.

Employment records

You are responsible for obtaining Forms I-9, Employment Eligibility Verification Form, from each new employee at the time of employment. In addition, Federal Form W-4, Employee's Withholding Allowance Certificate, and the applicable state equivalent should be retained for all employees. Failure to obtain these forms may subject an employer to penalties. Additional state requirements related to employment records may exist. At your request, we are available to answer your questions and advise you on required documentation.

Worker classification

You are responsible for determining the correctness of any employment relationship which you have deemed to be that of an independent contractor. Payroll tax withholding and related employer payroll tax implications result from this determination. We recommend obtaining a Form W-9, Request for Taxpayer Identification Number and Certification, signed by the independent contractor, as well as a signed contract with the independent contractor. You should also issue a Form 1099-MISC, Miscellaneous Income, to all unincorporated independent contractors to whom you pay $600 or more for services.

Listed transactions and transactions of interest

You acknowledge your responsibility to inform us of any listed transactions or transactions of interest as designated by the IRS. You agree to hold us harmless with respect to any additional taxes, penalties, or interest imposed on you by taxing authorities resulting from your failure to timely notify us, in writing, of all such transactions in order to facilitate the timely preparation and filing of your tax returns.

State and local filing obligations

You are responsible for determining your state or local tax filing obligations with any state or local tax authorities, including, but not limited to, income, franchise, sales, use, property or unclaimed property taxes. You agree that we have no responsibility to research these obligations or to inform you of them. If upon review of the information you have provided us and other information that comes to our attention, we believe you may have an obligation to file additional tax returns, we will notify you of this responsibility in writing and ask you to contact us. If you ask us to prepare these returns, we will confirm accordingly in a separate engagement letter and delineate the additional charges for this service.

U.S. filing obligations related to foreign investments

It is your responsibility to inform us if you directly or indirectly hold any interest or signatory authority in any assets located in a foreign country. Based on the information you provide, this information will be used to calculate any applicable foreign tax credits. We will also use this data to inform you of any additional filing requirements, which may include Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts (FBAR). Failure to file required forms can result in the imposition of both civil and criminal penalties, which can be significant. These are not tax returns and their preparation is not within the scope of this engagement. If you ask us to prepare these forms, we will confirm this matter in a separate engagement letter and delineate the additional charges for this service.

As part of your federal income tax return, you are required to report the maximum value of specified foreign financial assets, which include financial accounts with foreign institutions and certain other foreign non-account investment assets that exceed certain thresholds. In some but not all cases, this filing obligation may overlap your FBAR filing obligations. You are responsible for informing us of all foreign investments so we can properly advise you as to your FBAR and income tax return filing obligations.

Foreign filing obligations

You are responsible for complying with any other country's income reporting and tax filing requirements. We have no responsibility to discuss these issues with you. If you have specific questions regarding your tax filing obligations, please contact us to schedule an appointment to discuss your concerns.

Reliance on others

If you wish to take a tax position based upon the advice of another tax advisor, you agree to obtain a written statement from the advisor confirming that the position should meet the substantial authority, or "more likely than not", standards, as applicable. To the extent a position is based upon the advice of another tax advisor, prior to preparing or signing the tax return, the American Institute of Certified Public Accountants Statements on Standards for Tax Services *Section 100 requires our firm to have a good faith belief that the position has at least a realistic possibility of being sustained administratively or judicially on its merits, if challenged. You agree to pay additional charges incurred to perform required research.*

Ultimate responsibility

You have final responsibility for your income tax returns. Check them carefully for accuracy and completeness before you sign them.

CPA Firm Responsibilities

Arguable Positions

We will use our judgment to resolve questions in your favor where a tax law is unclear assuming there is reasonable justification for doing so. Whenever we are aware of conflicting interpretations of the law by authorities, we will explain the possible positions that may be taken on your return. We will follow the position you request, provided it is consistent with our understanding of the current tax code, laws, regulations and their interpretations. If the IRS or state tax authorities later contest the position taken, there may be an assessment of additional tax, interest, and penalties. We assume no liability, and you hereby release us from any such additional tax, interest, and penalties or other fees and assessments.

Bookkeeping assistance

We may deem it necessary to provide you with accounting and bookkeeping assistance solely for the purpose of preparing the income tax returns. We will request your approval before rendering these services. Additional charges will apply for such services.

Management responsibilities

Jason R Loeffler, CPA PA, in its sole professional judgment, reserves the right to refuse to take any action that could be construed as making management decisions or performing management functions on your behalf. However, we may provide advice and recommendations to assist management in performing its functions and making decisions.

Errors, fraud, or theft

Our engagement does not include any procedures designed to discover errors, fraud, or theft. Therefore, our engagement cannot be relied upon to disclose such matters.

Brokerage or investment advisory statements

If you provide our firm with copies of brokerage (or investment advisory) statements, we will use the information from these statements solely in connection with the preparation of your income tax returns. We will rely on the accuracy of the information provided in the statements and will not undertake any action to verify this information. We will not monitor investment activity, provide investment advice, or supervise the actions of the entity or individuals performing investment activities on your behalf. We recommend you review all brokerage (or investment advisory) statements promptly and carefully, and direct any questions regarding activities on your account to your broker (or investment advisor).

Tax planning services

Our engagement does not include tax planning services, which are available as a separate engagement. During the course of preparing the tax returns identified above, we may bring to your attention certain available tax saving strategies for you to consider as possible means of reducing your income taxes in subsequent tax years. However, we have no responsibility to do so, and will take no action with respect to any such recommendations, as the responsibility for implementation remains with you, the taxpayer.

Government inquiries

This engagement does not include responding to inquiries by any governmental agency or tax authority. If your tax return is selected for examination or audit, you may request we assist you in

responding to such inquiry. If you ask us to represent you, we will confirm this in a separate engagement letter and delineate how additional charges for this service will be calculated.

Timing of the Engagement

We expect to begin the preparation of your returns upon receipt of the trial balance and other supporting data agreed to above.

If your return is electronically filed, our services will conclude upon the earlier of the filing and acceptance of your tax returns by the appropriate taxing authorities or one year from the execution date of this letter. You will be required to verify and sign a completed Form 8879-, IRS e-file Signature Authorization for Form, and state equivalent authorization form before your returns can be filed electronically. You are responsible for reviewing the accuracy of all tax returns and any accompanying schedules and statements prior to filing.

If your return is filed by mail, our services will be concluded upon the earlier of delivery to you of your tax returns for your review and filing with the appropriate taxing authorities or one year from the execution date of this letter.

Extensions of Time to File Tax Returns

It may become necessary to apply for an extension of the filing deadline if there are unresolved tax issues or delays in processing, or if we do not receive all of the necessary information from you on a timely basis. Applying for an extension of time to file may extend the time available for a government agency to undertake an audit of your return or may extend the statute of limitations. All taxes owed are due by the original filing due date. Additionally, extensions may affect your liability for penalties and interest or compliance with government or other deadlines.

To the extent you wish to engage our firm to apply for extensions of time to file tax returns on your behalf, you must notify us of this in writing. Our firm will not file these applications unless we receive either a signed copy of this engagement letter or your express written authorization to do so. In some cases, your signature may be needed on such applications prior to filing. Failure to timely file for an extension of time to file can result in penalties for failure to file tax returns, which accrue from the original due date of the returns, and can be substantial.

We are available to discuss this matter with you at your request at our regular hourly fee if the need arises.

Penalties and Interest Charges

Federal, state, and local taxing authorities impose various penalties and interest charges for non-compliance with tax law, including, for example, failure to file or late filing of tax returns, and underpayment of taxes. You, as the taxpayer, remain responsible for the payment of all taxes, penalties, and interest charges imposed by taxing authorities.

We rely on the accuracy and completeness of the information you provide to us in connection with the preparation of your tax returns. Failure to disclose, or inadequate disclosure of income or tax positions, can result in the imposition of penalties and interest charges.

The IRS and many states impose penalties for substantial understatement of tax. To avoid the substantial understatement penalty, you must have substantial authority to support the tax

treatment of the item challenged by the IRS or adequate disclosure of the item. A completed IRS Form 8275, Disclosure Statement, or 8275-R, Regulation Disclosure Statement, which discloses all relevant facts, may be required to be attached to your tax return to meet the adequate disclosure requirement. A disclosed tax position that meets the reasonable basis standard must have some authority supporting the position and be more than simply arguable.

You agree to advise us if you wish to disclose a tax treatment(s) on your return. If you request our assistance in identifying or performing further research to ascertain if there is "substantial authority" for the proposed position to be taken on the tax items in your returns, we would be pleased to discuss providing this additional service to you under the terms of a separate engagement letter. It is your responsibility to contact us if additional assistance is required.

Unless an undisclosed tax position meets the substantial authority or "more likely than not" standard, as applicable, we will be unable to prepare the return and will withdraw from the engagement.

If we conclude as a result of our research that you are required to disclose a transaction on your tax return, you consent to attach a completed Form 8275 or 8275-R to your tax return for filing after we discuss the situation with you. You also agree to hold our firm and any of its partners, principals, shareholders, officers, directors, members, employees, agents or assigns harmless for any and all actual and consequential damages (including but not limited to taxes, penalties, interest, and professional fees and costs) you incur as a result of including such disclosures with your filed tax returns regardless of the nature of the claim, including the negligence of any party.

Fees and Billings

Our professional fee for the services outlined above will be based on our firm's current hourly billing rates. This fee is based upon the complexity of the work to be performed and our professional time to complete the work. Additionally, this fee depends upon the availability, quality, and completeness of your records. You agree that you will deliver all records requested by our staff to complete this engagement on a timely basis.

In the event your records are not submitted in a timely manner, or are incomplete or unusable, we reserve the right to charge additional fees and expenses for services required to correct the problem. If this occurs, we will contact you to discuss the matter and the anticipated delay in completing our engagement prior to rendering further services.

We will bill you for our professional fees, expenses and out-of-pocket costs as of the date we deliver our work product you. Payment is due within 30 days of the date on the billing statement. If payment is not received by the due date, you will be assessed interest charges of 1.5 % per month on the unpaid balance. We reserve the right to suspend or terminate our work from non-payment of fees.

You agree that in the event your payment of tax is not received by the due date of the tax return, we will not be responsible for your failure to meet government and other filing deadlines, for any penalties or interest that may be assessed against you resulting from your failure to meet the deadlines, and for any other damages (including, but not limited to consequential, indirect, lost profits, or punitive damages) incurred by you as a result of the late filing or non-filing of the tax returns.

Electronic Data Communication and Storage and Use of Third Party Service Provider

In the interest of facilitating our services to your company, we may send data over the Internet, store electronic data via computer software applications hosted remotely on the Internet, or allow access to data through third-party vendors' secured portals or clouds. Electronic data that is confidential to your company may be transmitted or stored using these methods. We may use third-party service providers to store or transmit this data, such as providers of tax return preparation software. In using these data communication and storage methods, our firm employs measures designed to maintain data security. We use reasonable efforts to keep such communications and data access secure in accordance with our obligations under applicable laws and professional standards. We also require all of our third-party vendors to do the same.

You recognize and accept that we have no control over the unauthorized interception or breach of any communications or data once it has been sent or has been subject to unauthorized access, notwithstanding all reasonable security measures employed by us or our third-party vendors. You consent to our use of these electronic devices and applications and submission of confidential client information to third-party service providers during this engagement.

Entire Agreement

This engagement letter, including any attachments, encompasses the entire agreement of the parties and supersedes all previous understandings and agreements between the parties, whether oral or written. Any modification to the terms of this engagement letter must be made in writing and signed by both parties.

Termination and Other Terms

Any claim arising out of this engagement letter shall be commenced within one year of the delivery of the work product to you, regardless of any longer period of time for commencing such claims as may be set by law.

We reserve the right to withdraw from this engagement without rendering services for any reason, including but not limited to, if you fail to comply with the terms of this engagement letter, if you disagree with our recommendations regarding tax return filing and reporting obligations, tax return positions to be taken or disclosures to be made in the returns, or if we determine professional standards require our withdrawal for any other reason.

At the completion of our engagement, the original source documents will be returned to you. Workpapers and other documents created by us are our property. Such original workpapers will remain in our control, and copies are not to be distributed without our prior written consent.

If any portion of this engagement letter is deemed invalid or unenforceable, said finding shall not invalidate the remainder of the terms set forth in this engagement letter.

We appreciate the opportunity to be of service to you. Please date and sign the enclosed copy of this engagement letter and return it to us to acknowledge your agreement with its terms. It is our policy to initiate services only after we receive the signed copy of this engagement letter from you.

Jason R Loeffler, CPA PA

Very truly yours,

Jason Loeffler
Owner
Jason R Loeffler, CPA PA

APPROVED:



[*Date*]

* * * * * *

***IRS Circular 230 Notice**: The discussion of U.S. federal tax law and references to any resources in this material are not intended to: (a) be used or relied upon by any taxpayer for the purpose of avoiding any federal tax penalties; (b) promote, market or recommend any products and/or services except to the extent expressly stated otherwise; or (c) be considered except in consultation with a qualified independent tax advisor who can address a taxpayer's particular circumstances.*

JASON R LOEFFLER CPA PA
9515-A HOLSBERRY RD
PENSACOLA, FL 32534
850-478-6811

August 4, 2022

Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502

Dear Client:

Your 2020 Federal Return of Organization Exempt from Income Tax will be electronically filed with the Internal Revenue Service upon receipt of a signed Form 8879-EO - IRS e-file Signature Authorization. No tax is payable with the filing of this return.

Please be sure to call us if you have any questions.

Sincerely,

Jason Loeffler CPA

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public.
► Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

A For the 2020 calendar year, or tax year beginning 10/01 , 2020, and ending 9/30 , 20 2021

B Check if applicable:
- [ ] Address change
- [ ] Name change
- [ ] Initial return
- [ ] Final return/terminated
- [ ] Amended return
- [ ] Application pending

C
Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502

D Employer identification number
46-3684826

E Telephone number
(850) 434-7626

G Gross receipts $ 7,930,486.

F Name and address of principal officer:
Same As C Above

H(a) Is this a group return for subordinates? [ ] Yes [X] No

H(b) Are all subordinates included? [ ] Yes [ ] No
If "No," attach a list. See instructions

H(c) Group exemption number ►

I Tax-exempt status: [ ] 501(c)(3) [X] 501(c) (6) ◄ (insert no.) [ ] 4947(a)(1) or [ ] 527

J Website: ► www.visitpensacola.com

K Form of organization: [X] Corporation [ ] Trust [ ] Association [ ] Other ► L Year of formation: 2013 M State of legal domicile: FL

Part I Summary

1 Briefly describe the organization's mission or most significant activities: To promote the common business interests of Escambia County, Florida's tourism industry, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County.

2 Check this box ► [ ] if the organization discontinued its operations or disposed of more than 25% of its net assets.

Activities & Governance	3 Number of voting members of the governing body (Part VI, line 1a)	3	11
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	11
	5 Total number of individuals employed in calendar year 2020 (Part V, line 2a)	5	20
	6 Total number of volunteers (estimate if necessary)	6	0
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
	b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

		Prior Year	Current Year
Revenue	8 Contributions and grants (Part VIII, line 1h)	6,604,549.	7,779,947.
	9 Program service revenue (Part VIII, line 2g)	14,135.	10,700.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	9,933.	139,839.
	12 Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	6,628,617.	7,930,486.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)		
	14 Benefits paid to or for members (Part IX, column (A), line 4)		
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	1,153,571.	888,675.
	16a Professional fundraising fees (Part IX, column (A), line 11e)		
	b Total fundraising expenses (Part IX, column (D), line 25) ►		
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	5,509,147.	6,868,887.
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	6,662,718.	7,757,562.
	19 Revenue less expenses. Subtract line 18 from line 12	-34,101.	172,924.

		Beginning of Current Year	End of Year
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	1,881,427.	2,535,965.
	21 Total liabilities (Part X, line 26)	763,918.	1,245,532.
	22 Net assets or fund balances. Subtract line 21 from line 20	1,117,509.	1,290,433.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer — Date

Darien Schaefer — President
Type or print name and title

COPY

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check [ ] if self-employed	PTIN
Jason Loeffler CPA	Jason Loeffler CPA	8/9/22		P01290836

Firm's name ► Jason R Loeffler CPA PA
Firm's address ► 9515-A Holsberry Rd, Pensacola, FL 32534
Firm's EIN ► 46-1416272
Phone no. 850-478-6811

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes [ ] No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

To promote the common business interests of Escambia County, Florida's tourism industry, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ including grants of $) (Revenue $)

In fiscal year 2020 the metric related to tourism reflected an increase over the previous year. Key items included TDT collections up 81% and occupancy up 29%.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses ▶ 0.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If 'Yes,' complete Schedule A*	1		X
2	Is the organization required to complete *Schedule B, Schedule of Contributors* See instructions?	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If 'Yes,' complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If 'Yes,' complete Schedule C, Part II*	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If 'Yes,' complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If 'Yes,' complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If 'Yes,' complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If 'Yes,' complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If 'Yes,' complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If 'Yes,' complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is 'Yes', then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If 'Yes,' complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments – other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If 'Yes,' complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments – program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If 'Yes,' complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If 'Yes,' complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If 'Yes,' complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If 'Yes,' complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If 'Yes,' complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If 'Yes,' complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If 'Yes,' complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If 'Yes,' complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If 'Yes,' complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If 'Yes,' complete Schedule G, Part I* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If 'Yes,' complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If 'Yes,' complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If 'Yes,' complete Schedule H*	20a		X
b	If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If 'Yes,' complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If 'Yes,' complete Schedule I, Parts I and III*	22		X
23	Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If 'Yes,' complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If 'Yes,' complete Schedule L, Part I*	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If 'Yes,' complete Schedule L, Part I*	25b		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If 'Yes,' complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If 'Yes,' complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If 'Yes,' complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If 'Yes,' complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? *If 'Yes,' complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If 'Yes,' complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If 'Yes,' complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If 'Yes,' complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If 'Yes,' complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If 'Yes,' complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If 'Yes,' complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If 'Yes,' complete Schedule R, Part V, line 2*	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If 'Yes,' complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a	1		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c X	

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

		Yes	No
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return. **2a**			
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
Note: If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file* (see instructions)			
3a Did the organization have unrelated business gross income of $1,000 or more during the year?	3a		X
b If 'Yes,' has it filed a Form 990-T for this year? *If 'No' to line 3b, provide an explanation on Schedule O*	3b		
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X
b If 'Yes,' enter the name of the foreign country ▸ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X
c If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7 Organizations that may receive deductible contributions under section 170(c).			
a Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a		
b If 'Yes,' did the organization notify the donor of the value of the goods or services provided?	7b		
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		
d If 'Yes,' indicate the number of Forms 8282 filed during the year. **7d**			
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9 Sponsoring organizations maintaining donor advised funds.			
a Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10 Section 501(c)(7) organizations. Enter:			
a Initiation fees and capital contributions included on Part VIII, line 12 **10a**			
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**			
11 Section 501(c)(12) organizations. Enter:			
a Gross income from members or shareholders **11a**			
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**			
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
b If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year **12b**			
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
a Is the organization licensed to issue qualified health plans in more than one state?	13a		
Note: See the instructions for additional information the organization must report on Schedule O.			
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**			
c Enter the amount of reserves on hand **13c**			
14a Did the organization receive any payments for indoor tanning services during the tax year?	14a		X
b If 'Yes,' has it filed a Form 720 to report these payments? *If 'No,' provide an explanation on Schedule O*	14b		
15 Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If 'Yes,' see instructions and file Form 4720, Schedule N.	15		X
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If 'Yes,' complete Form 4720, Schedule O.	16		X

Part VI Governance, Management, and Disclosure *For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year. If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a 11		
b	Enter the number of voting members included on line 1a, above, who are independent.	1b 11		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		X
6	Did the organization have members or stockholders?	6		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a	The governing body?	8a	X	
b	Each committee with authority to act on behalf of the governing body?	8b	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If 'Yes,' provide the names and addresses on Schedule O*	9		X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O			
12a	Did the organization have a written conflict of interest policy? *If 'No,' go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If 'Yes,' describe in Schedule O how this was done* See Schedule O	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official. See Schedule O	15a	X	
b	Other officers or key employees of the organization	15b		X
	If 'Yes' to line 15a or 15b, describe the process in Schedule O (see instructions).			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. See Schedule O

20 State the name, address, and telephone number of the person who possesses the organization's books and records ▶

Wondwossen Samuel 1401 E Gregory Street Pensacola FL 32502 (850) 434-7626

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Darien Schaefer President	40 0				X			93,491.	0.	0.
(2) Gabe DiCianni Treasurer	1 0	X		X				0.	0.	0.
(3) Jay Bhakta Trustee	1 0	X						0.	0.	0.
(4) Deandra Holcomb Trustee	1 0	X						0.	0.	0.
(5) Suzanne Lewis Trustee	1 0	X						0.	0.	0.
(6) D.C. Reeves Chairman	1 0	X		X				0.	0.	0.
(7) Jessica Andrade Trustee	1 0	X						0.	0.	0.
(8) David Kemp Trustee	1 0	X						0.	0.	0.
(9) Joe McCay Trustee	1 0	X						0.	0.	0.
(10) Lusharon Wiley Secretary	1 0	X		X				0.	0.	0.
(11) McKenzie Nicholas Vice Chair	1 0	X		X				0.	0.	0.
(12) Cameron Price Trustee	1 0	X						0.	0.	0.
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1 b Subtotal								93,491.	0.	0.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								93,491.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶ 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If 'Yes,' complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If 'Yes,' complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If 'Yes,' complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b	95,143.			
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e	703,237.			
	f All other contributions, gifts, grants, and similar amounts not included above	1f	6,981,567.			
	g Noncash contributions included in lines 1a-1f	1g				
	h Total. Add lines 1a-1f		7,779,947.			
Program Service Revenue		Business Code				
	2a Event Revenue	900099	10,700.	10,700.		
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g Total. Add lines 2a-2f		10,700.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental income or (loss) 6c					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory 7a					
	b Less: cost or other basis and sales expenses 7b					
	c Gain or (loss) 7c					
	d Net gain or (loss)					
	8a Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 8a					
	b Less: direct expenses 8b					
	c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19 9a					
	b Less: direct expenses 9b					
	c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances 10a					
	b Less: cost of goods sold 10b					
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
	11a Advertising Revenue	519100	139,750.	139,750.		
	b Gift Shop Sales	453220	89.	89.		
	c					
	d All other revenue					
	e Total. Add lines 11a-11d		139,839.			
	12 Total revenue. See instructions		7,930,486.	150,539.	0.	0.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX. ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	93,491.	0.	0.	0.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0.	0.	0.	0.
7 Other salaries and wages	721,807.	644,896.	76,911.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	73,377.	58,041.	15,336.	
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	26,855.	21,254.	5,601.	
12 Advertising and promotion	4,498,374.	4,498,341.	33.	
13 Office expenses	34,162.	26,530.	7,632.	
14 Information technology	25,332.	20,048.	5,284.	
15 Royalties				
16 Occupancy	130,088.	105,001.	25,087.	
17 Travel	38,850.	37,809.	1,041.	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	663.			
23 Insurance	25,799.	20,419.	5,380.	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Subrecipient Expenses	1,599,502.	1,536,338.	63,164.	
b Marketing Research	316,512.	316,512.		
c Repairs & Maintenance	105,743.	82,254.	23,489.	
d Utilities	42,711.	33,802.	8,909.	
e All other expenses	24,296.	13,262.	11,034.	
25 Total functional expenses. Add lines 1 through 24e	7,757,562.	7,414,507.	248,901.	0.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash — non-interest-bearing	1,387,865.	1	905,230.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	388,891.	4	1,470,411.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges	599.	9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 8,299.	102,880.	9	159,795.
	b	Less: accumulated depreciation — 10b: 7,770.	1,192.	10c	529.
	11	Investments — publicly traded securities		11	
	12	Investments — other securities. See Part IV, line 11		12	
	13	Investments — program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	1,881,427.	16	2,535,965.
Liabilities	17	Accounts payable and accrued expenses	697,218.	17	1,176,915.
	18	Grants payable		18	
	19	Deferred revenue	66,700.	19	68,617.
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	763,918.	26	1,245,532.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ► and complete lines 27, 28, 32, and 33.** X			
	27	Net assets without donor restrictions	1,117,509.	27	1,290,433.
	28	Net assets with donor restrictions		28	
		Organizations that do not follow FASB ASC 958, check here ► and complete lines 29 through 33. ☐			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	1,117,509.	32	1,290,433.
	33	Total liabilities and net assets/fund balances	1,881,427.	33	2,535,965.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	7,930,486.
2	Total expenses (must equal Part IX, column (A), line 25)	2	7,757,562.
3	Revenue less expenses. Subtract line 2 from line 1	3	172,924.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,117,509.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,290,433.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked 'Other,' explain in Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	X	
b	Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	X	
c	If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	X	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		X
b	If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered 'Yes' on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
► Attach to Form 990.
► Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ►

4 Number of states where property subject to conservation easement is located ►

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ►

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► $

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 ► $

(ii) Assets included in Form 990, Part X ► $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ► $

b Assets included in Form 990, Part X ► $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered 'Yes' on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If 'Yes,' explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If 'Yes,' explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds. Complete if the organization answered 'Yes' on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment ▶ _____ %
b Permanent endowment ▶ _____ %
c Term endowment ▶ _____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If 'Yes' on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		5,758.	4,764.	994.
e Other		2,541.	3,006.	-465.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)* ▶				529.

Part VII Investments – Other Securities.
N/A
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. *(Column (b) must equal Form 990, Part X, column (B) line 12.)* ▶		

Part VIII Investments – Program Related.
N/A
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. *(Column (b) must equal Form 990, Part X, column (B) line 13.)* ▶		

Part IX Other Assets.
N/A
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. *(Column (b) must equal Form 990, Part X, column (B) line 15.)* ▶	

Part X Other Liabilities.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. *(Column (b) must equal Form 990, Part X, column (B) line 25.)* ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return. N/A

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d		2e
3	Subtract line 2e from line 1		3
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b		4c
5	Total revenue. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 12.)*		5

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. N/A

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d		2e
3	Subtract line 2e from line 1		3
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b		4c
5	Total expenses. Add lines 3 and 4c. *(This must equal Form 990, Part I, line 18.)*		5

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
► Attach to Form 990 or 990-EZ.
► Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Form 990, Part VI, Line 11b - Form 990 Review Process

Form 990 is made available for review upon request by any governing body member or officer.

Form 990, Part VI, Line 12c - Explanation of Monitoring and Enforcement of Conflicts

The Conflict of Interest Policy is covered in the employee handbook under "Business Ethics and Conduct". All employees have signed a document acknowledging that they have read and understand the policies covered.

Form 990, Part VI, Line 15a - Compensation Review & Approval Process - CEO & Top Management

The oversight/compensation committee is responsible for the review and recommendation on the President's annual compensation. The committee has a variety of industry data including comparable positions, geographic location, cost of living and overall performance to assist in making their final recommendations.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

The Organization's governing documents, conflict of interest policy, Form 990, and financial statements are made available to members and non-menbers upon request.

Visit Pensacola, Inc. 46-3684826

	2020	2019	Diff
REVENUE			
Contributions and grants	7,779,947	6,604,549	1,175,398
Program service revenue	10,700	14,135	-3,435
Other revenue	139,839	9,933	129,906
Total revenue	7,930,486	6,628,617	1,301,869
EXPENSES			
Salaries, other compen., emp. benefits	888,675	1,153,571	-264,896
Other expenses	6,868,887	5,509,147	1,359,740
Total expenses	7,757,562	6,662,718	1,094,844
NET ASSETS OR FUND BALANCES			
Revenue less expenses	172,924	-34,101	207,025
Total assets at end of year	2,535,965	1,881,427	654,538
Total liabilities at end of year	1,245,532	763,918	481,614
Net assets/fund balances at end of year	1,290,433	1,117,509	172,924

Visit Pensacola, Inc. 46-3684826

Forms needed for this return

Federal: 990, Sch D, Sch O, 8868

Carryovers to 2021

None

Form 990, Part IX, Line 11g
Other Fees For Services

	(A) Total	(B) Program Services	(C) Management & General	(D) Fund-raising
Professional fees	26,855.	21,254.	5,601.	
Total	$ 26,855.	$ 21,254.	$ 5,601.	$ 0.

Form 990, Part IX, Line 24e
Other Expenses

	(A) Total	(B) Program Services	(C) Management & General	(D) Fundraising
Bad Debt	2,270.		2,270.	
Bank Fees	4,334.		4,334.	
Miscellaneous	342.		342.	
Postage and Shipping	16,757.	13,262.	3,495.	
Sales Tax	593.		593.	
Total	$ 24,296.	$ 13,262.	$ 11,034.	$ 0.

2020 Federal Book Depreciation Schedule

Visit Pensacola, Inc.

46-3684826

No.	Description	Date Acquired	Date Sold	Cost/ Basis	Bus. Pct.	Cur 179 Bonus	Special Depr. Allow.	Prior 179/ Bonus/ Sp. Depr.	Prior Dec. Bal. Depr.	Salvage /Basis Reductn	Depr. Basis	Prior Depr.	Method	Life	Rate	Current Depr.
Form 990/990-PF																
	Furniture and Fixtures															
1	Furniture and Fixtures	1/01/14		3,150							3,150	3,150	200DB HY	7	.04460	0
	Total Furniture and Fixtures			3,150		0	0	0	0	0	3,150	3,150				0
	Machinery and Equipment															
2	iMac Pro	3/31/18		5,758							5,758	4,101	200DB HY	5	.11520	663
	Total Machinery and Equipment			5,758		0	0	0	0	0	5,758	4,101				663
	Total Depreciation			8,908		0	0	0	0	0	8,908	7,251				663
	Grand Total Depreciation			8,908		0	0	0	0	0	8,908	7,251				663

Form **8868**
(Rev. January 2020)
Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

► File a separate application for each return.
► Go to *www.irs.gov/Form8868* for the latest information.

OMB No. 1545-0047

Electronic filing *(e-file)*. You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.*

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.
Visit Pensacola, Inc.

Taxpayer identification number (TIN)
46-3684826

Number, street, and room or suite number. If a P.O. box, see instructions.
1401 E Gregory Street

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
Pensacola, FL 32502

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 990-T (corporation)	07
Form 990-BL	02	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (section 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

- The books are in the care of ► Wondwossen Samuel

Telephone No. ► (850) 434-7626 Fax No. ►

- If the organization does not have an office or place of business in the United States, check this box . . . . . ► ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box . . . . . ► ☐. If it is for part of the group, check this box . . . ► ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 8/15, 20 22, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
► ☐ calendar year 20 ____ or
► ☒ tax year beginning 10/01, 20 20, and ending 9/30, 20 21.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a If this application is for Forms 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions	**3a**	$ 0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit	**3b**	$ 0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions	**3c**	$ 0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.

BAA For Privacy Act and Paperwork Reduction Act Notice, see instructions. Form **8868** (Rev. 1-2020)

2021 TAX RETURN

Client Copy

Client: 4826

Prepared for:
Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502
(850) 434-7626

Prepared by:
Jason Loeffler
Jason R Loeffler CPA PA
9515-A Holsberry Rd
Pensacola, FL 32534
850-478-6811

Date: August 3, 2023

Comments:

Route to: _____ _____ _____ _____

2021 Exempt Org. Return
prepared for:

Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502

Jason R Loeffler CPA PA
9515-A Holsberry Rd
Pensacola, FL 32534

Jason R Loeffler CPA PA
9515-A Holsberry Rd
Pensacola, FL 32534
850-478-6811

Client 4826
August 3, 2023

Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502
(850) 434-7626

FEDERAL FORMS

Form 990	2021 Return of Organization Exempt from Income Tax
Schedule D	Schedule D
Schedule J	Schedule J
Schedule O	Supplemental Information
Form 8868	Application for Extension
	Depreciation Schedules
Form 8879-TE	IRS e-file Signature Authorization

FEE SUMMARY

Preparation Fee

Visit Pensacola, Inc. **46-3684826**

	2021	2020	Diff
REVENUE			
Contributions and grants	11,343,060	7,779,947	3,563,113
Program service revenue	17,377	10,700	6,677
Other revenue	156,573	139,839	16,734
Total revenue	11,517,010	7,930,486	3,586,524
EXPENSES			
Salaries, other compen., emp. benefits	1,018,852	888,675	130,177
Other expenses	10,351,725	6,868,887	3,482,838
Total expenses	11,370,577	7,757,562	3,613,015
NET ASSETS OR FUND BALANCES			
Revenue less expenses	146,433	172,924	-26,491
Total assets at end of year	2,855,357	2,535,965	319,392
Total liabilities at end of year	1,418,491	1,245,532	172,959
Net assets/fund balances at end of year	1,436,866	1,290,433	146,433

Visit Pensacola, Inc. 46-3684826

Forms needed for this return

Federal: 990, Sch D, Sch J, Sch O, 8868

Carryovers to 2022

None

Visit Pensacola, Inc. 46-3684826

The organization's Federal tax return is NOT FINISHED until you complete the following instructions.

Prior to transmission of the return

Form 990
The organization should review their Federal Return along with any accompanying schedules and statements.

Paperless e-file
The organization should read, sign and date the Form 8879-TE, IRS e-file Signature Authorization.

Even Return
No payment is required.

After transmission of the return

Receive acknowledgement of your e-file transmission status.
Within several hours, connect with Lacerte and get your first acknowledgement (ACK) that Lacerte has received your transmission file.

Connect with Lacerte again after 24 and then 48 hours to receive your Federal ACKs.

Keep a signed copy of Form 8879-TE, IRS e-file Signature Authorization in your files for 3 years.

Do not mail:

Form 8879-TE IRS e-file Signature Authorization

The organization's Federal tax return is NOT FINISHED until you complete the following instructions.

Prior to transmission of the return

Form 8868
No signature is required with Form 8868.

Even Return
No payment is required.

After transmission of the return

Receive acknowledgement of your e-file transmission status.
Within several hours, connect with Lacerte and get your first acknowledgement (ACK) that Lacerte has received your transmission file.

Connect with Lacerte again after 24 and then 48 hours to receive your Federal ACKs.

Form 990, Part IX, Line 11g
Other Fees For Services

	(A) Total	(B) Program Services	(C) Management & General	(D) Fund-raising
Professional fees	30,762.	25,694.	5,068.	
Total	$ 30,762.	$ 25,694.	$ 5,068.	$ 0.

Form 990, Part IX, Line 24e
Other Expenses

	(A) Total	(B) Program Services	(C) Management & General	(D) Fundraising
Bad Debt	2,451.		2,451.	
Bank Fees	6,336.		6,336.	
Miscellaneous	2,304.		2,304.	
Postage and Shipping	31,873.	26,622.	5,251.	
Sales Tax	1,419.		1,419.	
Total	$ 44,383.	$ 26,622.	$ 17,761.	$ 0.

Visit Pensacola, Inc. **46-3684826**

No.	Description	Date Acquired	Date Sold	Cost/ Basis	Bus. Pct.	Cur 179 Bonus	Special Depr. Allow.	Prior 179/ Bonus/ Sp. Depr.	Prior Dec. Bal. Depr.	Salvage /Basis Reductn	Depr. Basis	Prior Depr.	Method	Life	Rate	Current Depr.
Form 990/990-PF																
Furniture and Fixtures																
1	Furniture and Fixtures	1/01/14		3,150							3,150	3,150	200DB HY	7		0
	Total Furniture and Fixtures			3,150		0	0	0	0	0	3,150	3,150				0
Machinery and Equipment																
2	iMac Pro	3/31/18		5,758							5,758	4,764	200DB HY	5	.11520	529
	Total Machinery and Equipment			5,758		0	0	0	0	0	5,758	4,764				529
	Total Depreciation			8,908		0	0	0	0	0	8,908	7,914				529
	Grand Total Depreciation			8,908		0	0	0	0	0	8,908	7,914				529

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2021, or fiscal year beginning 10/01 , 2021, and ending 9/30 , 20 2022

► **Do not send to the IRS. Keep for your records.**
► **Go to *www.irs.gov/Form8879TE* for the latest information.**

OMB No. 1545-0047

2021

Name of filer
Visit Pensacola, Inc.

EIN or SSN
46-3684826

Name and title of officer or person subject to tax
Darien Schaefer President

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a **Form 990** check here ►	X	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	11,517,010.
2a **Form 990-EZ** check here ►		**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a **Form 1120-POL** check here ►		**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a **Form 990-PF** check here ►		**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a **Form 8868** check here ►		**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a **Form 990-T** check here ►		**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a **Form 4720** check here ►		**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a **Form 5227** check here ►		**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a **Form 5330** check here ►		**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a **Form 8038-CP** check here ►		**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize Jason R Loeffler CPA PA to enter my PIN 04826 as my signature
ERO firm name **Enter five numbers, but do not enter all zeros**

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ► Date ►

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 50848441974
Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature ► Jason Loeffler Date ►

ERO Must Retain This Form — See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **8868**
(Rev. January 2022)
Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

► **File a separate application for each return.**
► **Go to *www.irs.gov/Form8868* for the latest information.**

OMB No. 1545-0047

Electronic filing *(e-file)*. You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits*.

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.	Taxpayer identification number (TIN)
Visit Pensacola, Inc.	46-3684826

Number, street, and room or suite number. If a P.O. box, see instructions.
1401 E Gregory Street

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
Pensacola, FL 32502

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (section 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ► Wondwossen Samuel

  Telephone No. ► (850) 434-7626 Fax No. ►
- If the organization does not have an office or place of business in the United States, check this box . . . . . ► ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box . . . . . ► ☐. If it is for part of the group, check this box . . . ► ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 8/15, 20 23, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

► ☐ calendar year 20 ____ or

► ☒ tax year beginning 10/01, 20 21, and ending 9/30, 20 22.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions	**3a**	$ 0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit	**3b**	$ 0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions	**3c**	$ 0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

► Do not enter social security numbers on this form as it may be made public.
► Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 10/01 , 2021, and ending 9/30 , 20 2022

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C
Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502

D Employer identification number
46-3684826

E Telephone number
(850) 434-7626

G Gross receipts $ 11,517,010.

F Name and address of principal officer:
Same As C Above

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions.

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c) (6) ◄ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ► www.visitpensacola.com

H(c) Group exemption number ►

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ► **L** Year of formation: 2013 **M** State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: To promote the common business interests of Escambia County, Florida's tourism industry, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County.

2 Check this box ► ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	10
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	10
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	18
6	Total number of volunteers (estimate if necessary)	6	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	7,779,947.	11,343,060.
9	Program service revenue (Part VIII, line 2g)	10,700.	17,377.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)		
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	139,839.	156,573.
12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	7,930,486.	11,517,010.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)		
14	Benefits paid to or for members (Part IX, column (A), line 4)		
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	888,675.	1,018,852.
16a	Professional fundraising fees (Part IX, column (A), line 11e)		
b	Total fundraising expenses (Part IX, column (D), line 25) ►		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	6,868,887.	10,351,725.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	7,757,562.	11,370,577.
19	Revenue less expenses. Subtract line 18 from line 12	172,924.	146,433.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	2,535,965.	2,855,357.
21	Total liabilities (Part X, line 26)	1,245,532.	1,418,491.
22	Net assets or fund balances. Subtract line 21 from line 20	1,290,433.	1,436,866.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

▶ _____ Signature of officer — Date

▶ Darien Schaefer — President
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Jason Loeffler	Jason Loeffler			P01290836

Firm's name ► Jason R Loeffler CPA PA
Firm's address ► 9515-A Holsberry Rd, Pensacola, FL 32534
Firm's EIN ► 46-1416272
Phone no. 850-478-6811

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

To promote the common business interests of Escambia County, Florida's tourism industry, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ including grants of $) (Revenue $)

In fiscal year 2021, metrics related to tourism reflected an increase over the previous year. Key items included TDT collections up 24%, average daily room rate up 7.9%, number of visitors up 1.1%, room nights up 0.3%, direct spending from visitors up 4.4%, and economic impact from visitors up 3.9%.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses ► 0.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If 'Yes,' complete Schedule A*	1		X
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If 'Yes,' complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If 'Yes,' complete Schedule C, Part II*	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If 'Yes,' complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If 'Yes,' complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If 'Yes,' complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If 'Yes,' complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If 'Yes,' complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If 'Yes,' complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is 'Yes', then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If 'Yes,' complete Schedule D, Part VI*	11 a	X	
b	Did the organization report an amount for investments – other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If 'Yes,' complete Schedule D, Part VII*	11 b		X
c	Did the organization report an amount for investments – program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If 'Yes,' complete Schedule D, Part VIII*	11 c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If 'Yes,' complete Schedule D, Part IX*	11 d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If 'Yes,' complete Schedule D, Part X*	11 e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If 'Yes,' complete Schedule D, Part X*	11 f		X
12 a	Did the organization obtain separate, independent audited financial statements for the tax year? *If 'Yes,' complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If 'Yes,' complete Schedule E*	13		X
14 a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If 'Yes,' complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If 'Yes,' complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If 'Yes,' complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If 'Yes,' complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If 'Yes,' complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If 'Yes,' complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If 'Yes,' complete Schedule H*	20a		X
b	If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If 'Yes,' complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If 'Yes,' complete Schedule I, Parts I and III*	**22**		X
23	Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If 'Yes,' complete Schedule J*	**23**	X	
24 a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No, 'go to line 25a*	**24a**		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	**24b**		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	**24c**		
d	Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?	**24d**		
25 a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If 'Yes,' complete Schedule L, Part I*	**25a**		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If 'Yes,' complete Schedule L, Part I*	**25b**		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If 'Yes,' complete Schedule L, Part II*	**26**		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If 'Yes,' complete Schedule L, Part III*	**27**		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If 'Yes,' complete Schedule L, Part IV*	**28a**		X
b	A family member of any individual described in line 28a? *If 'Yes,' complete Schedule L, Part IV*	**28b**		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If Yes,' complete Schedule L, Part IV*	**28c**		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If 'Yes,' complete Schedule M*	**29**		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If 'Yes,' complete Schedule M*	**30**		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If 'Yes,' complete Schedule N, Part I*	**31**		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If 'Yes,' complete Schedule N, Part II*	**32**		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If 'Yes,' complete Schedule R, Part I*	**33**		X
34	Was the organization related to any tax-exempt or taxable entity? *If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1*	**34**		X
35 a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	**35a**		X
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If 'Yes,' complete Schedule R, Part V, line 2*	**35b**		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If 'Yes,' complete Schedule R, Part V, line 2*	**36**		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If 'Yes,' complete Schedule R, Part VI*	**37**		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	**38**	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1 a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	**1 a**	1		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	**1 b**	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			**1 c** X	

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return **2a** 18			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	**2b**	X	
	Note: If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file*. See instructions.			
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	**3a**		X
b	If 'Yes,' has it filed a Form 990-T for this year? *If 'No' to line 3b, provide an explanation on Schedule O*	**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	**4a**		X
b	If 'Yes,' enter the name of the foreign country ►			
	See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	**5b**		X
c	If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T?	**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	**6a**		X
b	If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	**7a**		
b	If 'Yes,' did the organization notify the donor of the value of the goods or services provided?	**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	**7c**		
d	If 'Yes,' indicate the number of Forms 8282 filed during the year **7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	**7e**		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	**7f**		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	**7g**		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	**7h**		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	**8**		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	**9b**		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 **10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders **11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	**12a**		
b	If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year **12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state?	**13a**		
	Note: See the instructions for additional information the organization must report on Schedule O.			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**			
c	Enter the amount of reserves on hand **13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	**14a**		X
b	If 'Yes,' has it filed a Form 720 to report these payments? *If 'No,' provide an explanation on Schedule O*	**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If 'Yes,' see the instructions and file Form 4720, Schedule N.	**15**		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If 'Yes,' complete Form 4720, Schedule O.	**16**		X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If 'Yes,' complete Form 6069.	**17**		

Part VI **Governance, Management, and Disclosure.** *For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

			Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year . . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	**1a**	10		
b Enter the number of voting members included on line 1a, above, who are independent	**1b**	10		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	**2**			X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	**3**			X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	**4**			X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	**5**			X
6 Did the organization have members or stockholders?	**6**			X
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	**7a**			X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	**7b**			X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a The governing body?	**8a**		X	
b Each committee with authority to act on behalf of the governing body?	**8b**		X	
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If 'Yes,' provide the names and addresses on Schedule O*	**9**			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

		Yes	No
10a Did the organization have local chapters, branches, or affiliates?	**10a**		X
b If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	**10b**		
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	**11a**		X
b Describe on Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O			
12a Did the organization have a written conflict of interest policy? *If 'No,' go to line 13*	**12a**	X	
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	**12b**	X	
c Did the organization regularly and consistently monitor and enforce compliance with the policy? *If 'Yes,' describe on Schedule O how this was done* See Schedule O	**12c**	X	
13 Did the organization have a written whistleblower policy?	**13**	X	
14 Did the organization have a written document retention and destruction policy?	**14**		X
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a The organization's CEO, Executive Director, or top management official . . See Schedule O	**15a**	X	
b Other officers or key employees of the organization	**15b**		X
If 'Yes' to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	**16a**		X
b If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	**16b**		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ► None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. See Schedule O

20 State the name, address, and telephone number of the person who possesses the organization's books and records ► Wondwossen Samuel 1401 E Gregory Street Pensacola FL 32502 (850) 434-7626

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1 a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Darien Schaefer President	40 0				X			156,678.	0.	0.
(2) Gabe DiCianni Treasurer	1 0	X		X				0.	0.	0.
(3) Jay Bhakta Trustee	1 0	X						0.	0.	0.
(4) Deandra Holcomb Chairman	1 0	X		X				0.	0.	0.
(5) Cindi McCalip Trustee	1 0	X						0.	0.	0.
(6) Sid Williams-Heath Trustee	1 0	X						0.	0.	0.
(7) Tim Carn Trustee	1 0	X						0.	0.	0.
(8) Amanda Mills Trustee	1 0	X						0.	0.	0.
(9) Warren Sonnen Trustee	1 0	X						0.	0.	0.
(10) Rachel Gillette Secretary	1 0	X		X				0.	0.	0.
(11) Brent Lane Vice Chair	1 0	X		X				0.	0.	0.
(12)										
(13)										
(14)										

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organiza - tions below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1 b Subtotal ►								156,678.	0.	0.
c Total from continuation sheets to Part VII, Section A ►								0.	0.	0.
d Total (add lines 1b and 1c) ►								156,678.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ► 1

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If 'Yes,' complete Schedule J for such individual*	**3**		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If 'Yes,' complete Schedule J for such individual*	**4**	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If 'Yes,' complete Schedule J for such person*	**5**		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ► 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants, and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b	114,623.			
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	11,228,437.			
	g Noncash contributions included in lines 1a-1f	1g				
	h **Total.** Add lines 1a-1f		11,343,060.			
Program Service Revenue		Business Code				
	2a Event Revenue	900099	17,377.	17,377.		
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g **Total.** Add lines 2a-2f		17,377.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental income or (loss) 6c					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory 7a					
	b Less: cost or other basis and sales expenses 7b					
	c Gain or (loss) 7c					
	d Net gain or (loss)					
	8a Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 8a					
	b Less: direct expenses 8b					
	c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19 9a					
	b Less: direct expenses 9b					
	c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances 10a					
	b Less: cost of goods sold 10b					
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
	11a Advertising Revenue	519100	156,427.	156,427.		
	b Gift Shop Sales	453220	146.	146.		
	c					
	d All other revenue					
	e **Total.** Add lines 11a-11d		156,573.			
	12 **Total revenue.** See instructions		11,517,010.	173,950.	0.	0.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX. ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	156,678.	0.	0.	0.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0.	0.	0.	0.
7 Other salaries and wages	778,048.	739,364.	38,684.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	84,126.	66,543.	17,583.	
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	30,762.	25,694.	5,068.	
12 Advertising and promotion	7,094,350.	7,094,305.	45.	
13 Office expenses	39,891.	33,280.	6,611.	
14 Information technology	31,512.	26,320.	5,192.	
15 Royalties				
16 Occupancy	143,207.	118,727.	24,480.	
17 Travel	88,324.	87,524.	800.	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	529.			
23 Insurance	33,140.	27,680.	5,460.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a Subrecipient Expenses	2,309,578.	2,237,159.	72,419.	
b Marketing Research	346,102.	346,102.		
c Repairs & Maintenance	140,367.	118,127.	22,240.	
d Utilities	49,580.	41,412.	8,168.	
e All other expenses	44,383.	26,622.	17,761.	
25 **Total functional expenses.** Add lines 1 through 24e	11,370,577.	10,988,859.	224,511.	0.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ► ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash — non-interest-bearing		905,230.	1	885,086.
	2	Savings and temporary cash investments			2	
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		1,470,411.	4	1,870,715.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		159,795.	9	99,556.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 8,299.			
	b	Less: accumulated depreciation	10b 8,299.	529.	10c	
	11	Investments — publicly traded securities			11	
	12	Investments — other securities. See Part IV, line 11			12	
	13	Investments — program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11			15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		2,535,965.	16	2,855,357.
Liabilities	17	Accounts payable and accrued expenses		1,176,915.	17	1,355,533.
	18	Grants payable			18	
	19	Deferred revenue		68,617.	19	62,958.
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			25	
	26	**Total liabilities.** Add lines 17 through 25		1,245,532.	26	1,418,491.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ► [X] and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		1,290,433.	27	1,436,866.
	28	Net assets with donor restrictions			28	
		Organizations that do not follow FASB ASC 958, check here ► ☐ and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		1,290,433.	32	1,436,866.
	33	Total liabilities and net assets/fund balances		2,535,965.	33	2,855,357.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	11,517,010.
2	Total expenses (must equal Part IX, column (A), line 25)	2	11,370,577.
3	Revenue less expenses. Subtract line 2 from line 1	3	146,433.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,290,433.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,436,866.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____			
	If the organization changed its method of accounting from a prior year or checked 'Other,' explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a	X	
	If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		X
b	If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered 'Yes' on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
► Attach to Form 990.
► Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ►

4 Number of states where property subject to conservation easement is located ►

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ►

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ►$

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 ►$

(ii) Assets included in Form 990, Part X ►$

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ►$

b Assets included in Form 990, Part X ►$

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered 'Yes' on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If 'Yes,' explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If 'Yes,' explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds. Complete if the organization answered 'Yes' on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment ► _____ %
- b Permanent endowment ► _____ %
- c Term endowment ► _____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If 'Yes' on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		5,758.	5,293.	465.
e Other		2,541.	3,006.	-465.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)* ►				0.

Part VII Investments – Other Securities. N/A
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. *(Column (b) must equal Form 990, Part X, column (B) line 12.)* ►		

Part VIII Investments – Program Related. N/A
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. *(Column (b) must equal Form 990, Part X, column (B) line 13.)* ►		

Part IX Other Assets. N/A
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. *(Column (b) must equal Form 990, Part X, column (B) line 15.)* ►	

Part X Other Liabilities.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. *(Column (b) must equal Form 990, Part X, column (B) line 25.)* ►	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return. N/A

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains (losses) on investments	2a		
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines **2a** through **2d**		2e	
3	Subtract line **2e** from line **1**		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines **4a** and **4b**		4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*		5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. N/A

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines **2a** through **2d**		2e	
3	Subtract line **2e** from line **1**		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines **4a** and **4b**		4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*		5	

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SCHEDULE J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

► **Complete if the organization answered 'Yes' on Form 990, Part IV, line 23.**

► **Attach to Form 990.**

► **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Part I Questions Regarding Compensation

		Yes	No
1 a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.		
	☐ First-class or charter travel ☐ Housing allowance or residence for personal use		
	☐ Travel for companions ☐ Payments for business use of personal residence		
	☐ Tax indemnification and gross-up payments ☐ Health or social club dues or initiation fees		
	☐ Discretionary spending account ☐ Personal services (such as maid, chauffeur, chef)		
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If 'No,' complete Part III to explain **1 b**		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a? **2**		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.		
	☐ Compensation committee ☐ Written employment contract		
	☐ Independent compensation consultant ☐ Compensation survey or study		
	☐ Form 990 of other organizations ☐ Approval by the board or compensation committee		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:		
a	Receive a severance payment or change-of-control payment? **4 a**		X
b	Participate in or receive payment from a supplemental nonqualified retirement plan? **4 b**		X
c	Participate in or receive payment from an equity-based compensation arrangement? **4 c**		X
	If 'Yes' to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.		
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.		
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:		
a	The organization? **5 a**		
b	Any related organization? **5 b**		
	If 'Yes' on line 5a or 5b, describe in Part III.		
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:		
a	The organization? **6 a**		
b	Any related organization? **6 b**		
	If 'Yes' on line 6a or 6b, describe in Part III.		
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If 'Yes,' describe in Part III **7**		
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If 'Yes,' describe in Part III **8**		
9	If 'Yes' on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? **9**		

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

	(A) Name and Title		**(B)** Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			**(C)** Retirement and other deferred compensation	**(D)** Nontaxable benefits	**(E)** Total of columns(B)(i)-(D)	**(F)** Compensation in column (B) reported as deferred on prior Form 990
			(i) Base compensation	**(ii)** Bonus & incentive compensation	**(iii)** Other reportable compensation				
1	Darien Schaefer President	(i)	156,678.	0.	0.	0.	0.	156,678.	0.
		(ii)	0.	0.	0.	0.	0.	0.	0.
2		(i)							
		(ii)							
3		(i)							
		(ii)							
4		(i)							
		(ii)							
5		(i)							
		(ii)							
6		(i)							
		(ii)							
7		(i)							
		(ii)							
8		(i)							
		(ii)							
9		(i)							
		(ii)							
10		(i)							
		(ii)							
11		(i)							
		(ii)							
12		(i)							
		(ii)							
13		(i)							
		(ii)							
14		(i)							
		(ii)							
15		(i)							
		(ii)							
16		(i)							
		(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
► **Attach to Form 990 or Form 990-EZ.**
► **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization
Visit Pensacola, Inc.

Employer identification number
46-3684826

Form 990, Part VI, Line 11b - Form 990 Review Process

Form 990 is made available for review upon request by any governing body member or officer.

Form 990, Part VI, Line 12c - Explanation of Monitoring and Enforcement of Conflicts

The Conflict of Interest Policy is covered in the employee handbook under "Business Ethics and Conduct". All employees have signed a document acknowledging that they have read and understand the policies covered.

Form 990, Part VI, Line 15a - Compensation Review & Approval Process - CEO & Top Management

The oversight/compensation committee is responsible for the review and recommendation on the President's annual compensation. The committee has a variety of industry data including comparable positions, geographic location, cost of living and overall performance to assist in making their final recommendations.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

The Organization's governing documents, conflict of interest policy, Form 990, and financial statements are made available to members and non-menbers upon request.

JASON R LOEFFLER CPA PA
9515-A HOLSBERRY RD
PENSACOLA, FL 32534
850-478-6811

July 30, 2024

Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502

Dear Client:

Your 2022 Federal Return of Organization Exempt from Income Tax will be electronically filed with the Internal Revenue Service upon receipt of a signed Form 8879-TE - IRS e-file Signature Authorization. No tax is payable with the filing of this return.

Please be sure to call us if you have any questions.

Sincerely,

Jason Loeffler

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 10/01 , 2022, and ending 9/30 , 20 2023

B Check if applicable:
- [ ] Address change
- [ ] Name change
- [ ] Initial return
- [ ] Final return/terminated
- [ ] Amended return
- [ ] Application pending

C
Visit Pensacola, Inc.
1401 E Gregory Street
Pensacola, FL 32502

D Employer identification number
46-3684826

E Telephone number
(850) 434-7626

G Gross receipts $ 13,318,731.

F Name and address of principal officer:
Same As C Above

H(a) Is this a group return for subordinates? [ ] Yes [X] No

H(b) Are all subordinates included? [ ] Yes [ ] No
If "No," attach a list. See instructions.

H(c) Group exemption number

I Tax-exempt status: [ ] 501(c)(3) [X] 501(c) (6) (insert no.) [ ] 4947(a)(1) or [ ] 527

J Website: www.visitpensacola.com

K Form of organization: [X] Corporation [ ] Trust [ ] Association [ ] Other

L Year of formation: 2013

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: To promote the common business interests of Escambia County, Florida's tourism industry, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County.

2 Check this box [ ] if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	11
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	11
5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	20
6	Total number of volunteers (estimate if necessary)	6	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	11,343,060.	13,165,989.
9	Program service revenue (Part VIII, line 2g)	17,377.	21,456.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)		
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	156,573.	131,286.
12	Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	11,517,010.	13,318,731.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)		
14	Benefits paid to or for members (Part IX, column (A), line 4)		
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	1,018,852.	1,248,475.
16a	Professional fundraising fees (Part IX, column (A), line 11e)		
b	Total fundraising expenses (Part IX, column (D), line 25)		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	10,351,725.	11,817,720.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	11,370,577.	13,066,195.
19	Revenue less expenses. Subtract line 18 from line 12	146,433.	252,536.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	2,855,357.	2,850,802.
21	Total liabilities (Part X, line 26)	1,418,491.	1,161,400.
22	Net assets or fund balances. Subtract line 21 from line 20	1,436,866.	1,689,402.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

COPY

Sign Here

Signature of officer — Date

Darien Schaefer — President
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: Jason Loeffler	Preparer's signature: Jason Loeffler	Date: 7/30/24	Check [ ] if self-employed; PTIN: P01290836
Firm's name: Jason R Loeffler CPA PA			Firm's EIN: 46-1416272
Firm's address: 9515-A Holsberry Rd, Pensacola, FL 32534			Phone no. 850-478-6811

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes [ ] No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

To promote the common business interests of Escambia County, Florida's tourism industry, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ including grants of $) (Revenue $)

Our research has shown fiscal year 2022 increases across the board in total visitors of 2,509,100 people (up 1.1%), visitor spending of $1,309,013,600 (up 4.4%) and economic impact of $2,011,337,500 (up 3.9%). For every dollar ($1) invested in our tourism marketing, $29.28 is returned to local businesses through visitor spending and $1.76 is returned to Escambia County government in tax revenue. Tourism represents 22,000 jobs in Escambia County.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 0.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1		X
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments – other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments – program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	X	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If a "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	4		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		X	

Part V **Statements Regarding Other IRS Filings and Tax Compliance** *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return. 2a 20			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year 7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders 11a			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) 11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year 12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans 13b			
c	Enter the amount of reserves on hand 13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16		X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17		

Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year 1a	11		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.			
b	Enter the number of voting members included on line 1a, above, who are independent 1b	11		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? 2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person? 3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? 4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets? 5			X
6	Did the organization have members or stockholders? 6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? 7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? 7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a	The governing body? 8a		X	
b	Each committee with authority to act on behalf of the governing body? 8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O* 9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates? 10a			X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10b			
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? 11a			X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13* 12a		X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? 12b		X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done* ... See Schedule O 12c		X	
13	Did the organization have a written whistleblower policy? 13		X	
14	Did the organization have a written document retention and destruction policy? 14			X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official .. See Schedule O 15a		X	
b	Other officers or key employees of the organization 15b			X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? 16a			X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? 16b			

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. See Schedule O

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

Wondwossen Samuel 1401 E Gregory Street Pensacola FL 32502 (850) 434-7626

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII. ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Darien Schaefer President	40 0				X			159,920.	0.	0.
(2) Greg Harris Trustee	1 0	X						0.	0.	0.
(3) Jay Bhakta Trustee	1 0	X						0.	0.	0.
(4) Terry Branch Trustee	1 0	X						0.	0.	0.
(5) Ali Green Trustee	1 0	X						0.	0.	0.
(6) Sid Williams-Heath Treasurer	1 0	X		X				0.	0.	0.
(7) Tim Carn Trustee	1 0	X						0.	0.	0.
(8) Amanda Mills Trustee	1 0	X						0.	0.	0.
(9) Warren Sonnen Trustee	1 0	X						0.	0.	0.
(10) Dae Patel Trustee	1 0	X						0.	0.	0.
(11) Rachel Gillette Vice-Chair	1 0	X		X				0.	0.	0.
(12) Brent Lane Chairman	1 0	X		X				0.	0.	0.
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal**								159,920.	0.	0.
c **Total from continuation sheets to Part VII, Section A**								0.	0.	0.
d **Total (add lines 1b and 1c)**								159,920.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 1

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants, and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b	141,695.			
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	13,024,294.			
	g Noncash contributions included in lines 1a-1f	1g				
	h **Total.** Add lines 1a-1f		13,165,989.			
Program Service Revenue		Business Code				
	2a Event Revenue	900099	21,456.	21,456.		
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g **Total.** Add lines 2a-2f		21,456.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental income or (loss) 6c					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory 7a					
	b Less: cost or other basis and sales expenses 7b					
	c Gain or (loss) 7c					
	d Net gain or (loss)					
	8a Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 8a					
	b Less: direct expenses 8b					
	c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19 9a					
	b Less: direct expenses 9b					
	c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances 10a					
	b Less: cost of goods sold 10b					
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
	11a Advertising Revenue	519200	131,286.	131,286.		
	b					
	c					
	d All other revenue					
	e **Total.** Add lines 11a-11d		131,286.			
	12 **Total revenue.** See instructions		13,318,731.	152,742.	0.	0.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	159,920.	0.	0.	0.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0.	0.	0.	0.
7 Other salaries and wages	985,470.	905,998.	79,472.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes	103,085.	81,540.	21,545.	
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	39,290.	32,706.	6,584.	
12 Advertising and promotion	6,806,543.	6,806,355.	188.	
13 Office expenses	52,538.	43,651.	8,887.	
14 Information technology	32,997.	27,468.	5,529.	
15 Royalties				
16 Occupancy	114,095.	94,976.	19,119.	
17 Travel	127,257.	125,840.	1,417.	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance	41,300.	34,379.	6,921.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a Subrecipient Expenses	2,925,487.	2,853,356.	72,131.	
b Sponsorship	1,000,000.	1,000,000.		
c Marketing Research	410,180.	410,180.		
d Repairs & Maintenance	146,648.	122,074.	24,574.	
e All other expenses	121,385.	88,154.	33,231.	
25 **Total functional expenses.** Add lines 1 through 24e	13,066,195.	12,626,677.	279,598.	0.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash — non-interest-bearing		885,086.	1	479,090.
	2	Savings and temporary cash investments			2	250,000.
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		1,870,715.	4	1,802,408.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		99,556.	9	319,304.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 8,299.			
	b	Less: accumulated depreciation	10b 8,299.		10c	
	11	Investments — publicly traded securities			11	
	12	Investments — other securities. See Part IV, line 11			12	
	13	Investments — program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11			15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		2,855,357.	16	2,850,802.
Liabilities	17	Accounts payable and accrued expenses		1,355,533.	17	1,082,593.
	18	Grants payable			18	
	19	Deferred revenue		62,958.	19	78,807.
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			25	
	26	**Total liabilities.** Add lines 17 through 25		1,418,491.	26	1,161,400.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ☒ and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		1,436,866.	27	1,689,402.
	28	Net assets with donor restrictions			28	
		Organizations that do not follow FASB ASC 958, check here ☐ and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		1,436,866.	32	1,689,402.
	33	Total liabilities and net assets/fund balances		2,855,357.	33	2,850,802.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	13,318,731.
2	Total expenses (must equal Part IX, column (A), line 25)	2	13,066,195.
3	Revenue less expenses. Subtract line 2 from line 1	3	252,536.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,436,866.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,689,402.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of a historically important land area
☐ Preservation of a certified historic structure

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after July 25, 2006 and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____ %
b Permanent endowment _____ %
c Term endowment _____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		5,758.	5,293.	465.
e Other		2,541.	3,006.	-465.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)*				0.

Part VII Investments – Other Securities. N/A
Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. *(Column (b) must equal Form 990, Part X, column (B) line 12.)*		

Part VIII Investments – Program Related. N/A
Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. *(Column (b) must equal Form 990, Part X, column (B) line 13.)*		

Part IX Other Assets. N/A
Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. *(Column (b) must equal Form 990, Part X, column (B) line 15.)*	

Part X Other Liabilities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. *(Column (b) must equal Form 990, Part X, column (B) line 25.)*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII. ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return. N/A

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. N/A

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SCHEDULE J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Part I Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.		
	☐ First-class or charter travel		
	☐ Travel for companions		
	☐ Tax indemnification and gross-up payments		
	☐ Discretionary spending account		
	☐ Housing allowance or residence for personal use		
	☐ Payments for business use of personal residence		
	☐ Health or social club dues or initiation fees		
	☐ Personal services (such as maid, chauffeur, chef)		
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?	2		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.			
	☐ Compensation committee			
	☐ Independent compensation consultant			
	☐ Form 990 of other organizations			
	☐ Written employment contract			
	☐ Compensation survey or study			
	☐ Approval by the board or compensation committee			
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	4a		X
b	Participate in or receive payment from a supplemental nonqualified retirement plan?	4b		X
c	Participate in or receive payment from an equity-based compensation arrangement?	4c		X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	5a		
b	Any related organization?	5b		
	If "Yes" on line 5a or 5b, describe in Part III.			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	6a		
b	Any related organization?	6b		
	If "Yes" on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III	7		
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8		
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9		

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns(B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
Darien Schaefer	(i)	159,920.	0.	0.	0.	0.	159,920.	0.
1 President	(ii)	0.	0.	0.	0.	0.	0.	0.
2	(i)							
	(ii)							
3	(i)							
	(ii)							
4	(i)							
	(ii)							
5	(i)							
	(ii)							
6	(i)							
	(ii)							
7	(i)							
	(ii)							
8	(i)							
	(ii)							
9	(i)							
	(ii)							
10	(i)							
	(ii)							
11	(i)							
	(ii)							
12	(i)							
	(ii)							
13	(i)							
	(ii)							
14	(i)							
	(ii)							
15	(i)							
	(ii)							
16	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

Visit Pensacola, Inc.

Employer identification number

46-3684826

Form 990, Part VI, Line 11b - Form 990 Review Process

Form 990 is made available for review upon request by any governing body member or officer.

Form 990, Part VI, Line 12c - Explanation of Monitoring and Enforcement of Conflicts

The Conflict of Interest Policy is covered in the employee handbook under "Business Ethics and Conduct". All employees have signed a document acknowledging that they have read and understand the policies covered.

Form 990, Part VI, Line 15a - Compensation Review & Approval Process - CEO & Top Management

The oversight/compensation committee is responsible for the review and recommendation on the President's annual compensation. The committee has a variety of industry data including comparable positions, geographic location, cost of living and overall performance to assist in making their final recommendations.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

The Organization's governing documents, conflict of interest policy, Form 990, and financial statements are made available to members and non-menbers upon request.

Visit Pensacola, Inc. 46-3684826

	2022	2021	Diff
REVENUE			
Contributions and grants	13,165,989	11,343,060	1,822,929
Program service revenue	21,456	17,377	4,079
Other revenue	131,286	156,573	-25,287
Total revenue	13,318,731	11,517,010	1,801,721
EXPENSES			
Salaries, other compen., emp. benefits	1,248,475	1,018,852	229,623
Other expenses	11,817,720	10,351,725	1,465,995
Total expenses	13,066,195	11,370,577	1,695,618
NET ASSETS OR FUND BALANCES			
Revenue less expenses	252,536	146,433	106,103
Total assets at end of year	2,850,802	2,855,357	-4,555
Total liabilities at end of year	1,161,400	1,418,491	-257,091
Net assets/fund balances at end of year	1,689,402	1,436,866	252,536

Visit Pensacola, Inc. 46-3684826

Forms needed for this return

Federal: 990, Sch D, Sch J, Sch O, 8868

Carryovers to 2023

None

Visit Pensacola, Inc. 46-3684826

Form 990, Part IX, Line 11g
Other Fees For Services

	(A) Total	(B) Program Services	(C) Management & General	(D) Fund-raising
Professional fees	39,290.	32,706.	6,584.	
Total	$ 39,290.	$ 32,706.	$ 6,584.	$ 0.

Form 990, Part IX, Line 24e
Other Expenses

	(A) Total	(B) Program Services	(C) Management & General	(D) Fundraising
Bad Debt	40.		40.	
Bank Fees	10,304.		10,304.	
Miscellaneous	3,415.		3,415.	
Postage and Shipping	54,414.	45,296.	9,118.	
Sales Tax	1,727.		1,727.	
Utilities	51,485.	42,858.	8,627.	
Total	$ 121,385.	$ 88,154.	$ 33,231.	$ 0.

2022 Federal Book Depreciation Schedule

Visit Pensacola, Inc.

46-3684826

No.	Description	Date Acquired	Date Sold	Cost/ Basis	Bus. Pct.	Cur 179 Bonus	Special Depr. Allow.	Prior 179/ Bonus/ Sp. Depr.	Prior Dec. Bal. Depr.	Salvage /Basis Reductn	Depr. Basis	Prior Depr.	Method	Life	Rate	Current Depr.
Form 990/990-PF																
Furniture and Fixtures																
1	Furniture and Fixtures	1/01/14		3,150							3,150	3,150	200DB HY	7		0
	Total Furniture and Fixtures			3,150		0	0	0	0	0	3,150	3,150				0
Machinery and Equipment																
2	iMac Pro	3/31/18		5,758							5,758	5,293	200DB HY	5	.05760	0
	Total Machinery and Equipment			5,758		0	0	0	0	0	5,758	5,293				0
	Total Depreciation			8,908		0	0	0	0	0	8,908	8,443				0
	Grand Total Depreciation			8,908		0	0	0	0	0	8,908	8,443				0

Form **8868**
(Rev. January 2022)
Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

► **File a separate application for each return.**
► **Go to *www.irs.gov/Form8868* for the latest information.**

OMB No. 1545-0047

Electronic filing *(e-file)*. You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits*.

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.
Visit Pensacola, Inc.

Taxpayer identification number (TIN)
46-3684826

Number, street, and room or suite number. If a P.O. box, see instructions.
1401 E Gregory Street

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
Pensacola, FL 32502

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (section 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ► Wondwossen Samuel 1401 E Gregory Street Pensacola FL 32502

  Telephone No. ► (850) 434-7626 Fax No. ►
- If the organization does not have an office or place of business in the United States, check this box ..... ► ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ..... ► ☐. If it is for part of the group, check this box ... ► ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 8/15, 20 24, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
► ☐ calendar year 20 ____ or
► ☒ tax year beginning 10/01, 20 22, and ending 9/30, 20 23.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions	**3a**	$ 0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit	**3b**	$ 0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions	**3c**	$ 0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

BAA For Privacy Act and Paperwork Reduction Act Notice, see instructions. Form **8868** (Rev. 1-2022)

VISIT PENSACOLA, INC.

FINANCIAL STATEMENTS

SEPTEMBER 30, 2021 AND 2020

Warren Averett
CPAs AND ADVISORS

VISIT PENSACOLA, INC.
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SEPTEMBER 30, 2021 AND 2020

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Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
850.435.7400
warrenaverett.com

INDEPENDENT AUDITORS' REPORT

To the Finance Committee and Board of Directors
Visit Pensacola, Inc.

Report on the Financial Statements
We have audited the accompanying financial statements of Visit Pensacola, Inc., [a 501(c)(6) nonprofit corporation], (hereinafter referred to as "VPI"), which comprise the statements of financial position as of September 30, 2021 and 2020, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion
In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of VPI as of September 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Warren Averett, LLC

Pensacola, Florida
March 7, 2022

VISIT PENSACOLA, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2021 AND 2020

ASSETS

	2021	2020
CURRENT ASSETS		
Cash and cash equivalents	$ 905,230	$ 1,387,865
Accounts receivable	1,470,411	388,891
Inventories	-	599
Prepaid expenses	159,795	102,880
Total current assets	2,535,436	1,880,235
NONCURRENT ASSETS		
Equipment, net	2,303	3,455
TOTAL ASSETS	$ 2,537,739	$ 1,883,690

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable	$ 1,100,385	$ 639,456
Accrued payroll and expenses	76,530	57,762
Unearned revenue	68,617	66,700
Total current liabilities	1,245,532	763,918
NET ASSETS		
Without donor restrictions	1,292,207	1,119,772
TOTAL LIABILITIES AND NET ASSETS	$ 2,537,739	$ 1,883,690

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED SEPTEMBER 30, 2021 AND 2020

	2021	2020
SUPPORT AND REVENUE WITHOUT DONOR RESTRICTIONS		
Tourism development revenue	$ 6,834,804	$ 6,332,634
Partnership dues and membership income	92,979	98,429
Advertising income	139,750	8,002
In-kind income	146,763	161,274
Grant income	500,000	-
Event income	10,700	14,135
Merchandise sales	89	1,931
Miscellaneous income	2,164	12,212
PPP loan proceeds	203,237	-
Total support and revenue without donor restrictions	7,930,486	6,628,617
OPERATING EXPENSES		
Program expenses		
Tourism development	7,415,418	6,008,054
Supporting expenses		
Management and general	342,633	654,709
Total operating expenses	7,758,051	6,662,763
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	172,435	(34,146)
NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING OF YEAR	1,119,772	1,153,918
NET ASSETS WITHOUT DONOR RESTRICTIONS, END OF YEAR	$ 1,292,207	$ 1,119,772

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED SEPTEMBER 30, 2021 AND 2020

	2021		
	Program Services	Supporting Services	
	Tourism	Management & General	Total
Advertising	$ 2,703,081	$ -	$ 2,703,081
Advertising agency fees	680,000	-	680,000
Bad debt expense	-	2,270	2,270
Bank and credit card fees	-	4,334	4,334
Brochures and collateral	111,855	-	111,855
Depreciation	911	241	1,152
Dues and subscriptions	29,778	-	29,778
Equipment and building repair	82,254	23,489	105,743
Festivals and events	246,596	-	246,596
Information technology	20,048	5,284	25,332
In-kind rent	105,001	25,087	130,088
Insurance	20,419	5,380	25,799
Marketing research	316,512	-	316,512
Miscellaneous expense	-	342	342
Office supplies	26,530	7,632	34,162
Partnership expense	46,636	33	46,669
Personnel expense	702,937	185,738	888,675
Postage	13,262	3,495	16,757
Production	451,952	-	451,952
Professional services	21,254	5,601	26,855
Promotions	80,543	-	80,543
Public relations	83,854	-	83,854
Registration	64,046	-	64,046
Sales tax	-	593	593
Subrecipient expense - ACE	944,576	-	944,576
Subrecipient expense - PSA	591,762	63,164	654,926
Travel, meals and entertainment	37,809	1,041	38,850
Utilities	33,802	8,909	42,711
TOTAL OPERATING EXPENSES	$ 7,415,418	$ 342,633	$ 7,758,051

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF FUNCTIONAL EXPENSES – CONTINUED
FOR THE YEARS ENDED SEPTEMBER 30, 2021 AND 2020

	2020		
	Program Services	Supporting Services	
	Tourism	Management & General	Total
Advertising	$ 2,191,353	$ -	$2,191,353
Advertising agency fees	180,000	-	180,000
Bad debt expense	-	80	80
Bank and credit card fees	-	4,544	4,544
Brochures and collateral	24,187	-	24,187
Depreciation	798	353	1,151
Dues and subscriptions	32,348	-	32,348
Equipment and building repair	90,118	39,574	129,692
Festivals and events	430,283	-	430,283
Information technology	26,677	11,800	38,477
In-kind rent	89,990	40,097	130,087
Insurance	17,455	7,722	25,177
Marketing research	432,395	-	432,395
Miscellaneous expense	-	536	536
Office supplies	28,511	9,149	37,660
Partnership expense	62,797	3,031	65,828
Personnel expense	798,179	355,392	1,153,571
Postage	19,203	8,495	27,698
Production	345,732	-	345,732
Professional services	-	35,140	35,140
Promotions	83,494	-	83,494
Public relations	73,102	-	73,102
Registration	32,176	-	32,176
Sales tax	-	1,275	1,275
Subrecipient expense - ACE	420,400	-	420,400
Subrecipient expense - PSA	558,881	117,952	676,833
Travel, meals and entertainment	38,031	5,438	43,469
Utilities	31,944	14,131	46,075
TOTAL OPERATING EXPENSES	$6,008,054	$654,709	$6,662,763

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2021 AND 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 172,435	$ (34,146)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Bad debt expense	2,270	80
Depreciation	1,152	1,151
Forgiveness of PPP loan	(203,237)	-
Decrease (increase) in:		
Accounts receivable	(1,083,790)	1,010,477
Inventories	599	1,118
Prepaid expenses	(56,915)	11,505
Increase (decrease) in:		
Accounts payable	460,929	109,053
Accrued payroll and expenses	18,768	(8,408)
Unearned revenue	1,917	26,065
Net cash provided by (used in) operating activities	(685,872)	1,116,895
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from forgivable loan	203,237	-
Net cash used in investing activities	203,237	-
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(482,635)	1,116,895
CASH AND CASH EQUIVALENTS, BEGINNING	1,387,865	270,970
CASH AND CASH EQUIVALENTS, ENDING	$ 905,230	$ 1,387,865

See notes to the financial statements.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Organization

Visit Pensacola, Inc. ("VPI") was formed in 2013, as a Florida not-for-profit corporation to promote the common business interests of Escambia County, Florida's tourism industry and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County, in order to speak with a collective, focused voice of authority on issues that affect the tourism industry.

Basis of Accounting and Presentation

The financial statements of VPI have been prepared on the accrual basis of accounting and in accordance with the accounting principles generally accepted in the United States of America ("US GAAP") which requires that VPI report information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes in net assets therein are classified as follows:

Net Assets without Donor Restrictions – Net assets available for general use and are not subject to donor restrictions.

Net Assets with Donor Restrictions – Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature that may or will be met either by passage of time or the events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. VPI did not have any net assets at September 30, 2021 and 2020, where the donor imposed restrictions.

Use of Estimates

Management uses estimates and assumptions in preparing these financial statements in accordance with GAAP. These estimates and assumptions affect the amounts reported in the financial statements and the note disclosures. Actual results could vary from these estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, if applicable, VPI considers highly liquid debt instruments purchased within three months of maturity to be cash equivalents.

Accounts Receivable

Accounts receivable are reported at unpaid balances less an allowance for doubtful accounts, if applicable. Management evaluates the status of unpaid accounts and adjusts the allowance as necessary through a provision for bad debt expense. No provision for uncollectible accounts had been established as of September 30, 2021 and 2020, as accounts receivable are considered to be fully collectible.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Revenue Recognition

Revenues are reported as increases in net assets without donor restrictions, unless their use is limited by donor-imposed restrictions. Under accounting standards, earned revenue measurement is driven via a principles-based process that requires the entity: 1) identify the contract with the customer; 2) identify the performance obligations in the contract; 3) determine the transaction price; 4) allocate the transaction price to the performance obligations; and 5) recognize revenue when (or as) performance obligations are satisfied. Contributed support follows different standards. A summary of each of the revenue and support flows are as follows:

The primary source of revenue is a portion of the local option tourist development tax imposed and collected on short-term lodging by the Escambia County Board of County Commissioners ("the County"). In accordance with the agreement with the County, VPI receives funding on a reimbursement basis from the County as expenditures are incurred in carrying out its mission.

Gifts and grants, including unconditional promises to give, are recognized as revenues as either without or with donor restrictions in the period verifiably committed by the donor. Gifts and grants of assets other than cash are recorded at their estimated fair value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of the estimated future cash flows using a risk adjusted discount rate depending on the time period involved. Amortization of the discount is included in gift and grant revenue in accordance with the donor-imposed restrictions, if any, on the gifts or grants. Gifts or grants with donor-imposed restrictions that can be met through the passage of time or upon the incurring of expenses consistent with the purposes are recorded as net assets with restrictions and reclassified to net assets without donor restrictions when such time or purposes restriction has been satisfied.

Gifts of property and equipment are recorded as without donor restrictions, unless the donor explicitly states how such assets should be used. Gifts of cash or other assets that must be used to acquire long lived assets are reported as net assets with donor restrictions. VPI reports expirations of donor restrictions when the donated or acquired long lived asset is placed into service.

Conditional contributions are recorded as revenue when such amounts become unconditional, which generally involves the overcoming of a barrier to entitlement. This can include items like meeting a matching provision, incurring specified allowable expenses in accordance with a framework of allowable costs or other barriers. Contributions received pending designation by the donor are considered to be net assets with donor restrictions until donor stipulations are clarified at which time such are reclassified, if required.

Partnership dues represent revenues from businesses with interests in Escambia County that wish to support VPI's efforts to promote tourism within Escambia County. Partnership dues are recognized ratably on a monthly basis over the partnership period as the performance obligations are satisfied. Management believes that recognizing revenue over time is the best measure of services rendered based on the length of the partnership. Management does not consider there to be significant judgment involved in the timing of satisfaction of performance obligations as those are directly linked to the length of the partnership.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Inventories
Inventories consist primarily of souvenirs and promotional goods, including maps, brochures and postcards and are valued at estimated cost.

Equipment
VPI capitalizes all expenditures in excess of $1,000 for equipment at cost. Repairs and maintenance expenses are expensed as incurred. Depreciation is provided over the estimated useful lives of the respective assets on a straight-line basis. Equipment is depreciated over 5 to 7 years.

Donated Assets and Use of Facilities
Donated equipment and other noncash donations are valued at estimated fair value at the date of donation. VPI uses certain equipment which was acquired and paid for by Escambia County. Title vests with the County and such assets are not recorded as assets of VPI. The County does not charge VPI for the use of the equipment. The estimated fair market value of the use of these assets is recorded as in-kind income and related equipment and building repairs in the statements of functional expenses. Effective July 2020, VPI occupies space at the Pensacola Visitor Information Center under a lease agreement with the City of Pensacola for $10 annually. The lease term is 15 years unless otherwise terminated pursuant to the agreement. The estimated fair value of the use of these facilities are recorded as in-kind income and rent expense in the statements of functional expenses.

Unearned Revenue
Unearned revenue consists of partnership dues and advertising income, which were received in advance. The revenue will be recognized over the terms of the partnerships or once the advertisement occurs.

Compensated Absences
The liability for compensated absences of $44,913 and $29,271 as of September 30, 2021 and 2020, respectively, is included in accrued payroll and expenses. This represents amounts owed to employees under VPI's paid time off policy.

Functional Allocation of Expenses
The costs of providing the program and supporting activities of VPI have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated by management among the program and supporting activities based on time and effort or occupancy costs.

Advertising
The primary purpose of VPI is to promote and advertise the local community. As such, all program expenses are considered to be either direct or indirect forms of "advertising." Such costs are expensed as incurred.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Income Taxes
The Internal Revenue Service has determined VPI to be exempt from federal income tax under Section 501(c)(6) of the Internal Revenue Code. VPI is subject to taxation only on income from any business unrelated to its exempt purposes. VPI is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with generally accepted accounting principles.

Subsequent Events
VPI has evaluated events and transactions that occurred between September 30, 2021 and March 7, 2022, which is the date that financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

2. ACCOUNTS RECEIVABLE

Accounts receivable at September 30, 2021 and 2020, consisted of the following:

	2021	2020
Tourism development tax receivable	$ 1,465,730	$ 379,852
Partnership dues	4,461	3,070
Other	220	5,969
Accounts receivable	$ 1,470,411	$ 388,891

3. LINE OF CREDIT

VPI has a revolving line of credit with Regions Bank in the amount of $500,000. The interest rate is LIBOR plus 0.50%. The line of credit matures on October 15, 2021, and is secured by inventory, accounts, equipment, general intangibles and fixtures. At September 30, 2021 and 2020, there was no outstanding balance on the line of credit.

4. PAYCHECK PROTECTION PROGRAM LOAN

In February 2021, VPI obtained a loan (the Loan) from Regions Bank in the amount of $203,237 under the Paycheck Protection Program (PPP) established by the Coronavirus Aid, Relief, and Economic Security (CARES) Act. Under the terms of the PPP, up to 100% of the loan and related interest may be forgiven if the proceeds are used for covered expenses, and certain other requirements related to wage rates and maintenance of full-time equivalents are met. VPI applied for forgiveness and received forgiveness of $203,237 from the Small Business Administration (SBA) in November 2021.

5. GRANT INCOME

During the year ended September 30, 2021, VPI received $500,000 in CARES Act Coronavirus Relief Funds from the County. Under the terms of the CARES Agreement, the County reimbursed VPI $500,000 for CARES Act eligible expenses incurred through December 30, 2020.

6. LIQUIDITY AND AVAILABILITY

VPI regularly monitors liquidity to meet its operating needs and other contractual commitments. VPI has various sources of liquidity at its disposal including cash, receivables and line of credit. For purposes of analyzing resources available to meet general expenditures over a 12-month period, VPI considers all expenditures related to its ongoing activities of its mission, as well as the conduct of services undertaken to support those activities to be general expenditures.

As of September 30, 2021 and 2020, the following table shows the total financial assets held by VPI and the amounts of those financial assets available within one year of the date of the statement of financial position to meet general expenditures.

	2021	2020
Financial assets at year end:		
Cash	$ 905,230	$ 1,387,865
Accounts receivable	1,470,411	388,891
Total financial assets available to meet general expenditures over the next 12 months	$ 2,375,641	$ 1,776,756

7. CONCENTRATIONS OF RISK

VPI's activities are primarily funded by a discretionary appropriation of the Escambia County local option tourist development tax. VPI's ability to continue to operate at current levels is dependent on continued funding from this source.

VPI maintains cash balances at a financial institution, which at times, may exceed federally insured limits. The balances held with the financial institution are insured by the Federal Deposit Insurance Corporation up to $250,000. VPI's cash balances before outstanding checks exceeded federally insured limits by $1,232,879 and $1,196,276 at September 30, 2021 and 2020, respectively. VPI has not experienced any losses in such accounts and believes it is not exposed to any significant risk.

8. SUBRECIPIENT EXPENSE

VPI is the fiscal agent for ACE and Pensacola Sports Association, Inc. (PSA). In accordance with the Miscellaneous Appropriations Agreements between the County and VPI (the Agreement), VPI accepts tourism development revenue from the County on behalf of PSA and ACE. As fiscal agent for ACE and PSA, VPI is responsible for administering the funding and ensuring it is spent in accordance with the Agreement.

In accordance with GAAP, this arrangement does not meet the criteria of being an agency transaction; therefore, the expenses incurred by each entity and reimbursed by VPI are recorded as subrecipient expense in the statements of functional expenses.

Subrecipient expenses for the year ended September 30, 2021, consisted of the following:

	ACE	PSA	Total
Direct programming expense	$ 944,576	$ 352,084	$ 1,296,660
Operations expense	-	59,252	59,252
Personnel expense	-	243,590	243,590
Total subrecipient expense	$ 944,576	$ 654,926	$ 1,599,502

Subrecipient expenses for the year ended **September 30, 2020**, consisted of the following:

	ACE	PSA	Total
Direct programming expense	$ 420,400	$ 292,234	$ 712,634
Operations expense	-	67,067	67,067
Personnel expense	-	317,532	317,532
Total subrecipient expense	$ 420,400	$ 676,833	$ 1,097,233

9. RELATED PARTY TRANSACTIONS

VPI enters into certain promotional partnership and marketing transactions with organizations that may be affiliated with members of VPI's Board of Directors. These transactions are conducted at arms-length and are in the normal course of business.

10. RETIREMENT PLAN

VPI administers a 401(k) plan for the benefit of its employees. All employees are eligible to participate if they have completed one year of service and are at least 21 years of age. The plan provides for a safe harbor matching employer contribution equal to 100% of salary deferrals that do not exceed 6% of compensation for each payroll period. The matching contributions totaled $21,833 and $22,653 for the years ended September 30, 2021 and 2020, respectively.

11. SUBSEQUENT EVENTS

VPI renewed its $500,000 revolving line of credit with Regions Bank. The interest rate is LIBOR plus 0.50%. The line of credit matures on October 15, 2022, and is secured by inventory, accounts, equipment, general intangibles and fixtures. VPI borrowed $450,000 from the line of credit on October 12, 2021 and was fully repaid on November 23, 2021.

On February 28, 2022, VPI returned $203,237 to the County for payroll costs funded by the PPP Loan.

VISIT PENSACOLA, INC.

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022 AND 2021

Warren Averett
CPAs AND ADVISORS
www.warrenaverett.com

The report accompanying this deliverable was issued by Warren Averett, LLC.

VISIT PENSACOLA, INC.
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Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
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INDEPENDENT AUDITORS' REPORT

To the Finance Committee and Board of Directors
Visit Pensacola, Inc.

Opinion

We have audited the accompanying financial statements of Visit Pensacola, Inc. (a 501(c)(6) nonprofit organization, hereinafter referred to as VPI), which comprise the statements of financial position as of September 30, 2022 and 2021, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of VPI as of September 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about VPI's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of VPI's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about VPI's ability to continue as a going concern for a reasonable period of time.

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

Warren Averett, LLC

Pensacola, Florida
May 12, 2023

VISIT PENSACOLA, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2022 AND 2021

ASSETS

	2022	2021
CURRENT ASSETS		
Cash and cash equivalents	$ 885,086	$ 905,230
Accounts receivable	1,870,715	1,470,411
Prepaid expenses	99,556	159,795
Total current assets	2,855,357	2,535,436
NONCURRENT ASSETS		
Equipment, net	1,152	2,303
TOTAL ASSETS	$ 2,856,509	$ 2,537,739

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable	$ 1,260,691	$ 1,100,385
Accrued payroll and expenses	94,842	76,530
Unearned revenue	62,958	68,617
Total current liabilities	1,418,491	1,245,532
NET ASSETS		
Without donor restrictions	1,438,018	1,292,207
TOTAL LIABILITIES AND NET ASSETS	$ 2,856,509	$ 2,537,739

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED SEPTEMBER 30, 2022 AND 2021

	2022	2021
SUPPORT AND REVENUE WITHOUT DONOR RESTRICTIONS		
Tourism development revenue	$ 11,052,864	$ 6,834,804
Partnership dues	111,205	92,979
Advertising income	156,427	139,750
In-kind income	175,573	146,763
Grant income	-	500,000
Event income	17,377	10,700
Merchandise sales	146	89
Miscellaneous income	3,418	2,164
PPP loan proceeds	-	203,237
Total support and revenue without donor restrictions	11,517,010	7,930,486
OPERATING EXPENSES		
Program expenses		
Tourism development	10,989,820	7,415,418
Supporting expenses		
Management and general	381,379	342,633
Total operating expenses	11,371,199	7,758,051
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	145,811	172,435
NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING OF YEAR	1,292,207	1,119,772
NET ASSETS WITHOUT DONOR RESTRICTIONS, END OF YEAR	$ 1,438,018	$ 1,292,207

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED SEPTEMBER 30, 2022 AND 2021

	Program Services	Supporting Services	
	Tourism	Management and General	Total
Advertising	$ 5,325,450	$ -	$ 5,325,450
Advertising agency fees	180,000	-	180,000
Bad debt expense	-	2,451	2,451
Bank and credit card fees	-	6,336	6,336
Brochures and collateral	156,299	-	156,299
Depreciation	961	190	1,151
Dues and subscriptions	30,513	-	30,513
Equipment and building repair	118,127	22,240	140,367
Festivals and events	359,595	-	359,595
Information technology	26,320	5,192	31,512
In-kind rent	118,727	24,480	143,207
Insurance	27,680	5,460	33,140
Marketing research	346,102	-	346,102
Miscellaneous expense	-	2,304	2,304
Office supplies	33,280	6,611	39,891
Partnership expense	85,419	45	85,464
Personnel expense	805,907	212,945	1,018,852
Postage	26,622	5,251	31,873
Production	543,080	-	543,080
Professional services	25,694	5,068	30,762
Promotions	220,616	-	220,616
Public relations	80,564	-	80,564
Registration	112,769	-	112,769
Sales tax	-	1,419	1,419
Subrecipient expense – ACE	1,250,000	-	1,250,000
Subrecipient expense – PSA	987,159	72,419	1,059,578
Travel, meals and entertainment	87,524	800	88,324
Utilities	41,412	8,168	49,580
TOTAL OPERATING EXPENSES	$ 10,989,820	$ 381,379	$ 11,371,199

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF FUNCTIONAL EXPENSES - CONTINUED
FOR THE YEAR ENDED SEPTEMBER 30, 2022 AND 2021

	Program Services	Supporting Services	
	Tourism	Management and General	Total
Advertising	$ 2,703,081	$ -	$ 2,703,081
Advertising agency fees	680,000	-	680,000
Bad debt expense	-	2,270	2,270
Bank and credit card fees	-	4,334	4,334
Brochures and collateral	111,855	-	111,855
Depreciation	911	241	1,152
Dues and subscriptions	29,778	-	29,778
Equipment and building repair	82,254	23,489	105,743
Festivals and events	246,596	-	246,596
Information technology	20,048	5,284	25,332
In-kind rent	105,001	25,087	130,088
Insurance	20,419	5,380	25,799
Marketing research	316,512	-	316,512
Miscellaneous expense	-	342	342
Office supplies	26,530	7,632	34,162
Partnership expense	46,636	33	46,669
Personnel expense	702,937	185,738	888,675
Postage	13,262	3,495	16,757
Production	451,952	-	451,952
Professional services	21,254	5,601	26,855
Promotions	80,543	-	80,543
Public relations	83,854	-	83,854
Registration	64,046	-	64,046
Sales tax	-	593	593
Subrecipient expense – ACE	944,576	-	944,576
Subrecipient expense – PSA	591,762	63,164	654,926
Travel, meals and entertainment	37,809	1,041	38,850
Utilities	33,802	8,909	42,711
TOTAL OPERATING EXPENSES	$ 7,415,418	$ 342,633	$ 7,758,051

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2022 AND 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 145,811	$ 172,435
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Bad debt expense	2,451	2,270
Depreciation	1,151	1,152
Forgiveness of PPP loan	-	(203,237)
Decrease (increase) in:		
Accounts receivable	(402,755)	(1,083,790)
Inventories	-	599
Prepaid expenses	60,239	(56,915)
Increase (decrease) in:		
Accounts payable	160,306	460,929
Accrued payroll and expenses	18,312	18,768
Unearned revenue	(5,659)	1,917
Net cash used in operating activities	(20,144)	(685,872)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from forgivable loan	-	203,237
Net cash provided by financing activities	-	203,237
NET DECREASE IN CASH AND CASH EQUIVALENTS	(20,144)	(482,635)
CASH AND CASH EQUIVALENTS, BEGINNING	905,230	1,387,865
CASH AND CASH EQUIVALENTS, ENDING	$ 885,086	$ 905,230

See notes to the financial statements.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Organization

Visit Pensacola, Inc. (VPI) was formed in 2013, as a Florida not-for-profit corporation to promote the common business interests of the tourism industry in Escambia County, Florida, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County, in order to speak with a collective, focused voice of authority on issues that affect the tourism industry.

Basis of Accounting and Presentation

The financial statements of VPI have been prepared on the accrual basis of accounting and in accordance with the accounting principles generally accepted in the United States of America (US GAAP) which require that VPI report information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes in net assets therein are classified as follows:

Net Assets Without Donor Restrictions – Net assets that are available for general use and not subject to donor restrictions.

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Use of Estimates

Management uses estimates and assumptions in preparing these financial statements in accordance with US GAAP. These estimates and assumptions affect the amounts reported in the financial statements and the note disclosures. Actual results could vary from these estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, if applicable, VPI considers highly liquid debt instruments purchased within three months of maturity to be cash equivalents.

Accounts Receivable

Accounts receivable are reported at unpaid balances less an allowance for doubtful accounts, if applicable. Management evaluates the status of unpaid accounts and adjusts the allowance as necessary through a provision for bad debt expense. No provision for uncollectible accounts had been established as of September 30, 2022 and 2021, as accounts receivable are considered to be fully collectible.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Revenue Recognition

Revenues are reported as increases in net assets without donor restrictions, unless their use is limited by donor-imposed restrictions. Under accounting standards, earned revenue measurement is driven via a principles-based process that requires the entity: 1) identify the contract with the customer; 2) identify the performance obligations in the contract; 3) determine the transaction price; 4) allocate the transaction price to the performance obligations; and 5) recognize revenue when (or as) performance obligations are satisfied. Contributed support follows different standards. A summary of each of the revenue and support flows are as follows:

The primary source of revenue is a portion of the local option tourist development tax imposed and collected on short-term lodging by the Escambia County Board of County Commissioners (the County). In accordance with the agreement with the County, VPI receives funding on a reimbursement basis from the County as expenditures are incurred in carrying out its mission.

Gifts and grants, including unconditional promises to give, are recognized as revenues as either without or with donor restrictions in the period verifiably committed by the donor. Gifts and grants of assets other than cash are recorded at their estimated fair value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of the estimated future cash flows using a risk adjusted discount rate depending on the time period involved. Amortization of the discount is included in gift and grant revenue in accordance with the donor-imposed restrictions, if any, on the gifts or grants. Gifts or grants with donor-imposed restrictions that can be met through the passage of time or upon the incurring of expenses consistent with the purposes are recorded as net assets with donor restrictions and reclassified to net assets without donor restrictions when such time or purposes restriction has been satisfied.

Gifts of property and equipment are recorded as without donor restrictions, unless the donor explicitly states how such assets should be used. Gifts of cash or other assets that must be used to acquire long-lived assets are reported as net assets with donor restrictions. VPI reports expirations of donor restrictions when the donated or acquired long-lived asset is placed into service.

Conditional contributions are recorded as revenue when such amounts become unconditional, which generally involves the overcoming of a barrier to entitlement. This can include items like meeting a matching provision, incurring specified allowable expenses in accordance with a framework of allowable costs, or other barriers. Contributions received pending designation by the donor are considered to be net assets with donor restrictions until donor stipulations are clarified at which time such are reclassified, if required.

Partnership dues represent revenues from businesses with interests in Escambia County that wish to support VPI's efforts to promote tourism within Escambia County. Partnership dues are recognized ratably on a monthly basis over the partnership period as the performance obligations are satisfied. Management believes that recognizing revenue over time is the best measure of services rendered based on the length of the partnership. Management does not consider there to be significant judgment involved in the timing of satisfaction of performance obligations as those are directly linked to the length of the partnership.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Inventories
Inventories consist primarily of souvenirs and promotional goods, including maps, brochures and postcards, and are valued at estimated cost.

Equipment
VPI capitalizes all expenditures in excess of $1,000 for equipment at cost. Repairs and maintenance costs are expensed as incurred. Depreciation is provided over the estimated useful lives of the respective assets on a straight-line basis. Equipment is depreciated over five to seven years.

Donated Assets and Use of Facilities
Donated equipment and other noncash donations are valued at estimated fair value at the date of donation. VPI uses certain equipment which was acquired and paid for by Escambia County. Title vests with the County and such assets are not recorded as assets of VPI. The County does not charge VPI for the use of the equipment. The estimated fair market value of the use of these assets is recorded as in-kind income and related equipment and building repairs in the statements of functional expenses. Effective July 2020, VPI occupies space at the Pensacola Visitor Information Center under a lease agreement with the City of Pensacola for $10 annually. The lease term is 15 years unless otherwise terminated pursuant to the agreement. The estimated fair value of the use of these facilities are recorded as in-kind income and rent expense in the statements of functional expenses.

Unearned Revenue
Unearned revenue consists of partnership dues and advertising income, which were received in advance. The revenue will be recognized over the terms of the partnerships or once the advertisement occurs.

Compensated Absences
The liability for compensated absences of $59,229 and $44,913 as of September 30, 2022 and 2021, respectively, is included in accrued payroll and expenses in the statement of financial position. This represents amounts owed to employees under VPI's paid time off policy.

Functional Allocation of Expenses
The costs of providing the program and supporting activities of VPI have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated by management among the program and supporting activities based on time and effort or occupancy costs.

Advertising
The primary purpose of VPI is to promote and advertise the local community. As such, all program expenses are considered to be either direct or indirect forms of advertising. Such costs are expensed as incurred.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Income Taxes
The Internal Revenue Service has granted VPI exemption from federal income tax under Section 501(c)(6) of the Internal Revenue Code. VPI is subject to taxation only on income from any business unrelated to its exempt purposes. VPI is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with US GAAP.

Subsequent Events
VPI has evaluated events and transactions that occurred between September 30, 2022, and May 12, 2023, which is the date that financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

2. ACCOUNTS RECEIVABLE

Accounts receivable at September 30, 2022 and 2021, consisted of the following:

	2022	2021
Tourism development tax receivable	$ 1,870,635	$ 1,465,730
Partnership dues	-	4,461
Other	80	220
Accounts receivable	$ 1,870,715	$ 1,470,411

3. LINE OF CREDIT

VPI has a revolving line of credit with Regions Bank in the amount of $500,000. The interest rate is Prime plus 0.50%, with a floor of 4.75%. The line of credit matures on October 15, 2022, and is secured by inventory, accounts, equipment, general intangibles and fixtures. At September 30, 2022 and 2021, there was no outstanding balance on the line of credit.

In October 2022, the line of credit was renewed through October 15, 2023. VPI borrowed $300,000 from the line of credit in October 2022, which was fully repaid in December 2022.

4. PAYCHECK PROTECTION PROGRAM LOAN

In February 2021, VPI obtained a loan (the Loan) from Regions Bank in the amount of $203,237 under the Paycheck Protection Program (PPP) established by the Coronavirus Aid, Relief, and Economic Security (CARES) Act. Under the terms of the PPP, up to 100% of the loan and related interest may be forgiven if the proceeds are used for covered expenses, and certain other requirements related to wage rates and maintenance of full-time equivalents are met. VPI applied for forgiveness and received forgiveness of $203,237 from the Small Business Administration (SBA) on November 2021.

5. GRANT INCOME

During the year ended September 30, 2021, VPI received $500,000 in CARES Act Coronavirus Relief Funds from the County. Under the terms of the CARES Agreement, the County reimbursed VPI $500,000 for CARES Act eligible expenses incurred through December 30, 2020.

6. LIQUIDITY AND AVAILABILITY

VPI regularly monitors liquidity to meet its operating needs and other contractual commitments. VPI has various sources of liquidity at its disposal including cash, receivables and a line of credit. For purposes of analyzing resources available to meet general expenditures over a 12-month period, VPI considers all expenditures related to its ongoing activities of its mission, as well as the conduct of services undertaken to support those activities, to be general expenditures.

The following table shows the total financial assets held by VPI as of September 30, 2022 and 2021, and the amounts of those financial assets available within one year of the date of the statement of financial position to meet general expenditures.

	2022	2021
Financial assets at year end:		
Cash	$ 885,086	$ 905,230
Accounts receivable	1,870,715	1,470,411
Total financial assets available to meet general expenditures over the next 12 months	$ 2,755,801	$ 2,375,641

7. CONCENTRATIONS OF RISK

VPI's activities are primarily funded by a discretionary appropriation of the Escambia County local option tourist development tax. VPI's ability to continue to operate at current levels is dependent on continued funding from this source.

VPI maintains cash balances at a financial institution, which at times, may exceed federally insured limits. The balances held with the financial institution are insured by the Federal Deposit Insurance Corporation up to $250,000. VPI's cash balances, before outstanding checks, exceeded federally insured limits by $808,594 and $1,232,879 at September 30, 2022 and 2021, respectively. VPI has not experienced any losses in such accounts and believes it is not exposed to any significant risk.

8. SUBRECIPIENT EXPENSE

VPI is the fiscal agent for Art, Culture and Entertainment, Inc. (ACE) and Pensacola Sports Association, Inc. (PSA). In accordance with the Miscellaneous Appropriations Agreements between the County and VPI (the Agreement), VPI accepts tourism development revenue from the County on behalf of ACE and PSA. As fiscal agent for ACE and PSA, VPI is responsible for administering the funding and ensuring it is spent in accordance with the Agreement.

In accordance with US GAAP, this arrangement does not meet the criteria of being an agency transaction; therefore, the expenses incurred by each entity and reimbursed by VPI are recorded as subrecipient expense in the statements of functional expenses.

Subrecipient expenses for the year ended September 30, 2022, consisted of the following:

	ACE	PSA	Total
Direct programming expense	$ 1,250,000	$ 620,009	$ 1,870,009
Operations expense	-	88,335	88,335
Personnel expense	-	351,234	351,234
Total subrecipient expense	$ 1,250,000	$ 1,059,578	$ 2,309,578

Subrecipient expenses for the year ended September 30, 2021, consisted of the following:

	ACE	PSA	Total
Direct programming expense	$ 944,576	$ 352,084	$ 1,296,660
Operations expense	-	59,252	59,252
Personnel expense	-	243,590	243,590
Total subrecipient expense	$ 944,576	$ 654,926	$ 1,599,502

9. RELATED PARTY TRANSACTIONS

VPI enters into certain promotional partnership and marketing transactions with organizations that may be affiliated with members of VPI's board of directors. These transactions are conducted at arms-length and are in the normal course of business.

10. RETIREMENT PLAN

VPI administers a 401(k) plan for the benefit of its employees. All employees are eligible to participate if they have completed one year of service and are at least 21 years of age. The plan provides for a safe harbor matching employer contribution equal to 100% of salary deferrals that do not exceed 6% of compensation for each payroll period. The matching contributions totaled $28,231 and $21,833 for the years ended September 30, 2022 and 2021, respectively.

VISIT PENSACOLA, INC.

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023 AND 2022

Warren Averett
CPAs AND ADVISORS
www.warrenaverett.com

The report accompanying this deliverable was issued by Warren Averett, LLC.

VISIT PENSACOLA, INC.
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Warren Averett
CPAs AND ADVISORS

350 W Cedar Street, Suite 400
Pensacola, FL 32502
850.435.7400
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INDEPENDENT AUDITORS' REPORT

To the Finance Committee and Board of Directors
Visit Pensacola, Inc.

Opinion

We have audited the accompanying financial statements of Visit Pensacola, Inc. (a 501(c)(6) nonprofit organization, hereinafter referred to as VPI), which comprise the statements of financial position as of September 30, 2023 and 2022, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of VPI as of September 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about VPI's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of VPI's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about VPI's ability to continue as a going concern for a reasonable period of time.

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

Warren Averett, LLC

Pensacola, Florida
February 20, 2024

VISIT PENSACOLA, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2023 AND 2022

	2023	2022
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	$ 479,090	$ 885,086
Certificate of deposit	250,000	-
Accounts receivable	1,802,408	1,870,715
Prepaid expenses	319,304	99,556
Total current assets	2,850,802	2,855,357
NONCURRENT ASSETS		
Equipment, net	-	1,152
TOTAL ASSETS	$ 2,850,802	$ 2,856,509
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	$ 958,529	$ 1,260,691
Accrued payroll and expenses	124,064	94,842
Unearned revenue	78,807	62,958
Total current liabilities	1,161,400	1,418,491
NET ASSETS		
Without donor restrictions	1,689,402	1,438,018
TOTAL LIABILITIES AND NET ASSETS	$ 2,850,802	$ 2,856,509

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022

	2023	2022
SUPPORT AND REVENUE WITHOUT DONOR RESTRICTIONS		
Tourism development revenue	$ 12,856,171	$ 11,052,864
Partnership dues	141,695	111,205
Advertising income	131,286	156,427
In-kind income	145,328	175,573
Event income	21,456	17,377
Miscellaneous income	22,795	3,564
Total support and revenue without donor restrictions	13,318,731	11,517,010
OPERATING EXPENSES		
Program expenses		
Tourism development	12,627,636	10,989,820
Supporting expenses		
Management and general	439,711	381,379
Total operating expenses	13,067,347	11,371,199
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	251,384	145,811
NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING OF YEAR	1,438,018	1,292,207
NET ASSETS WITHOUT DONOR RESTRICTIONS, END OF YEAR	$ 1,689,402	$ 1,438,018

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022

	2023		
	Program Services	Supporting Services	
	Tourism	Management and General	Total
Advertising	$ 5,064,241	$ -	$ 5,064,241
Advertising agency fees	180,000	-	180,000
Bad debt expense	-	40	40
Bank and credit card fees	-	10,304	10,304
Brochures and collateral	166,914	-	166,914
Depreciation	959	193	1,152
Dues and subscriptions	46,507	-	46,507
Equipment and building repair	122,074	24,574	146,648
Festivals and events	256,217	-	256,217
Information technology	27,468	5,529	32,997
In-kind rent	94,976	19,119	114,095
Insurance	34,379	6,921	41,300
Marketing research	410,180	-	410,180
Miscellaneous expense	-	3,415	3,415
Office supplies	43,651	8,887	52,538
Partnership expense	146,760	188	146,948
Personnel expense	987,538	260,937	1,248,475
Postage	45,296	9,118	54,414
Production	479,995	-	479,995
Professional services	32,706	6,584	39,290
Promotions	200,410	-	200,410
Public relations	149,133	-	149,133
Registration	116,178	-	116,178
Sales tax	-	1,727	1,727
Sponsorhip	1,000,000	-	1,000,000
Subrecipient expense – ACE	1,811,425	-	1,811,425
Subrecipient expense – PSA	1,041,931	72,131	1,114,062
Travel, meals and entertainment	125,840	1,417	127,257
Utilities	42,858	8,627	51,485
TOTAL OPERATING EXPENSES	$ 12,627,636	$ 439,711	$ 13,067,347

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF FUNCTIONAL EXPENSES - CONTINUED
FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022

	2022		
	Program Services	Supporting Services	
	Tourism	Management and General	Total
Advertising	$ 5,325,450	$ -	$ 5,325,450
Advertising agency fees	180,000	-	180,000
Bad debt expense	-	2,451	2,451
Bank and credit card fees	-	6,336	6,336
Brochures and collateral	156,299	-	156,299
Depreciation	961	190	1,151
Dues and subscriptions	30,513	-	30,513
Equipment and building repair	118,127	22,240	140,367
Festivals and events	359,595	-	359,595
Information technology	26,320	5,192	31,512
In-kind rent	118,727	24,480	143,207
Insurance	27,680	5,460	33,140
Marketing research	346,102	-	346,102
Miscellaneous expense	-	2,304	2,304
Office supplies	33,280	6,611	39,891
Partnership expense	85,419	45	85,464
Personnel expense	805,907	212,945	1,018,852
Postage	26,622	5,251	31,873
Production	543,080	-	543,080
Professional services	25,694	5,068	30,762
Promotions	220,616	-	220,616
Public relations	80,564	-	80,564
Registration	112,769	-	112,769
Sales tax	-	1,419	1,419
Subrecipient expense – ACE	1,250,000	-	1,250,000
Subrecipient expense – PSA	987,159	72,419	1,059,578
Travel, meals and entertainment	87,524	800	88,324
Utilities	41,412	8,168	49,580
TOTAL OPERATING EXPENSES	$ 10,989,820	$ 381,379	$ 11,371,199

See notes to the financial statements.

VISIT PENSACOLA, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2023 AND 2022

	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 251,384	$ 145,811
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Bad debt expense	40	2,451
Depreciation	1,152	1,151
Decrease (increase) in:		
Accounts receivable	68,267	(402,755)
Prepaid expenses	(219,748)	60,239
Increase (decrease) in:		
Accounts payable	(302,162)	160,306
Accrued payroll and expenses	29,222	18,312
Unearned revenue	15,849	(5,659)
Net cash used in operating activities	(155,996)	(20,144)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of certificate of deposit	(250,000)	-
Net cash used in investing activities	(250,000)	-
NET DECREASE IN CASH AND CASH EQUIVALENTS	(405,996)	(20,144)
CASH AND CASH EQUIVALENTS, BEGINNING	885,086	905,230
CASH AND CASH EQUIVALENTS, ENDING	$ 479,090	$ 885,086

See notes to the financial statements.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Organization

Visit Pensacola, Inc. (VPI) was formed in 2013, as a Florida not-for-profit corporation to promote the common business interests of the tourism industry in Escambia County, Florida, and to unify the private sector, visitor, tourism, meeting and convention interests of the various incorporated and unincorporated areas of Escambia County, in order to speak with a collective, focused voice of authority on issues that affect the tourism industry.

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Use of Estimates

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Cash and Cash Equivalents

For purposes of the statement of cash flows, if applicable, VPI considers highly liquid debt instruments purchased within three months of maturity to be cash equivalents.

Investment in Certificate of Deposit

The certificate of deposit is an investment maturing in 2024.

Accounts Receivable

Accounts receivable are reported at unpaid balances less an allowance for doubtful accounts, if applicable. Management evaluates the status of unpaid accounts and adjusts the allowance as necessary through a provision for bad debt expense. No provision for uncollectible accounts had been established as of September 30, 2023 and 2022, as accounts receivable are considered to be fully collectible.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Revenue Recognition

Revenues are reported as increases in net assets without donor restrictions, unless their use is limited by donor-imposed restrictions. Under accounting standards, earned revenue measurement is driven via a principles-based process that requires the entity: 1) identify the contract with the customer; 2) identify the performance obligations in the contract; 3) determine the transaction price; 4) allocate the transaction price to the performance obligations; and 5) recognize revenue when (or as) performance obligations are satisfied. Contributed support follows different standards. A summary of each of the revenue and support flows are as follows:

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Conditional contributions are recorded as revenue when such amounts become unconditional, which generally involves the overcoming of a barrier to entitlement. This can include items like meeting a matching provision, incurring specified allowable expenses in accordance with a framework of allowable costs or other barriers. Contributions received pending designation by the donor are considered to be net assets with donor restrictions until donor stipulations are clarified at which time such are reclassified, if required.

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1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Inventories
Inventories consist primarily of souvenirs and promotional goods, including maps, brochures and postcards, and are valued at estimated cost.

Equipment
VPI capitalizes all expenditures in excess of $1,000 for equipment at cost. Repairs and maintenance costs are expensed as incurred. Depreciation is provided over the estimated useful lives of the respective assets on a straight-line basis. Equipment is depreciated over five to seven years.

Donated Assets and Use of Facilities
Donated equipment and other noncash donations are valued at estimated fair value at the date of donation. VPI uses certain equipment which was acquired and paid for by Escambia County. Title vests with the County and such assets are not recorded as assets of VPI. The County does not charge VPI for the use of the equipment. The estimated fair market value of the use of these assets is recorded as in-kind income and related equipment and building repairs in the statements of functional expenses. Effective July 2020, VPI occupies space at the Pensacola Visitor Information Center under a lease agreement with the City of Pensacola for $10 annually. The lease term is 15 years unless otherwise terminated pursuant to the agreement. The estimated fair value of the use of these facilities are recorded as in-kind income and rent expense in the statements of functional expenses.

Unearned Revenue
Unearned revenue consists of partnership dues and advertising income, which were received in advance. The revenue will be recognized over the terms of the partnerships or once the advertisement occurs.

Compensated Absences
The liability for compensated absences of $70,002 and $59,229 as of September 30, 2023 and 2022, respectively, is included in accrued payroll and expenses in the statement of financial position. This represents amounts owed to employees under VPI's paid time off policy.

Functional Allocation of Expenses
The costs of providing the program and supporting activities of VPI have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated by management among the program and supporting activities based on time and effort or occupancy costs.

Advertising
The primary purpose of VPI is to promote and advertise the local community. As such, all program expenses are considered to be either direct or indirect forms of advertising. Such costs are expensed as incurred.

1. DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Income Taxes
The Internal Revenue Service has granted VPI exemption from federal income tax under Section 501(c)(6) of the Internal Revenue Code. VPI is subject to taxation only on income from any business unrelated to its exempt purposes. VPI is not aware of any uncertain tax positions that would require disclosure or accrual in accordance with US GAAP.

Reclassification
Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

Subsequent Events
VPI has evaluated events and transactions that occurred between September 30, 2023 and February 20, 2024, which is the date that financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

2. ACCOUNTS RECEIVABLE

Accounts receivable at September 30, 2023 and 2022, consisted of the following:

	2023	2022
Tourism development tax receivable	$ 1,798,633	$ 1,870,635
Partnership dues	3,775	-
Other	-	80
Accounts receivable	$ 1,802,408	$ 1,870,715

3. LINE OF CREDIT

VPI has a revolving line of credit with Regions Bank in the amount of $500,000. The interest rate is Prime plus 0.50%, with a floor of 4.75%. The line of credit matures on October 15, 2023, and is secured by inventory, accounts, equipment, general intangibles and fixtures. At September 30, 2023 and 2022, there was no outstanding balance on the line of credit.

In October 2023, the line of credit was renewed through October 15, 2024.

4. LIQUIDITY AND AVAILABILITY

VPI regularly monitors liquidity to meet its operating needs and other contractual commitments. VPI has various sources of liquidity at its disposal including cash, receivables and a line of credit. For purposes of analyzing resources available to meet general expenditures over a 12-month period, VPI considers all expenditures related to its ongoing activities of its mission, as well as the conduct of services undertaken to support those activities, to be general expenditures.

The following table shows the total financial assets held by VPI as of September 30, 2023 and 2022, and the amounts of those financial assets available within one year of the date of the statement of financial position to meet general expenditures.

	2023	2022
Financial assets at year end:		
Cash	$ 479,090	$ 885,086
Certificate of deposit	250,000	-
Accounts receivable	1,802,408	1,870,715
Total financial assets available to meet general expenditures over the next 12 months	$ 2,531,498	$ 2,755,801

5. CONCENTRATIONS OF RISK

VPI's activities are primarily funded by a discretionary appropriation of the Escambia County local option tourist development tax. VPI's ability to continue to operate at current levels is dependent on continued funding from this source.

VPI maintains cash balances at a financial institution, which at times, may exceed federally insured limits. The balances held with the financial institution are insured by the Federal Deposit Insurance Corporation up to $250,000. VPI's cash balances, before outstanding checks and the certificate of deposit, exceeded federally insured limits by $716,115 and $808,594 at September 30, 2023 and 2022, respectively. VPI has not experienced any losses in such accounts and believes it is not exposed to any significant risk.

6. SUBRECIPIENT EXPENSE

VPI is the fiscal agent for Art, Culture and Entertainment, Inc. (ACE) and Pensacola Sports Association, Inc. (PSA). In accordance with the Miscellaneous Appropriations Agreements between the County and VPI (the Agreement), VPI accepts tourism development revenue from the County on behalf of ACE and PSA. As fiscal agent for ACE and PSA, VPI is responsible for administering the funding and ensuring it is spent in accordance with the Agreement.

In accordance with US GAAP, this arrangement does not meet the criteria of being an agency transaction; therefore, the expenses incurred by each entity and reimbursed by VPI are recorded as subrecipient expense in the statements of functional expenses.

Subrecipient expenses for the year ended September 30, 2023, consisted of the following:

	ACE	PSA	Total
Direct programming expense	$ 1,811,425	$ 683,616	$ 2,495,041
Operations expense	-	76,960	76,960
Personnel expense	-	353,486	353,486
Total subrecipient expense	$ 1,811,425	$ 1,114,062	$ 2,925,487

Subrecipient expenses for the year ended September 30, 2022, consisted of the following:

	ACE	PSA	Total
Direct programming expense	$ 1,250,000	$ 620,009	$ 1,870,009
Operations expense	-	88,335	88,335
Personnel expense	-	351,234	351,234
Total subrecipient expense	$ 1,250,000	$ 1,059,578	$ 2,309,578

7. RELATED PARTY TRANSACTIONS

VPI enters into certain promotional partnership and marketing transactions with organizations that may be affiliated with members of VPI's board of directors. These transactions are conducted at arms-length and are in the normal course of business.

8. RETIREMENT PLAN

VPI administers a 401(k) plan for the benefit of its employees. All employees are eligible to participate if they have completed one year of service and are at least 21 years of age. The plan provides for a safe harbor matching employer contribution equal to 100% of salary deferrals that do not exceed 6% of compensation for each payroll period. The matching contributions totaled $34,157 and $28,231 for the years ended September 30, 2023 and 2022, respectively.

Tourist Promotion Fund 108

Visit Pensacola – ACE Unified

Starts here

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2024

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2024

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- X Submit a fully completed Agency Funding Request Application
- X Submit a copy of your organization's current W-9
- X Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- X Submit a copy of your organization's 2022 or 2023 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2021 tax return along with explanation for late filing.
- X Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Art, Culture, & Entertainment, Inc.

Agency Address: 151 W. Main Street, Suite 200, Pensacola, FL 32502

Program Name for which funding is being requested: Arts and Culture Tourism Development

Amount Requested: 15.25% of Visit Pensacola's total allocation per agreement with Visit Pensacola

Program Contact: Mary Henriques and Brigette Brooks

Contact Email: maryhamlin1952@gmail.com and BrigetteBrooks@gmail.com

Contact Phone: (850) 572-1567 (Mary) and (850) 291-5577 (Brigette)

25-Word Description of Program:
To support the arts and cultural programming organizations in Escambia County through general operating grants. To attract and broaden the base of tourists through the Vacation Artfully cultural tourism marketing campaigning and annual Foo Foo Festival.

How many years has your organization been providing services in the County? 16 years

How many years has your organization received funding from the County? 16 years

Explain how receiving funds from the County would have a significant impact on your

organization:

We are a Designated Local Arts Agency for Escambia County and work with Visit Pensacola to ensure the greatest and most efficient use of the TDT to market to the broadest number of prospective cultural tourists. There is no other agency doing the work we do.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: For Fiscal Year 2023-2024, ACE was awarded a total of $2,122,956 (base of $1,917,500 and supplemental of $205,456); however, only $1,286,450 was received from Escambia County.

Allocation	Invoice Date	Invoice #	Invoice Amount	Date Received	Check #	Amount Received
First Request	03/05/24	1024	700,000.00	03/12/24	466	700,000.00
Second Request	08/30/24	1025	586,450.00	09/11/24	484	287,501.82
				10/18/24	489	235,102.67
				11/12/24	493	63,845.51
				Total Received		**1,286,450.00**

Briefly discuss how last year's funds were used?

The funds were used to support arts and cultural programming organizations to improve and drive cultural tourism through a general operating support program and the annual Foo Foo Festival. Annual marketing, advertising, and public relations agreements entered into with Hummingbird Ideas and Giant Noise partners to promote the Vacation Artfully initiative were escalated.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County?

In addition to the funds provided to our local arts agencies through our operating grants and the positive impact their programming has for our area, our annual 12-day Foo Foo Celebration had an estimated economic impact of $27 million and we welcomed a variety of participants from 15 states across the US and international visitors from Australia and China. 9% of the visitors to Foo Foo Fest were out of town visitors to Pensacola for the first time and 57% of Foo Foo Fest attendees said that a Foo Foo Fest event was the primary purpose for their trip to Pensacola.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?

Funds requested for Fiscal Year 2024-2025 will be used for our General Operating Support Program and cultural tourism marketing and promotion through two campaigns: Foo Foo Festival and Vacation Artfully There is no other cultural tourism marketing program being executed in Escambia County.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain:

The program is not a governmental function in Escambia County It should be a requirement for the County to invest in the arts and provide cultural tourism marketing through a partner agency like ACE, but it is not.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: N/A

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.

We are a Designated Local Arts Agency for Escambia County and work with Visit Pensacola to ensure the greatest and most efficient use of the TDT to market to the broadest number of prospective cultural tourists. There is no other agency doing the work we do.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 0%
- Percentage for direct programming costs: 100%

  We have no employees, so 100% of the funds received for fiscal year 2024-2025 will be used to support direct programming costs.

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

We will look for an alternative funding source, scale back the programs, and/or cancel them.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.

We also request funds from the City of Pensacola to support these same programs.We received $125,000 for fiscal years 2022 and 2023. Of the funds received, $100,000 support our General Operating Grant Program and $25,000 supported our Foo Foo Festival.

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only)

In 2024, we worked closely with Hummingbird Ideas and Giant Noise to showcase how to have an unforgettable, arts and culture-filled getaway to Pensacola. We expanded upon our out of market efforts, taking representatives from the Pensacola community into core drive and fly markets, including Austin, Birmingham, Nashville, and New Orleans, and partnering with ABC Atlanta (WSB-TV) on a two-part package highlighting the people and organizations that make the destination the ultimate artful vacation. In 2025, we look forward to the opportunity to expand upon these efforts, continuing our immersion into core and developing markets like Atlanta, Tallahassee, Jacksonville, Dallas, and Houston to further raise awareness of our area's art and culture scene and tell the stories of our culture-filled community.

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only)

_____

_____

_____

_____

_____

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1.Improve quality of life for residents and visitors.	N/A	N/A	N/A	%
2. Support arts and cultural destination experiences.	N/A	N/A	N/A	%
3.Improve and diversify tourism.	N/A	N/A	N/A	%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY25
1.Major grant application scores measuring individual applicant outcomes.	N/A
2.Current level of tourism in TDT collections and occupancy rates.	N/A
3.HAAS Center Report showing economic impact of programs.	N/A

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families

successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY24
1.The economic impact of the Foo Foo Festival is measured by the HAAS Center at the University of West Florida.	N/A
2.The effectiveness of marketing and advertising is measured by comparing our total impressions and click through rates with other industry participants.	N/A
3.Marketing and advertising is measured by the trends in tourism, TDT collections, and occupancy rates.	N/A

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$8,500	$8,000	$8,000
Programmatic Income	$	$	$
County Funding/Direct Contribution	$	$	$
County Funding by Other Source (a)	$	$	$
City Funding	$125,000	$125,000	$125,000
Local Non-Profit Funding	$	$	$
State Funding	$7,250	$7,250	$7,250
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____

_____

_____

_____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	0	0	0
Salaries and Wages	$	$	$
Employee Benefits	$	$	$
Professional Services	$	$	$
Contractual Services	$	$	$
Travel Expenses	$	$	$
Rentals and Leases	$	$	$
Communication	$	$	$
Postage and Freight	$	$	$
Repair and Maintenance	$	$	$
Printing and Binding	$	$	$
Marketing and Promotion	$1,793,438	$1,803,438	$
Fuel	$	$	$
Supplies	$	$	$
Event Expenses	$	$	$
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$	$	$
Total Expenses	$	$	$
Net Income - (Revenue minus Expense)	$	$	$

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. _____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item. _____

_____

_____

_____

_____

_____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year?

   Our fiscal year ends September 30.

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. N/A

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? _____

   _____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency. N/A

5. Please provide the total amount of cash and investments on hand. N/A

6. Does your organization charge fees for services? If so, provide a list of fees charged. N/A

7. Does your organization require background checks from volunteers and staff? N/A

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? N/A
2. How many jobs were created this year over last year by zip code? N/A
3. What is the net cost per job created? N/A

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A
2. Did your agency receive any grants? List the amount and a detailed use of the funds. N/A
3. Was there any increase in membership for the local chambers? N/A
4. What are your agency's statistics on business creation and minority businesses by zip code? N/A
5. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Brigette Gray Brooks
Name

Secretary 4/3/2025
Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Outside of the $27 million effect of the 12-day Foo Foo Fest (see the attached Tourism Market Economic Impact Study Foo Foo Festival 2024) the funding provided to our area's arts and culture organizations through our operating grants has led to a significant effect. Attached you will find the information on the operating grants receipients, the audiences they serve, including those from out of the area who generate tourist dollars, and the revenue generated.

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary. In addition to the great work funded by our operating grants to local arts and culture organizations, the attached Tourism Market Economic Impact Study Foo Foo Festival 2024 shows the $27 million impact this 12-day festival has in our area.

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: AUG 10 2010

ART CULTURE AND ENTERTAINMENT INC
C/O DAVID M BEAR
6120 ENTERPRISE DR
PENSACOLA, FL 32505-1858

Employer Identification Number:
27-1396429
DLN:
200205004
Contact Person:
CHRIS BROWN ID# 31503
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
September 30
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
yes
Effective Date of Exemption:
December 2, 2009
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Letter 947 (DO/CG)

ART CULTURE AND ENTERTAINMENT INC

We have sent a copy of this letter to your representative as indicated in your power of attorney.

Sincerely,

Robert Choi
Director, Exempt Organizations
Rulings and Agreements

Enclosure: Publication 4221-PC

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

ART, CULTURE, AND ENTERTAINMENT, INC.

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☑ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions)

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

730 BAYFRONT PARKWAY, SUITE 3A

6 City, state, and ZIP code

PENSACOLA, FL 32502

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–		–				

or

Employer identification number

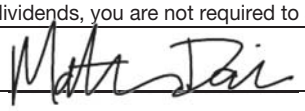
2	7	–	1	3	9	6	4	2	9

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person**  **Date** 3/12/2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Form **8453-TE**

Tax Exempt Entity Declaration and Signature for Electronic Filing

For calendar year 2021, or tax year beginning 10/01/21, **and ending** 09/30/22

For use with Forms 990, 990-EZ, 990-PF, 990-T, 1120-POL, 4720, 8868, 5227, 5330, and 8038-CP

▶ **Go to *www.irs.gov/Form8453TE*** for the latest information.

OMB No. 1545-0047

2021

Department of the Treasury
Internal Revenue Service

Name of filer

ART, CULTURE, AND ENTERTAINMENT, INC.

EIN or SSN

27-1396429

Part I Type of Return and Return Information

Check the box for the type of return being filed with Form 8453-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line of the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). If you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a **Form 990** check here ▶	X	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	1,390,631
2a **Form 990-EZ** check here ▶		**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	
3a **Form 1120-POL** check here ▶		**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a **Form 990-PF** check here ▶		**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a **Form 8868** check here ▶		**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a **Form 990-T** check here ▶		**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a **Form 4720** check here ▶		**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a **Form 5227** check here ▶		**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a **Form 5330** check here ▶		**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a **Form 8038-CP** check here ▶		**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration of Officer or Person Subject to Tax

8 ☐ I authorize the U.S. Treasury and its designated Financial Agent to initiate an Automated Clearing House (ACH) electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment.

☐ If a copy of this return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I certify that I executed the electronic disclosure consent contained within this return allowing disclosure by the IRS of this Form 990/990-EZ/ 990-PF (as specifically identified in Part I above) to the selected state agency(ies).

Under penalties of perjury, I declare that ☒ I am an officer of the above named entity or ☐ I am the person subject to tax with respect to (name of entity) _____, (EIN) _____, and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund.

Sign Here ▶ _____ Signature of officer or person subject to tax | Date ▶ TREASURER Title, if applicable

Part III Declaration of Electronic Return Originator (ERO) and Paid Preparer (see instructions)

I declare that I have reviewed the above return and that the entries on Form 8453-TE are complete and correct to the best of my knowledge. If I am only a collector, I am not responsible for reviewing the return and only declare that this form accurately reflects the data on the return. The entity officer or person subject to tax will have signed this form before I submit the return. I will give a copy of all forms and information to be filed with the IRS to the officer or person subject to tax, and have followed all other requirements in Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns. If I am also the Paid Preparer, under penalties of perjury I declare that I have examined the above return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. This Paid Preparer declaration is based on all information of which I have any knowledge.

ERO's Use Only					
ERO's signature ▶ JOSHUA C. DURST	Date	Check if also paid preparer ☒	Check if self-employed ☐	ERO's SSN or PTIN	P00436839
Firm's name (or yours if self-employed), address, and ZIP code ▶ DURST JORDAN CPA PA 4459-B HIGHWAY 90 MILTON FL 32571				EIN	45-0529207
				Phone no.	850-995-5000

Under penalties of perjury, I declare that I have examined the above return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. Declaration of preparer is based on all information of which the preparer has any knowledge.

Paid Preparer Use Only				
Print/Type preparer's name	Preparer's signature	Date	Check if self-employed ☐	PTIN
Firm's name ▶			Firm's EIN ▶	
Firm's address ▶			Phone no.	

For Privacy Act and Paperwork Reduction Act Notice, see back of form. Form **8453-TE** (2021)

DAA

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ **Do not enter social security numbers on this form as it may be made public.**
▶ **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 10/01/21 **, and ending** 09/30/22

B Check if applicable:
- [X] Address change
- [ ] Name change
- [ ] Initial return
- [ ] Final return/ terminated
- [ ] Amended return
- [ ] Application pending

C Name of organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 730 BAYFRONT PARKWAY, SUITE 3A

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32502

D Employer identification number: 27-1396429

E Telephone number: 850-293-4822

G Gross receipts$ 1,390,631

F Name and address of principal officer:
MATT DAVIS
730 BAYFRONT PARKWAY
PENSACOLA FL 32502

H(a) Is this a group return for subordinates? [ ] Yes [X] No

H(b) Are all subordinates included? [ ] Yes [ ] No

If "No," attach a list. See instructions

H(c) Group exemption number ▶

I Tax-exempt status: [X] 501(c)(3) [ ] 501(c) ( ) ◀ (insert no.) [ ] 4947(a)(1) or [ ] 527

J Website: ▶ N/A

K Form of organization: [X] Corporation [ ] Trust [ ] Association [ ] Other ▶

L Year of formation: 2009

M State of legal domicile: FL

Part I Summary

1 Briefly describe the organization's mission or most significant activities:
RECEIVES STATE, COUNTY, CITY, AND PERSONAL FUNDS TO DISPERSE THROUGH AN EQUITABLE GRANTING PROCESS TO ARTS, CULTURE, AND ENTERTAINMENT ORGANIZATIONS THROUGHOUT ESCAMBIA COUNTY, FL

2 Check this box ▶ [ ] if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	**3**	17
4	Number of independent voting members of the governing body (Part VI, line 1b)	**4**	17
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	**5**	0
6	Total number of volunteers (estimate if necessary)	**6**	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	**7a**	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	**7b**	0

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	1,084,275	1,390,629
9	Program service revenue (Part VIII, line 2g)		0
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	8	2
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12	Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,084,283	1,390,631
13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	660,471	901,541
14	Benefits paid to or for members (Part IX, column (A), line 4)		0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)		0
16a	Professional fundraising fees (Part IX, column (A), line 11e)		0
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	425,479	521,733
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	1,085,950	1,423,274
19	Revenue less expenses. Subtract line 18 from line 12	-1,667	-32,643

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	146,996	43,453
21	Total liabilities (Part X, line 26)	72,585	1,685
22	Net assets or fund balances. Subtract line 21 from line 20	74,411	41,768

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer — Date

MATT DAVIS TREASURER
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check [ ] if self-employed	PTIN
JOSHUA C. DURST	JOSHUA C. DURST			P00436839

Firm's name ▶ DURST JORDAN CPA PA — Firm's EIN ▶ 45-0529207

Firm's address ▶ 4459-B HIGHWAY 90 MILTON, FL 32571 — Phone no. 850-995-5000

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes [ ] No

For Paperwork Reduction Act Notice, see the separate instructions.

DAA

Form **990** (2021)

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

RECEIVES STATE, COUNTY, CITY, AND PERSONAL FUNDS TO DISPERSE THROUGH AN EQUITABLE GRANTING PROCESS TO ARTS, CULTURE, AND ENTERTAINMENT ORGANIZATIONS THROUGHOUT ESCAMBIA COUNTY, FL.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 500,000 including grants of$ 500,000) (Revenue $)

RECEIVED, ACCOUNTED FOR, AND DISBURSED GRANTS TO QUALIFIED ORGANIZATIONS PROVIDING ART AND CULTURE PROGRAMS AND ACTIVITIES AND THE GENERAL PUBLIC THROUGHOUT ESCAMBIA COUNTY, FL.

4b (Code:) (Expenses $ 916,541 including grants of$ 401,541) (Revenue $)

CULTURAL TOURISM - WHICH INCLUDES (1) AN ORGANIZED FOO FOO FEST, A 12 DAY CELEBRATION OF EXISTING AND NEW CULTURALLY CREATIVE HAPPENINGS AND EVENTS DESIGNED TO PROMOTE TOURISM IN ESCAMBIA COUNTY, FL; AND (2)A MARKETING CAMPAIGN TITLED "VACATION ARTFULLY" DESIGNED TO PROMOTE TOURISM IN THE REGION.

4c (Code:) (Expenses $ including grants of$) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of$) (Revenue $)

4e Total program service expenses ▶ 1,416,541

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors* (see instructions)?	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21	X	

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			X

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return **2a** 0				
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	**2b**			
	Note: If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file.* See instructions.				
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	**3a**			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	**3b**			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	**4a**			X
b	If "Yes," enter the name of the foreign country ▶ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	**5a**			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	**5b**			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	**5c**			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	**6a**			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	**6b**			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	**7a**			X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	**7b**			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	**7c**			X
d	If "Yes," indicate the number of Forms 8282 filed during the year **7d**				
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	**7e**			X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	**7f**			X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	**7g**			X
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	**7h**			X
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	**8**			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	**9a**			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	**9b**			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12 **10a**				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**				
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders **11a**				
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**				
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	**12a**			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year **12b**				
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state?	**13a**			
	Note: See the instructions for additional information the organization must report on Schedule O.				
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**				
c	Enter the amount of reserves on hand **13c**				
14a	Did the organization receive any payments for indoor tanning services during the tax year?	**14a**			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	**14b**			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	**15**			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	**16**			X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified person, or mine operator engage in activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	**17**			

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	17		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	17		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ NONE

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records ▶

MATT DAVIS 101 PALAFOX PLACE #988

PENSACOLA FL 32591 850-293-4822

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) MARY HENRIQUES	0.00									
PRESIDENT	0.00	X		X				0	0	0
(2) MATT DAVIS	0.00									
TREASURER	0.00	X		X				0	0	0
(3) BOB SCHUSTER	0.00									
SECRETARY	0.00	X		X				0	0	0
(4) MATTHEW HOFFMAN	0.00									
PAST PRESIDENT	0.00	X						0	0	0
(5) DAVID BEAR	0.00									
DIRECTOR	0.00	X						0	0	0
(6) MARGIE MOORE	0.00									
DIRECTOR	0.00	X						0	0	0
(7) LIKO CRUMP	0.00									
DIRECTOR	0.00	X						0	0	0
(8) DEAN FOSTER	0.00									
DIRECTOR	0.00	X						0	0	0
(9) MARIA V GOLDBERG	0.00									
DIRECTOR	0.00	X						0	0	0
(10) RICK HARPER	0.00									
DIRECTOR	0.00	X						0	0	0
(11) LISA IHNS	0.00									
DIRECTOR	0.00	X						0	0	0

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12) THERESE MCKENZIE	0.00									
DIRECTOR	0.00	X						0	0	0
(13) JEFF BROOKS	0.00									
DIRECTOR	0.00	X						0	0	0
(14) DEBBIE DOUMA	0.00									
DIRECTOR	0.00	X						0	0	0
(15) LINDSAY FLEEGE	0.00									
DIRECTOR	0.00	X						0	0	0
(16) MARNY NEEDLE	0.00									
DIRECTOR	0.00	X						0	0	0
(17) VICKY WONDERS	0.00									
DIRECTOR	0.00	X						0	0	0
1b Subtotal ▶										
c Total from continuation sheets to Part VII, Section A ▶										
d Total (add lines 1b and 1c) ▶										

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶0

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	**3**		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	**4**		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	**5**		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e	1,382,129			
	f All other contributions, gifts, grants, and similar amounts not included above	1f	8,500			
	g Noncash contributions included in lines 1a-1f	1g	$			
	h **Total.** Add lines 1a–1f ▶		1,390,629			
Program Service Revenue		Business Code				
	2a					
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g **Total.** Add lines 2a–2f ▶					
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts) ▶		2	2		
	4 Income from investment of tax-exempt bond proceeds ▶					
	5 Royalties ▶					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental inc. or (loss) 6c					
	d Net rental income or (loss) ▶					
	7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
	7a					
	b Less: cost or other basis and sales exps. 7b					
	c Gain or (loss) 7c					
	d Net gain or (loss) ▶					
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c). See Part IV, line 18 8a					
	b Less: direct expenses 8b					
	c Net income or (loss) from fundraising events ▶					
	9a Gross income from gaming activities. See Part IV, line 19 9a					
	b Less: direct expenses 9b					
	c Net income or (loss) from gaming activities ▶					
	10a Gross sales of inventory, less returns and allowances 10a					
	b Less: cost of goods sold 10b					
	c Net income or (loss) from sales of inventory ▶					
Miscellaneous Revenue		Business Code				
	11a					
	b					
	c					
	d All other revenue					
	e **Total.** Add lines 11a–11d ▶					
	12 **Total revenue.** See instructions ▶		1,390,631	2	0	0

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	901,541	901,541		
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	5,125		5,125	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)				
12 Advertising and promotion	500,000	500,000		
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy				
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance	1,379		1,379	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a IMPACT STUDY	15,000	15,000		
b BANK CHARGES	229		229	
c				
d				
e All other expenses				
25 **Total functional expenses.** Add lines 1 through 24e	1,423,274	1,416,541	6,733	0
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	36,831	1	43,453
	2	Savings and temporary cash investments	21,389	2	
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	88,776	4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges		9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a			
	b	Less: accumulated depreciation — 10b		10c	
	11	Investments—publicly traded securities		11	
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	146,996	16	43,453
Liabilities	17	Accounts payable and accrued expenses	70,900	17	
	18	Grants payable	1,685	18	1,685
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	72,585	26	1,685
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	17,876	27	18,104
	28	Net assets with donor restrictions	56,535	28	23,664
		Organizations that do not follow FASB ASC 958, check here ▶ ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	74,411	32	41,768
	33	Total liabilities and net assets/fund balances	146,996	33	43,453

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,390,631
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,423,274
3	Revenue less expenses. Subtract line 2 from line 1	3	-32,643
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	74,411
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	41,768

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	X	
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	X	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ **Attach to Form 990 or Form 990-EZ.**

▶ **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number 27-1396429

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	1,514,520	1,531,417	561,699	1,084,275	1,390,629	6,082,540
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	1,514,520	1,531,417	561,699	1,084,275	1,390,629	6,082,540
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						6,082,540

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4	1,514,520	1,531,417	561,699	1,084,275	1,390,629	6,082,540
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	136	1,158	102	8	2	1,406
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						6,083,946

12 Gross receipts from related activities, etc. (see instructions) **12** 104

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2021 (line 6, column (f) divided by line 11, column (f)) **14** 99.98 %

15 Public support percentage from 2020 Schedule A, Part II, line 14 **15** 99.97 %

16a **33 1/3% support test—2021.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☒

b **33 1/3% support test—2020.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

17a **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ▶ ☐

b **10%-facts-and-circumstances test—2020.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ▶ ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ▶ ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ▶ ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2020 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2021** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2020** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2021.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

b **33 1/3% support tests—2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ▶ ☐

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

- a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*
- b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*
- c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in **Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D – Distributions		**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	
4	Amounts paid to acquire exempt-use assets	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	
6	Other distributions (*describe in* ***Part VI***). See instructions.	
7	**Total annual distributions.** Add lines 1 through 6.	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	
9	Distributable amount for 2021 from Section C, line 6	
10	Line 8 amount divided by line 9 amount	

Section E – Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2021**	**(iii) Distributable Amount for 2021**
1	Distributable amount for 2021 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2021			
a	From 2016			
b	From 2017			
c	From 2018			
d	From 2019			
e	From 2020			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2021 distributable amount			
i	Carryover from 2016 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2021 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2021 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.			
6	Remaining underdistributions for 2021 Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI***. See instructions.			
7	**Excess distributions carryover to 2022.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2017			
b	Excess from 2018			
c	Excess from 2019			
d	Excess from 2020			
e	Excess from 2021			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ **Attach to Form 990 or Form 990-PF.**
▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Name of the organization
ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number
27-1396429

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☒ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ▶ $

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
ART, CULTURE, AND ENTERTAINMENT,

Employer identification number
27-1396429

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	VISIT PENSACOLA 1401 E GREGORY STREET PENSACOLA FL 32502	$ 1,250,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	CITY OF PENSACOLA 222 W MAIN STREET PENSACOLA FL 32502	$ 125,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990.
▶ Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047
2021
Open to Public Inspection

Name of the organization
ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number
27-1396429

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).
- ☐ Preservation of land for public use (for example, recreation or education)
- ☐ Preservation of a historically important land area
- ☐ Protection of natural habitat
- ☐ Preservation of a certified historic structure
- ☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶

4 Number of states where property subject to conservation easement is located ▶

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ $

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 ▶ $

(ii) Assets included in Form 990, Part X ▶ $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ▶ $

b Assets included in Form 990, Part X ▶ $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment ▶ %
- b Permanent endowment ▶ %
- c Term endowment ▶ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment				
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)* ▶				

Part VII Investments – Other Securities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 12.)* ▶		

Part VIII Investments – Program Related.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 13.)* ▶		

Part IX Other Assets.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)* ▶	

Part X Other Liabilities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)* ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	1,390,631
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	1,390,631
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	1,390,631

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	1,423,274
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	1,423,274
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	1,423,274

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part XIII Supplemental Information *(continued)*

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ **Yes** ☒ **No**

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) BALLET OF PENSACOLA 400 S JEFFERSON ST PENSACOLA FL 32502	59-1834099		53,713				OPERATIONS
(2) CHORAL SOCIETY OF PENSACOLA 1000 COLLEGE BLVD, RM 803 PENSACOLA FL 32504	23-7067468		8,462				OPERATIONS
(3) FIESTA OF THE FICE FLAGS ASSOCIATIO 2121 WEST INTENDENCIA ST PENSACOLA FL 32502	59-0607987		57,602				OPERATIONS
(4) FIRST CITY ARTS CENTER 1060 NORTH GULLIEMARD ST PENSACOLA FL 32501	59-2782730		53,591				OPERATIONS
(5) JAZZ SOCEITY OF PENSACOLA 17 SOUTH PALAFOX ST PENSACOLA FL 32502	59-2528174		12,438				OPERATIONS
(6) PENSACOLA CHILDRENS CHORUS 46 E CHASE ST PENSACOLA FL 32502	59-3228889		59,668				OPERATIONS
(7) PENSACOLA LITTLE THEATER 400 S JEFFERSON ST PENSACOLA FL 32502	59-0906711		58,088				OPERATIONS
(8) PENSACOLA MESS HALL 116 N TARRAGONA ST PENSACOLA FL 32502	45-5211853		27,157				OPERATIONS
(9) PENSACOLA OPERA 75 S TARRAGONA ST PENSACOLA FL 32502	59-2387417		58,452				OPERATIONS

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

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OMB No. 1545-0047

2021

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Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) PENSACOLA SYMPHONY ORCHESTRA 205 E ZARRAGOZA ST PENSACOLA FL 32502	51-0196351		57,845				OPERATIONS
(2) PENSACOLA LIGHTHOUSE ASSOCIATION 2081 RADFORD BLVD PENSACOLA FL 32508	03-0584825		52,984				OPERATIONS
(3) CHORAL SOCIETY OF PENSACOLA 1000 COLLEGE BLVD, RM 803 PENSACOLA FL 32504	23-7067468		8,925				FOO FOO FESTIVAL
(4) FIRENDS OF DOWNTOWN 226 S PALAFOX PLACE PENSACOLA FL 32502	47-3452666		37,865				FOO FOO FESTIVAL
(5) GREAT GULFCOAST ARTS FESTIVAL 301 E GOVERNMENT ST PENSACOLA FL 32502	59-2884632		47,728				FOO FOO FESTIVAL
(6) JAZZ SOCIETY OF PENSACOLA 3 WEST GARDEN ST, STE 418 PENSACOLA FL 32502	59-2528174		33,150				FOO FOO FESTIVAL
(7) LEGAL SERVICES OF NORTH FLORIDA, IN 2119 DELTA BLVD TALLAHASSEE FL 32303	51-0197090		20,000				FOO FOO FESTIVAL
(8) PENSACOLA LGBT FILM FESTIVAL 5324 ROWE TRL PACE FL 32571	61-1730628		45,000				FOO FOO FESTIVAL
(9) PENSACOLA LITTLE THEATER 400 S JEFFERSON ST PENSACOLA FL 32502	59-0906711		48,000				FOO FOO FESTIVAL

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) PENSACOLA MUSEUM OF ART 407 S JEFFERSON ST PENSACOLA FL 32502	59-0785780		16,080				FOO FOO FESTIVAL
(2) PENSACOLA OPERA 75 S TARRAGONA ST PENSACOLA FL 32502	59-2387417		57,375				FOO FOO GRANT
(3) PENSACOLA STATE COLLEGE 1000 COLLEGE BLVD PENSACOLA FL 32504	59-1207555		16,918				FOO FOO FESTIVAL
(4) PENSACOLA SYMPHONY ORCHESTRA 205 E ZARRAGOZA ST PENSACOLA FL 32502	51-0196351		15,000				FOO FOO FESTIVAL
(5) UNIVERSITY OF WEST FLORIDA FOUNDATI 11000 UNIVERSITY PKWY, BLDG 12 PENSACOLA FL 32514	59-6166292		55,500				FOO FOO FESTIVAL
(6)							
(7)							
(8)							
(9)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

	(a) Type of grant or assistance	**(b)** Number of recipients	**(c)** Amount of cash grant	**(d)** Amount of noncash assistance	**(e)** Method of valuation (book, FMV, appraisal, other)	**(f)** Description of noncash assistance
1						
2						
3						
4						
5						
6						
7						

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

PART I, LINE 2 - PROCEDURES FOR MONITORING THE USE OF GRANT FUNDS

THE ORGANIZATION DISBURSES GRANTS TO OTHER NON-PROFIT ORGANIZATIONS WHO SPECIALIZE IN ART, CULTURE, AND ENTERTAINMENT. THESE GRANTS ARE TO BE USED FOR THE OPERATIONS OF THESE ORGANIZATIONS. THEREFORE, ADDITIONAL MONITORING IS NOT NECESSARY.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ **Attach to Form 990 or Form 990-EZ.**

▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

FORM 990, PART VI, LINE 11B - ORGANIZATION'S PROCESS TO REVIEW FORM 990

FORM 990 IS MADE AVAILABLE FOR REVIEW AT BOARD MEETINGS

FORM 990, PART VI, LINE 19 - GOVERNING DOCUMENTS DISCLOSURE EXPLANATION

UPON REQUEST

Form **990**

Two Year Comparison Report

For calendar year 2021, or tax year beginning 10/01/21 , ending 09/30/22

2020 & 2021

Name

ART, CULTURE, AND ENTERTAINMENT, INC.

Taxpayer Identification Number

27-1396429

			2020	2021	Differences
Revenue	1. Contributions, gifts, grants	1.		8,500	8,500
	2. Membership dues and assessments	2.			
	3. Government contributions and grants	3.		1,382,129	1,382,129
	4. Program service revenue	4.			
	5. Investment income	5.		2	2
	6. Proceeds from tax exempt bonds	6.			
	7. Net gain or (loss) from sale of assets other than inventory	7.			
	8. Net income or (loss) from fundraising events	8.			
	9. Net income or (loss) from gaming	9.			
	10. Net gain or (loss) on sales of inventory	10.			
	11. Other revenue	11.			
	12. **Total revenue.** Add lines 1 through 11	12.		1,390,631	1,390,631
Expenses	13. Grants and similar amounts paid	13.		901,541	901,541
	14. Benefits paid to or for members	14.			
	15. Compensation of officers, directors, trustees, etc.	15.			
	16. Salaries, other compensation, and employee benefits	16.			
	17. Professional fundraising fees	17.			
	18. Other professional fees	18.		5,125	5,125
	19. Occupancy, rent, utilities, and maintenance	19.			
	20. Depreciation and Depletion	20.			
	21. Other expenses	21.		516,608	516,608
	22. **Total expenses.** Add lines 13 through 21	22.		1,423,274	1,423,274
	23. **Excess or (Deficit).** Subtract line 22 from line 12	23.		-32,643	-32,643
Other Information	24. Total exempt revenue	24.		1,390,631	1,390,631
	25. Total unrelated revenue	25.			
	26. Total excludable revenue	26.		2	2
	27. Total assets	27.		43,453	43,453
	28. Total liabilities	28.		1,685	1,685
	29. Retained earnings	29.	76,078	41,768	-34,310
	30. Number of voting members of governing body	30.		17	
	31. Number of independent voting members of governing body	31.		17	
	32. Number of employees	32.		0	
	33. Number of volunteers	33.			

Form **990**

Tax Return History

2021

Name: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer Identification Number: 27-1396429

	2017	2018	2019	2020	2021	2022
Contributions, gifts, grants			561,699		1,390,629	
Membership dues						
Program service revenue						
Capital gain or loss						
Investment income			102		2	
Fundraising revenue (income/loss)						
Gaming revenue (income/loss)						
Other revenue						
Total revenue			561,801		1,390,631	
Grants and similar amounts paid			500,000		901,541	
Benefits paid to or for members						
Compensation of officers, etc.						
Other compensation						
Professional fees			5,490		5,125	
Occupancy costs						
Depreciation and depletion			2,000			
Other expenses			21,851		516,608	
Total expenses			529,341		1,423,274	
Excess or (Deficit)			32,460		-32,643	
Total exempt revenue			561,801		1,390,631	
Total unrelated revenue						
Total excludable revenue			102		2	
Total Assets			77,763		43,453	
Total Liabilities			1,685		1,685	
Net Fund Balances			76,078	76,078	41,768	

Tax-Exempt Interest on Investments

Description	Amount	Unrelated Business	Exclusion Code	Postal Code	Acquired after 6/30/75	InState Muni ($ or %)
	$ 2					
TOTAL	$ 2					

Schedule A, Part II, Line 1(e)

Description	Amount
VISIT PENSACOL	$ 1,250,000
CITY OF PENSACOLA	125,000
STATE OF FLORIDA	7,129
	8,500
TOTAL	$ 1,390,629

Schedule A, Part II, Line 12 - Current year

Description	Amount
	$ 2
TOTAL	$ 2

Form **8453-TE**

Department of the Treasury
Internal Revenue Service

Tax Exempt Entity Declaration and Signature for Electronic Filing

For calendar year 2022, or tax year beginning 10/01/22, **and ending** 09/30/23

For use with Forms 990, 990-EZ, 990-PF, 990-T, 1120-POL, 4720, 8868, 5227, 5330, and 8038-CP

Go to *www.irs.gov/Form8453TE* for the latest information.

OMB No. 1545-0047

2022

Name of filer

ART, CULTURE, AND ENTERTAINMENT, INC.

EIN or SSN

27-1396429

Part I Type of Return and Return Information

Check the box for the type of return being filed with Form 8453-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line of the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). If you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	X	**b**	**Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b** 1,949,065
2a	**Form 990-EZ** check here		**b**	**Total revenue,** if any (Form 990-EZ, line 9)	**2b**
3a	**Form 1120-POL** check here		**b**	**Total tax** (Form 1120-POL, line 22)	**3b**
4a	**Form 990-PF** check here		**b**	**Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**
5a	**Form 8868** check here		**b**	**Balance due** (Form 8868, line 3c)	**5b**
6a	**Form 990-T** check here		**b**	**Total tax** (Form 990-T, Part III, line 4)	**6b**
7a	**Form 4720** check here		**b**	**Total tax** (Form 4720, Part III, line 1)	**7b**
8a	**Form 5227** check here		**b**	**FMV of assets at end of tax year** (Form 5227, Item D)	**8b**
9a	**Form 5330** check here		**b**	**Tax due** (Form 5330, Part II, line 19)	**9b**
10a	**Form 8038-CP** check here		**b**	**Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**

Part II Declaration of Officer or Person Subject to Tax

11a ☐ I authorize the U.S. Treasury and its designated Financial Agent to initiate an Automated Clearing House (ACH) electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment.

b ☐ If a copy of this return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I certify that I executed the electronic disclosure consent contained within this return allowing disclosure by the IRS of this Form 990/990-EZ/ 990-PF (as specifically identified in Part I above) to the selected state agency(ies).

Under penalties of perjury, I declare that ☒ I am an officer of the above named entity or ☐ I am the person subject to tax with respect to (name of entity) _____, (EIN) _____, and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund.

Sign Here	Matt Davis Matt Davis (Aug 14, 2024 14:00 CDT)	8/14/2024	TREASURER
	Signature of officer or person subject to tax	Date	Title, if applicable

Part III Declaration of Electronic Return Originator (ERO) and Paid Preparer (see instructions)

I declare that I have reviewed the above return and that the entries on Form 8453-TE are complete and correct to the best of my knowledge. If I am only a collector, I am not responsible for reviewing the return and only declare that this form accurately reflects the data on the return. The entity officer or person subject to tax will have signed this form before I submit the return. I will give a copy of all forms and information to be filed with the IRS to the officer or person subject to tax, and have followed all other requirements in Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns. If I am also the Paid Preparer, under penalties of perjury I declare that I have examined the above return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. This Paid Preparer declaration is based on all information of which I have any knowledge.

ERO's Use Only	ERO's signature JOSHUA C. DURST	Date	Check if also paid preparer ☒	Check if self-employed ☐	ERO's SSN or PTIN P00436839
	Firm's name (or yours if self-employed), address, and ZIP code DURST JORDAN CPA PA 4459-B HIGHWAY 90 MILTON FL 32571				EIN 45-0529207 Phone no. 850-995-5000

Under penalties of perjury, I declare that I have examined the above return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. Declaration of preparer is based on all information of which the preparer has any knowledge.

Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check if self-employed ☐	PTIN
	Firm's name			Firm's EIN	
	Firm's address			Phone no.	

For Privacy Act and Paperwork Reduction Act Notice, see back of form. Form **8453-TE** (2022)

DAA

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 10/01/22 **, and ending** 09/30/23

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Doing business as:

Number and street (or P.O. box if mail is not delivered to street address): 730 BAYFRONT PARKWAY, SUITE 3A

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32502

D Employer identification number: 27-1396429

E Telephone number: 850-293-4822

G Gross receipts$ 1,949,065

F Name and address of principal officer:
MATT DAVIS
730 BAYFRONT PARKWAY
PENSACOLA FL 32502

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: N/A

H(c) Group exemption number

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2009

M State of legal domicile: FL

Part I Summary

1 Briefly describe the organization's mission or most significant activities:
RECEIVES STATE, COUNTY, CITY, AND PERSONAL FUNDS TO DISPERSE THROUGH AN EQUITABLE GRANTING PROCESS TO ARTS, CULTURE, AND ENTERTAINMENT ORGANIZATIONS THROUGHOUT ESCAMBIA COUNTY, FL

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	**3**	16
4	Number of independent voting members of the governing body (Part VI, line 1b)	**4**	16
5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	**5**	0
6	Total number of volunteers (estimate if necessary)	**6**	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	**7a**	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	**7b**	0

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	1,390,629	1,946,730
9	Program service revenue (Part VIII, line 2g)		0
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	2	0
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		2,335
12	Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,390,631	1,949,065
13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	901,541	1,005,617
14	Benefits paid to or for members (Part IX, column (A), line 4)		0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)		0
16a	Professional fundraising fees (Part IX, column (A), line 11e)		0
b	Total fundraising expenses (Part IX, column (D), line 25) 0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	521,733	939,040
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	1,423,274	1,944,657
19	Revenue less expenses. Subtract line 18 from line 12	-32,643	4,408

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	43,453	46,176
21	Total liabilities (Part X, line 26)	1,685	0
22	Net assets or fund balances. Subtract line 21 from line 20	41,768	46,176

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer — Date

MATT DAVIS TREASURER

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
JOSHUA C. DURST	JOSHUA C. DURST			P00436839

Firm's name: DURST JORDAN CPA PA — Firm's EIN: 45-0529207

Firm's address: 4459-B HIGHWAY 90 MILTON, FL 32571 — Phone no. 850-995-5000

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

DAA

Form **990** (2022)

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

RECEIVES STATE, COUNTY, CITY, AND PERSONAL FUNDS TO DISPERSE THROUGH AN EQUITABLE GRANTING PROCESS TO ARTS, CULTURE, AND ENTERTAINMENT ORGANIZATIONS THROUGHOUT ESCAMBIA COUNTY, FL.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 515,000 including grants of$ 515,000) (Revenue $)

RECEIVED, ACCOUNTED FOR, AND DISBURSED GRANTS TO QUALIFIED ORGANIZATIONS PROVIDING ART AND CULTURE PROGRAMS AND ACTIVITIES AND THE GENERAL PUBLIC THROUGHOUT ESCAMBIA COUNTY, FL.

4b (Code:) (Expenses $ 1,422,096 including grants of$ 490,617) (Revenue $)

CULTURAL TOURISM - WHICH INCLUDES (1) AN ORGANIZED FOO FOO FEST, A 12 DAY CELEBRATION OF EXISTING AND NEW CULTURALLY CREATIVE HAPPENINGS AND EVENTS DESIGNED TO PROMOTE TOURISM IN ESCAMBIA COUNTY, FL; AND (2)A MARKETING CAMPAIGN TITLED "VACATION ARTFULLY" DESIGNED TO PROMOTE TOURISM IN THE REGION.

4c (Code:) (Expenses $ including grants of$) (Revenue $)

N/A

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of$) (Revenue $)

4e Total program service expenses 1,937,096

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors?* See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a		X
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		X
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21	X	

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	0		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			X

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	**2a** 0			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		**2b**		
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		**3a**		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*		**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		**4a**		X
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		**5b**		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		**6a**		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		**7a**		X
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		**7c**		X
d	If "Yes," indicate the number of Forms 8282 filed during the year	**7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		**7e**		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		**7f**		X
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		**7g**		X
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		**7h**		X
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		**8**		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?		**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		**9b**		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	**10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	**10b**			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	**11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	**11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	**12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.		**13a**		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	**13b**			
c	Enter the amount of reserves on hand	**13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		**14a**		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*		**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.		**15**		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.		**16**		X
17	**Section 501(c)(21) organizations.** Did the trust, any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.		**17**		

Part VI Governance, Management, and Disclosure *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	16		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	16		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		X
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a		X
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed NONE

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

MATT DAVIS 101 PALAFOX PLACE #988

PENSACOLA FL 32591 850-293-4822

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) MARY HENRIQUES	0.00									
PRESIDENT	0.00	X		X				0	0	0
(2) MATT DAVIS	0.00									
TREASURER	0.00	X		X				0	0	0
(3) BOB SCHUSTER	0.00									
DIRECTOR	0.00	X		X				0	0	0
(4) MARIA V GOLDBERG	0.00									
DIRECTOR	0.00	X						0	0	0
(5) RICK HARPER	0.00									
DIRECTOR	0.00	X						0	0	0
(6) THERESE MCKENZIE	0.00									
VICE PRESIDENT	0.00	X		X				0	0	0
(7) JEFF BROOKS	0.00									
DIRECTOR	0.00	X						0	0	0
(8) DEBBIE DOUMA	0.00									
DIRECTOR	0.00	X						0	0	0
(9) LINDSAY FLEEGE	0.00									
DIRECTOR	0.00	X						0	0	0
(10) MARNY NEEDLE	0.00									
DIRECTOR	0.00	X						0	0	0
(11) VICKY WONDERS	0.00									
DIRECTOR	0.00	X						0	0	0

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(12) BRIDGETTE BROOKS	0.00									
SECRETARY	0.00	X		X				0	0	0
(13) LINDA BRENT	0.00									
DIRECTOR	0.00	X						0	0	0
(14) EMILY MITCHELL	0.00									
DIRECTOR	0.00	X						0	0	0
(15) TRANG TAYLOR	0.00									
DIRECTOR	0.00	X						0	0	0
(16) JOE VINSON	0.00									
DIRECTOR	0.00	X						0	0	0
1b Subtotal										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)										

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e	1,938,730			
	f All other contributions, gifts, grants, and similar amounts not included above	1f	8,000			
	g Noncash contributions included in lines 1a-1f	1g	$			
	h **Total.** Add lines 1a–1f		1,946,730			
Program Service Revenue		Business Code				
	2a					
	b					
	c					
	d					
	e					
	f All other program service revenue					
	g **Total.** Add lines 2a–2f					
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental inc. or (loss) 6c					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory 7a					
	b Less: cost or other basis and sales exps. 7b					
	c Gain or (loss) 7c					
	d Net gain or (loss)					
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c). See Part IV, line 18 8a					
	b Less: direct expenses 8b					
	c Net income or (loss) from fundraising events					
	9a Gross income from gaming activities. See Part IV, line 19 9a					
	b Less: direct expenses 9b					
	c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances 10a					
	b Less: cost of goods sold 10b					
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
	11a OTHER REVENUE		2,335	2,335		
	b					
	c					
	d All other revenue					
	e **Total.** Add lines 11a–11d		2,335			
	12 **Total revenue.** See instructions		1,949,065	2,335	0	0

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	1,005,617	1,005,617		
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	5,500		5,500	
12 Advertising and promotion	915,200	915,200		
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy				
17 Travel				
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance	1,992	429	1,563	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a IMPACT STUDY	15,850	15,850		
b BANK CHARGES	437		437	
c LICENSES	61		61	
d				
e All other expenses				
25 **Total functional expenses.** Add lines 1 through 24e	1,944,657	1,937,096	7,561	0
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	43,453	1	46,176
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net		4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use		8	
	9	Prepaid expenses and deferred charges		9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a			
	b	Less: accumulated depreciation — 10b		10c	
	11	Investments—publicly traded securities		11	
	12	Investments—other securities. See Part IV, line 11		12	
	13	Investments—program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11		15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	43,453	16	46,176
Liabilities	17	Accounts payable and accrued expenses		17	
	18	Grants payable	1,685	18	
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26	**Total liabilities.** Add lines 17 through 25	1,685	26	0
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	18,104	27	20,227
	28	Net assets with donor restrictions	23,664	28	25,949
		Organizations that do not follow FASB ASC 958, check her ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building, or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	41,768	32	46,176
	33	Total liabilities and net assets/fund balances	43,453	33	46,176

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,949,065
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,944,657
3	Revenue less expenses. Subtract line 2 from line 1	3	4,408
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	41,768
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	46,176

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	X	
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	X	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number 27-1396429

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	1,531,417	561,699	1,084,275	1,390,629	1,946,730	6,514,750
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	1,531,417	561,699	1,084,275	1,390,629	1,946,730	6,514,750
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from line 4						6,514,750

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
7 Amounts from line 4	1,531,417	561,699	1,084,275	1,390,629	1,946,730	6,514,750
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	1,158	102	8	2		1,270
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						6,516,020

12 Gross receipts from related activities, etc. (see instructions) **12** 2,439

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2022 (line 6, column (f) divided by line 11, column (f)) **14** 99.98 %

15 Public support percentage from 2021 Schedule A, Part II, line 14 **15** 99.98 %

16a **33 1/3% support test—2022.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒

b **33 1/3% support test—2021.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

17a **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

b **10%-facts-and-circumstances test—2021.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2021 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2022** (line 10c, column (f), divided by line 13, column (f))	17	%
18	Investment income percentage from **2021** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests—2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI,*** *including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI.***	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (****see instructions****).*

- a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*
- b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*
- c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in **Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**		
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**		
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**		
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6 Multiply line 5 by 0.035.	**6**		
7 Recoveries of prior-year distributions	**7**		
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C – Distributable Amount			Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2 Enter 0.85 of line 1.	**2**		
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4 Enter greater of line 2 or line 3.	**4**		
5 Income tax imposed in prior year	**5**		
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D – Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2022 from Section C, line 6	9	
10	Line 8 amount divided by line 9 amount	10	

Section E – Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2022**	**(iii) Distributable Amount for 2022**
1	Distributable amount for 2022 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2022 (reasonable cause required–*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2022			
a	From 2017			
b	From 2018			
c	From 2019			
d	From 2020			
e	From 2021			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2022 distributable amount			
i	Carryover from 2017 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2022 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2022 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
6	Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			
7	**Excess distributions carryover to 2023.** Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2018			
b	Excess from 2019			
c	Excess from 2020			
d	Excess from 2021			
e	Excess from 2022			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Name of the organization
ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number
27-1396429

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ . . . . . .

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
ART, CULTURE, AND ENTERTAINMENT,

Employer identification number
27-1396429

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1		$ 580,535	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2		$ 125,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization
ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number
27-1396429

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment %
- b Permanent endowment %
- c Term endowment %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment				
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)*				

Part VII Investments – Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 12.)*		

Part VIII Investments – Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 13.)*		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)*	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)*	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	1,949,065
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	1,949,065
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	1,949,065

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	1,944,657
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	1,944,657
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	1,944,657

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Part XIII Supplemental Information *(continued)*

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.
Attach to Form 990.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☒ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) 309 PUNK PROJECT, INC 309 NORTH 6TH AVE PENSACOLA FL 32501	82-4902649		16,500				FOO FOO FESTIVAL
(2) BALLET OF PENSACOLA 400 S JEFFERSON ST PENSACOLA FL 32502	59-1834099		61,278				OPERATIONS
(3) CHORAL SOCIETY OF PENSACOLA 1000 COLLEGE BLVD, RM 803 PENSACOLA FL 32504	23-7067468		13,214				OPERATIONS
(4) DIXON SCHOOL OF ARTS AND SCIENCES, 1201 NORTH H STREET PENSACOLA FL 32501	30-0600414		39,400				FOO FOO FESTIVAL
(5) FIESTA OF THE FIVE FLAGS ASSOCIATIO 2121 WEST INTENDENCIA ST PENSACOLA FL 32502	59-0607987		61,278				OPERATIONS
(6) FIRST CITY ARTS ALLIANCE 1060 NORTH GULLIEMARD ST PENSACOLA FL 32501	59-2782730		42,882				FOO FOO FESTIVAL
(7) FRIENDS OF DOWNTOWN 226 S PALAFOX PLACE PENSACOLA FL 32502	47-3452666		62,751				FOO FOO FESTIVAL
(8) JAZZ SOCIETY OF PENSACOLA 3 WEST GARDEN ST, STE 418 PENSACOLA FL 32502	59-2528174		23,190				FOO FOO FESTIVAL
(9) LEGAL SERVICES OF NORTH FLORIDA, IN 2119 DELTA BLVD TALLAHASSEE FL 32303	51-0197090		20,000				FOO FOO FESTIVAL

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.
Attach to Form 990.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) NIGHT MOVES INC 4161 CAPRI DR PENSACOLA FL 32504	35-2656945		43,500				FOO FOO FESTIVAL
(2) PENARTS INC 306 N DEVILLERS ST PENSACOLA FL 32501	81-4945418		17,935				FOO FOO FESTIVAL
(3) PENSACOLA CHILDRENS CHORUS 46 E CHASE ST PENSACOLA FL 32502	59-3228889		61,278				OPERATIONS
(4) PENSACOLA CHILDRENS CHORUS 46 E CHASE ST PENSACOLA FL 32502	59-3228889		12,249				FOO FOO FESTIVAL
(5) PENSACOLA CIVIC BAND 1000 COLLEGE BLVD PENSACOLA FL 32504	59-2029170		65,000				FOO FOO FESTIVAL
(6) PENSACOLA LIGHTHOUSE ASSOCIATION 2081 RADFORD BLVD PENSACOLA FL 32508	03-0584825		61,278				OPERATIONS
(7) PENSACOLA LITTLE THEATER 400 S JEFFERSON ST PENSACOLA FL 32502	59-0906711		61,278				OPERATIONS
(8) PENSACOLA LITTLE THEATER 400 S JEFFERSON ST PENSACOLA FL 32502	59-0906711		28,000				FOO FOO FESTIVAL
(9) PENSACOLA MESS HALL 116 N TARRAGONA ST PENSACOLA FL 32502	45-5211853		34,650				OPERATIONS

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.
Attach to Form 990.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number: 27-1396429

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ Yes ☐ No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of noncash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) PENSACOLA OPERA 75 S TARRAGONA ST PENSACOLA FL 32502	59-2387417		61,278				OPERATIONS
(2) PENSACOLA OPERA 75 S TARRAGONA ST PENSACOLA FL 32502	59-2387417		38,500				FOO FOO FESTIVAL
(3) PENSACOLA STATE COLLEGE 1000 COLLEGE BLVD PENSACOLA FL 32504	59-1207555		28,900				FOO FOO FESTIVAL
(4) PENSACOLA SYMPHONY ORCHESTRA 205 E ZARRAGOZA ST PENSACOLA FL 32502	51-0196351		61,278				OPERATIONS
(5) PENSACOLA SYMPHONY ORCHESTRA 205 E ZARRAGOZA ST PENSACOLA FL 32502	51-0196351		7,225				FOO FOO FESTIVAL
(6) VETERANS MEMORIAL PARK FOUNDATION PO BOX 12984 PENSACOLA FL 32591	46-3073405		57,000				FOO FOO FESTIVAL
(7) WEST FLORIDA HISTORIC PRESERVATION, PO BOX 12866 PENSACOLA FL 32591	23-7009319		8,450				FOO FOO FESTIVAL
(8)							
(9)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
1					
2					
3					
4					
5					
6					
7					

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

PART I, LINE 2 - PROCEDURES FOR MONITORING THE USE OF GRANT FUNDS

THE ORGANIZATION DISBURSES GRANTS TO OTHER NON-PROFIT ORGANIZATIONS WHO

SPECIALIZE IN ART, CULTURE, AND ENTERTAINMENT. THESE GRANTS ARE TO BE USED

FOR THE OPERATIONS OF THESE ORGANIZATIONS. THEREFORE, ADDITIONAL MONITORING

IS NOT NECESSARY.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization ART, CULTURE, AND ENTERTAINMENT, INC.

Employer identification number 27-1396429

FORM 990, PART VI, LINE 11B - ORGANIZATION'S PROCESS TO REVIEW FORM 990

FORM 990 IS MADE AVAILABLE FOR REVIEW AT BOARD MEETINGS

FORM 990, PART VI, LINE 19 - GOVERNING DOCUMENTS DISCLOSURE EXPLANATION

UPON REQUEST

Form **990**

Two Year Comparison Report

For calendar year 2022, or tax year beginning 10/01/22 , ending 09/30/23

2021 & 2022

Name

ART, CULTURE, AND ENTERTAINMENT, INC.

Taxpayer Identification Number

27-1396429

			2021	2022	Differences
Revenue	1. Contributions, gifts, grants	1.	8,500	8,000	-500
	2. Membership dues and assessments	2.			
	3. Government contributions and grants	3.	1,382,129	1,938,730	556,601
	4. Program service revenue	4.			
	5. Investment income	5.	2		-2
	6. Proceeds from tax exempt bonds	6.			
	7. Net gain or (loss) from sale of assets other than inventory	7.			
	8. Net income or (loss) from fundraising events	8.			
	9. Net income or (loss) from gaming	9.			
	10. Net gain or (loss) on sales of inventory	10.			
	11. Other revenue	11.		2,335	2,335
	12. **Total revenue.** Add lines 1 through 11	12.	1,390,631	1,949,065	558,434
Expenses	13. Grants and similar amounts paid	13.	901,541	1,005,617	104,076
	14. Benefits paid to or for members	14.			
	15. Compensation of officers, directors, trustees, etc.	15.			
	16. Salaries, other compensation, and employee benefits	16.			
	17. Professional fundraising fees	17.			
	18. Other professional fees	18.	5,125	5,500	375
	19. Occupancy, rent, utilities, and maintenance	19.			
	20. Depreciation and Depletion	20.			
	21. Other expenses	21.	516,608	933,540	416,932
	22. **Total expenses.** Add lines 13 through 21	22.	1,423,274	1,944,657	521,383
	23. **Excess or (Deficit).** Subtract line 22 from line 12	23.	-32,643	4,408	37,051
Other Information	24. Total exempt revenue	24.	1,390,631	1,949,065	558,434
	25. Total unrelated revenue	25.			
	26. Total excludable revenue	26.	2	2,335	2,333
	27. Total assets	27.	43,453	46,176	2,723
	28. Total liabilities	28.	1,685		-1,685
	29. Retained earnings	29.	41,768	46,176	4,408
	30. Number of voting members of governing body	30.	17	16	
	31. Number of independent voting members of governing body	31.	17	16	
	32. Number of employees	32.	0	0	
	33. Number of volunteers	33.			

Form **990** | **Tax Return History** | **2022**

Name: ART, CULTURE, AND ENTERTAINMENT, INC.

Employer Identification Number: 27-1396429

	2018	2019	2020	2021	2022	2023
Contributions, gifts, grants		561,699		1,390,629	1,946,730	
Membership dues						
Program service revenue						
Capital gain or loss						
Investment income		102		2		
Fundraising revenue (income/loss)						
Gaming revenue (income/loss)						
Other revenue					2,335	
Total revenue		561,801		1,390,631	1,949,065	
Grants and similar amounts paid		500,000		901,541	1,005,617	
Benefits paid to or for members						
Compensation of officers, etc.						
Other compensation						
Professional fees		5,490		5,125	5,500	
Occupancy costs						
Depreciation and depletion		2,000				
Other expenses		21,851		516,608	933,540	
Total expenses		529,341		1,423,274	1,944,657	
Excess or (Deficit)		32,460		-32,643	4,408	
Total exempt revenue		561,801		1,390,631	1,949,065	
Total unrelated revenue						
Total excludable revenue		102		2	2,335	
Total Assets		77,763		43,453	46,176	
Total Liabilities		1,685		1,685		
Net Fund Balances		76,078	76,078	41,768	46,176	

Form 990, Part IX, Line 11g - Other Fees for Service (Non-employee)

Description	Total Expenses	Program Service	Management & General	Fund Raising
OTHER FEES	$ 5,500	$	$ 5,500	$
TOTAL	$ 5,500	$ 0	$ 5,500	$ 0

Schedule A, Part II, Line 1(e)

Description	Amount
VISIT PENSACOL	$ 1,805,358
CITY OF PENSACOLA	125,000
STATE OF FLORIDA	8,372
OTHER	8,000
TOTAL	$ 1,946,730

Schedule A, Part II, Line 12 - Current year

Description	Amount
OTHER REVENUE	$ 2,335
TOTAL	$ 2,335

ART, CULTURE AND ENTERTAINMENT, INC.

AUDITED FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2021 AND 2020

DURST JORDAN, CPA, PA

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4459-B Hwy. 90
Pace, Florida 32571
Phone: (850) 995-5000
Fax: (850) 994-4522

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Art, Culture and Entertainment, Inc.

Opinion

We have audited the accompanying financial statements of Art, Culture and Entertainment, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2021 and 2020, and the related statements of changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Art, Culture and Entertainment, Inc. as of September 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional

omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Art, Culture and Entertainment, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The summary of cash receipts and disbursements on page 11 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the summary of cash receipts and disbursements is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Burst & Jordan CPA, PA

Pace, FL
March 17, 2022

Art, Culture and Entertainment, Inc.
Statements of Net Assets and Liabilities
As of September 30, 2021 and 2020

ASSETS

	2021	2020
Current Assets		
Cash - unrestricted	$ -	$ 6,803
Cash - restricted	58,220	59,251
Total cash	58,220	66,054
Accounts receivable	88,776	10,042
Total current assets	146,996	76,096
Non-current Assets		
Website design, net of amortization of $6,000 and $4,333	-	1,667
Total non-current assets	-	1,667
Total Assets	$ 146,996	$ 77,763

LIABILITIES AND NET ASSETS

Current Liabilities		
Program services payable	$ 1,685	$ 1,685
Checks written in excess of cash	70,900	-
Total current liabilities	72,585	1,685
Total Liabilities	72,585	1,685
Net Assets		
Net assets without donor restrictions	17,876	18,512
Net assets with donor restrictions	56,535	57,566
Total Net Assets	74,411	76,078
Total Liabilities & Net Assets	$ 146,996	$ 77,763

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Changes in Net Assets
For the years ended September 30, 2021 and 2020

	2021			
	Without Donor Restrictions	With Donor Restrictions	Total	2020
Contributions				
Public funding - grants	$ -	$ 1,077,275	$ 1,077,275	$ 551,699
Private funding	7,000	-	7,000	10,000
Net assets released from restrictions	1,078,306	(1,078,306)	-	-
Total contributions	1,085,306	(1,031)	1,084,275	561,699
Expenses				
Awards and grants	410,000	-	410,000	500,000
Cultural tourism expenses	668,306	-	668,306	20,400
General and administrative expenses	7,644	-	7,644	8,941
Total expenses	1,085,950	-	1,085,950	529,341
Net Contributions (Expenses)	(644)	(1,031)	(1,675)	32,358
Other Income				
Interest income	8	-	8	102
Total other income	8	-	8	102
Change in Net Assets	(636)	(1,031)	(1,667)	32,460
Net Assets - Beginning of Period	18,512	57,566	76,078	43,618
Net Assets - End of Period	$ 17,876	$ 56,535	$ 74,411	$ 76,078

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Functional Expenses
For the years ended September 30, 2021 and 2020

	Program Services			Supporting Services	Total Expenses
	Awards and Grants	Cultural Tourism	Total Program Services	General and Administrative	**2021**
Advertising and marketing	$ -	$ 367,067	$ 367,067	$ -	$ 367,067
Bank service charges	-	-	-	26	26
Amortization of website	-	-	-	1,667	1,667
Audit and tax fees	-	-	-	4,500	4,500
Awards and grants	410,000	-	410,000	-	410,000
Festival grant program	-	250,471	250,471	-	250,471
Insurance	-	768	768	1,451	2,219
Public relations	-	50,000	50,000	-	50,000
	$ 410,000	$ 668,306	$ 1,078,306	$ 7,644	$ 1,085,950

	Awards and Grants	Cultural Tourism	Total Program Services	General and Administrative	**2020**
Advertising and marketing	$ -	$ 20,400	$ 20,400	$ -	$ 20,400
Amortization of website	-	-	-	2,000	2,000
Audit and tax fees	-	-	-	5,490	5,490
Awards and grants	500,000	-	500,000	-	500,000
Insurance	-	-	-	1,451	1,451
	$ 500,000	$ 20,400	$ 520,400	$ 8,941	$ 529,341

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Cash Flows
For the years ended September 30, 2021 and 2020

	2021	2020
Cash Flows from Operating Activites		
Change in net assets	$ (1,667)	$ 32,460
Adjustments to reconcile change in net assets to net cash from operating activities:		
Amortization of website	1,667	2,000
Changes in operating assets and liabilities:		
Accounts receivable	(78,734)	(10,042)
Prepaid expenses	-	1,451
Program services payable	-	-
Net cash from operating activities	(78,734)	25,869
Cash Flows from Financing Activites		
Checks written in excess of cash	70,900	-
Net cash from financing activities	70,900	-
Net Change in Cash	(7,834)	25,869
Cash - Beginning of Period	66,054	40,185
Cash - End of Period	$ 58,220	$ 66,054

The accompanying notes are an integral part of these financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organization and Purpose

Art, Culture and Entertainment, Inc. (ACE), is a non-profit organization organized exclusively for charitable and educational purposes, including for such purposes, the making of distributions to art institutions, cultural events, and community entertainment organizations that have been in existence for at least 24 months and qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue code or to Florida Non-Profits with the primary location in Escambia County, FL. ACE will receive federal, state, county, city, and personal funds to disperse through an equitable granting process to arts, culture, and entertainment organizations.

B. Basis of Accounting and Presentation

The accompanying financial statements of Art, Culture and Entertainment, Inc. have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) Topic 958, *Not-for-Profit Entities*. Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. A description of the net asset categories are as follows:

Net assets without donor restrictions – The part of net assets of a not-for-profit that is not subject to donor-imposed restrictions. Net assets without donor restrictions may be designated for specific purposes by action of the Board of Directors. Board-designated net assets may be earmarked for future programs, investments, contingencies, purchases or construction of fixed assets, or other uses. Some governing boards may delegate decisions to internal management. Such designations are considered to be included in board-designated net assets.

Net assets with donor restrictions - The part of net assets of a not-for-profit that is subject to donor-imposed restrictions (donors include other types of contributors, including makers of certain grants). Some donors impose restrictions that are temporary in nature or purpose restricted. Other donors impose restrictions that are perpetual in nature that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Purpose restricted net assets are deemed to be restricted for the donor-specified purpose by explicit donor stipulation. In addition, investment returns from net assets that are perpetual in nature or purpose restricted are classified as net assets with donor restrictions until appropriated for expenditure. Once appropriated, purpose restricted assets are released to net assets without donor restrictions. The Organization did not have any restricted net assets that were perpetual in nature for the years presented.

C. Cash and Cash Equivalents

Cash and cash equivalents consist of short-term, highly liquid investments which are readily convertible into cash within ninety (90) days of purchase. Carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

D. Contributions Receivable

Contributions receivable are stated at the amount management expects to collect from outstanding balances. ACE uses the direct write-off method to write-off bad debts.

E. Contributions

Contributions are recognized in the period received or pledged unconditionally. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for a specific purpose or time period are reported as with donor restrictions. Amounts required to be maintained in perpetuity by the donor are reported as with donor restrictions and disclosed as perpetual. A donor restriction expires when a time restriction ends or when the purpose for which it was intended is satisfied. When a restriction expires, donor restricted net assets are reclassified to net assets without donor restrictions and are reported in the Statement of Activities as net assets released from restrictions.

F. Accounting for Capital Assets

Capital assets are recorded at historical cost, or where historical cost is not available, estimated historical cost based on replacement cost.

Donated capital assets are to be capitalized at estimated fair market value on the date donated. The minimum capitalization threshold is any individual item with a total cost greater than $250 and a useful life of one year or more.

Depreciation and/or amortization will be provided over the estimated useful lives using the straight-line method. The estimated useful lives are as follows:

Computer Programs/Website Design	3 – 5 years
Furniture & Fixtures	5 – 7 years
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G. Contributed Services

The directors of the Board have made significant contributions of their time to run the operations of the organization. The value of the contributed time is not reflected in the financial statements because these services did not create or enhance a nonfinancial asset nor did they require specialized skills that would need to be purchased if not donated.

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Advertising and marketing costs are expensed as incurred. Advertising and marketing expense amounted to $367,067 and $20,400 for the years ended September 30, 2021 and 2020, respectively.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

I. Income Taxes

The Organization is exempt from payment of income taxes under Section 50l(c)(3) of the Internal Revenue Code as a nonprofit organization. Therefore, no provision for income taxes has been made in the accompanying financial statements. The Organization is required to file a Form 990 to the Internal Revenue Service.

J. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

K. Subsequent Events

ACE has evaluated events and transactions that occurred between September 30, 2021 and March 17, 2022, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

L. Functional Expense Allocation

The costs of providing the various programs and other activities have been detailed in the Statement of Functional Expenses and summarized on a functional basis in the Statement of Changes in Net Assets. Expenses directly related to a program or supporting services are charged to that program or supporting service.

M. Recent Accounting Pronouncements

Revenue recognition: On October 1, 2020, the Organization adopted ASU 2014-09, *Revenue from Contracts with Customers (Topic 606),* which is effective for annual reporting periods beginning after December 15, 2019. The new revenue recognition guidance requires the recognition of revenue when promised goods or services are transferred to customers in an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods or services. The guidance requires an entity to follow a five-step model to (a) identify the contract(s) with a customer, (b) identify the performance obligations in the contract, (c) determine the transaction price, (d) allocate the transaction price to the performance obligations in the contract, and (e) recognize revenue when (or as) the entity satisfies a performance obligation.

NOTE 2 – CASH

At September 30, 2021 and 2020, ACE held deposits in the bank of $399,057 and $66,053 (before outstanding checks and deposits in transit). However, several checks were written on September 30, 2021 that were held until October and November 2021 resulting in negative cash. Checks written in excess of cash totaled $70,900.

NOTE 2 – CASH (CONTINUED)

Cash is restricted for the following purposes as of September 30, 2021:

Private donor contributions for cultural tourism	$	23,594
City of Pensacola for cultural tourism marketing		25,000
Visit Pensacola for cultural marketing and events		1,270
State license plate fund		6,671
Returned Foo Foo grant funds		1,685
Restricted cash	$	58,220

NOTE 3 – CONCENTRATIONS

ACE received approximately 99% and 98% of its funding from public funds for the years ended September 30, 2021 and 2020, respectively. This public funding represents a significant portion of ACE's annual operating revenue. ACE has been approved to receive funding from all agencies for the year ended September 30, 2022. There is no significant doubt about the entity's ability to continue as a going concern for the immediate fiscal year.

NOTE 4 – DONOR RESTRICTED NET ASSETS

Net assets with donor restrictions as of September 30, 2021 and 2020 are as follows:

		2021		2020
Cultural tourism marketing	$	49,864	$	48,594
State license plate fund		6,671		8,972
Net assets with donor restrictions	$	56,535	$	57,566

ACE received $7,699 for the year ended September 30, 2021 from the State of Florida as the local arts agency recognized by Escambia County, FL to receive the county's share of the Florida Arts Specialty License Plate Fund. These funds are required to be distributed to qualifying organizations who meet the criteria described in Note 1 (A) above. ACE distributed $10,000 in state funds for the fiscal year. The amount that remains restricted under this program totaled $6,671 and $8,972 at September 30, 2021 and 2020, respectively.

NOTE 5 – AVAILABILITY OF FINANCIAL ASSETS

As of September 30, 2021, the Organization had no unrestricted cash. Checks of $70,900 were written in excess of cash. Financial assets available for general use within one year of the balance sheet date totaled $76,096.

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

SUPPLEMENTARY INFORMATION

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2021 and 2020

	2021	2020
Cash Receipts (Contributions)		
Public Funding		
Visit Pensacola	$ 855,800	$ 420,400
City of Pensacola	125,000	125,000
State of Florida	7,699	6,299
Total public funding	988,499	551,699
Private Funding		
Private contributions	7,000	10,000
Total private funding	7,000	10,000
Other Cash Receipts		
Interest from banks	8	102
Total other cash receipts	8	102
Total Cash Receipts	995,507	561,801
Cash Disbursements (Awards and Grants)		
Ballet of Pensacola	41,807	58,282
Choral Society of Pensacola	7,920	9,646
Fiesta of Five Flags	43,110	61,750
First City Arts Center	42,459	60,429
Gallery Night Pensacola	8,388	-
Jazz Society of Pensacola	8,331	17,610
Pensacola Bay Concert Band	5,000	-
Pensacola Children's Chorus	44,135	60,264
Pensacola Lighthouse Association	40,876	-
Pensacola Little Theater	45,811	64,226
Pensacola Mess Hall	29,359	40,332
Pensacola Opera	43,669	63,236
Pensacola Symphony Orchestra	44,135	64,225
Visual Arts Association	5,000	-
Total Awards and Grants	410,000	500,000
Cash Disbursements (FooFoo Festival)		
Festival grant program:		
Friends of Downtown	67,383	-
Legal Services of North Florida, Inc.	15,000	-
Pensacola LGBT Film Festival	9,000	-
Pensacola Little Theatre	83,000	-

(Continued on next page)

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2021 and 2020
(Continued)

	2021	2020
Festival grant program (continued):		
Pensacola Mess Hall	$ 10,625	$ -
Pensacola Opera	55,463	-
Pensacola Quilters' Guild	10,000	-
Total Foo Foo grant program	250,471	-
Advertising and marketing	367,067	5,000
Insurance	768	-
Public relations	50,000	-
Total Foo Foo Festival	668,306	5,000
Cash Disbursements (Vacation Artfully)		
Advertising and marketing	-	15,400
Total Vacation Artfully	-	15,400
Cash Disbursements (General and Admin.)		
Bank service charges	26	-
Insurance	1,451	-
Professional fees	4,500	5,490
Total General and Administrative	5,977	5,490
Total Cash Disbursements	1,084,283	525,890
Net Cash Receipts Over Disbursements	$ (88,776)	$ 35,911
Accounts receivable	88,776	-
Change in prepaid expenses	-	(1,451)
Amortization of website design	(1,667)	(2,000)
Change in Net Assets	$ (1,667)	$ 32,460

See Independent Auditor's Report on Supplementary Information.

ART, CULTURE AND ENTERTAINMENT, INC.

AUDITED FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

DURST JORDAN, CPA, PA

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DURST & JORDAN
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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Art, Culture and Entertainment, Inc.

Opinion

We have audited the accompanying financial statements of Art, Culture and Entertainment, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2022 and 2021, and the related statements of changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Art, Culture and Entertainment, Inc. as of September 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional

omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

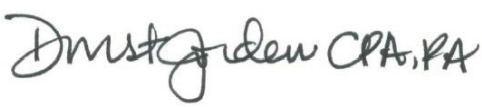
In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Art, Culture and Entertainment, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The summary of cash receipts and disbursements on page 11 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the summary of cash receipts and disbursements is fairly stated, in all material respects, in relation to the basic financial statements as a whole.



Pace, FL
April 11, 2023

Art, Culture and Entertainment, Inc.
Statements of Net Assets and Liabilities
As of September 30, 2022 and 2021

ASSETS

	2022	2021
Current Assets		
Cash - unrestricted	$ 18,104	$ -
Cash - restricted	25,349	58,220
Total cash	43,453	58,220
Accounts receivable	-	88,776
Total current assets	43,453	146,996
Total Assets	$ 43,453	$ 146,996

LIABILITIES AND NET ASSETS

Current Liabilities		
Program services payable	$ 1,685	$ 1,685
Checks written in excess of cash	-	70,900
Total current liabilities	1,685	72,585
Total Liabilities	1,685	72,585
Net Assets		
Net assets without donor restrictions	18,104	17,876
Net assets with donor restrictions	23,664	56,535
Total Net Assets	41,768	74,411
Total Liabilities & Net Assets	$ 43,453	$ 146,996

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Changes in Net Assets
For the years ended September 30, 2022 and 2021

	2022			
	Without Donor Restrictions	**With Donor Restrictions**	**Total**	**2021**
Contributions				
Public funding - grants	$ -	$ 1,382,129	$ 1,382,129	$ 1,077,275
Private funding	8,500	-	8,500	7,000
Net assets released from restrictions	1,415,000	(1,415,000)	-	-
Total contributions	1,423,500	(32,871)	1,390,629	1,084,275
Expenses				
Awards and grants	500,000	-	500,000	410,000
Cultural tourism expenses	916,541	-	916,541	668,306
General and administrative expenses	6,733	-	6,733	7,644
Total expenses	1,423,274	-	1,423,274	1,085,950
Net Contributions (Expenses)	226	(32,871)	(32,645)	(1,675)
Other Income				
Interest income	2	-	2	8
Total other income	2	-	2	8
Change in Net Assets	228	(32,871)	(32,643)	(1,667)
Net Assets - Beginning of Period	17,876	56,535	74,411	76,078
Net Assets - End of Period	$ 18,104	$ 23,664	$ 41,768	$ 74,411

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Functional Expenses
For the years ended September 30, 2022 and 2021

	Program Services			Supporting Services	Total Expenses
	Awards and Grants	Cultural Tourism	Total Program Services	General and Administrative	**2022**
Advertising and marketing	$ -	$ 370,000	$ 370,000	$ -	$ 370,000
Audit and tax fees	-	-	-	5,125	5,125
Awards and grants	500,000	-	500,000	-	500,000
Bank service charges	-	-	-	229	229
Festival grant program	-	401,541	401,541	-	401,541
Insurance	-	-	-	1,379	1,379
Economic impact study	-	15,000	15,000	-	15,000
Public relations	-	130,000	130,000	-	130,000
	$ 500,000	$ 916,541	$ 1,416,541	$ 6,733	$ 1,423,274

	Awards and Grants	Cultural Tourism	Total Program Services	General and Administrative	**2021**
Advertising and marketing	$ -	$ 367,067	$ 367,067	$ -	$ 367,067
Amortization of website	-	-	-	1,667	1,667
Audit and tax fees	-	-	-	4,500	4,500
Awards and grants	410,000	-	410,000	-	410,000
Bank service charges	-	-	-	26	26
Festival grant program	-	250,471	250,471	-	250,471
Insurance	-	768	768	1,451	2,219
Public relations	-	50,000	50,000	-	50,000
	$ 410,000	$ 668,306	$ 1,078,306	$ 7,644	$ 1,085,950

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Cash Flows
For the years ended September 30, 2022 and 2021

	2022	2021
Cash Flows from Operating Activites		
Change in net assets	$ (32,643)	$ (1,667)
Adjustments to reconcile change in net assets to net cash from operating activities:		
Amortization of website	-	1,667
Changes in operating assets and liabilities:		
Accounts receivable	88,776	(78,734)
Prepaid expenses	-	-
Program services payable	-	-
Net cash from operating activities	56,133	(78,734)
Cash Flows from Financing Activites		
Checks written in excess of cash	(70,900)	70,900
Net cash from financing activities	(70,900)	70,900
Net Change in Cash	(14,767)	(7,834)
Cash - Beginning of Period	58,220	66,054
Cash - End of Period	$ 43,453	$ 58,220

The accompanying notes are an integral part of these financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organization and Purpose

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NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

D. Contributions Receivable

Contributions receivable are stated at the amount management expects to collect from outstanding balances. ACE uses the direct write-off method to write-off bad debts.

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Contributions are recognized in the period received or pledged unconditionally. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for a specific purpose or time period are reported as with donor restrictions. Amounts required to be maintained in perpetuity by the donor are reported as with donor restrictions and disclosed as perpetual. A donor restriction expires when a time restriction ends or when the purpose for which it was intended is satisfied. When a restriction expires, donor restricted net assets are reclassified to net assets without donor restrictions and are reported in the Statement of Activities as net assets released from restrictions.

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Depreciation and/or amortization will be provided over the estimated useful lives using the straight-line method. The estimated useful lives are as follows:

Computer Programs/Website Design	3 – 5 years
Furniture & Fixtures	5 – 7 years
Office Equipment	5 – 7 years

G. Contributed Services

The directors of the Board have made significant contributions of their time to run the operations of the organization. The value of the contributed time is not reflected in the financial statements because these services did not create or enhance a nonfinancial asset, nor did they require specialized skills that would need to be purchased if not donated.

H. Advertising and Marketing Costs

Advertising and marketing costs are expensed as incurred. Advertising and marketing expenses amounted to $370,000 and $367,067 for the years ended September 30, 2022 and 2021, respectively.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

I. Income Taxes

The Organization is exempt from payment of income taxes under Section 50l(c)(3) of the Internal Revenue Code as a nonprofit organization. Therefore, no provision for income taxes has been made in the accompanying financial statements. The Organization is required to file a Form 990 to the Internal Revenue Service.

J. Use of Estimates

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K. Subsequent Events

ACE has evaluated events and transactions that occurred between September 30, 2022 and April 11, 2023, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

L. Functional Expense Allocation

The costs of providing the various programs and other activities have been detailed in the Statement of Functional Expenses and summarized on a functional basis in the Statement of Changes in Net Assets. Expenses directly related to a program or supporting services are charged to that program or supporting service.

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Revenue recognition: On October 1, 2020, the Organization adopted ASU 2014-09, *Revenue from Contracts with Customers (Topic 606),* which is effective for annual reporting periods beginning after December 15, 2019. The new revenue recognition guidance requires the recognition of revenue when promised goods or services are transferred to customers in an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods or services. The guidance requires an entity to follow a five-step model to (a) identify the contract(s) with a customer, (b) identify the performance obligations in the contract, (c) determine the transaction price, (d) allocate the transaction price to the performance obligations in the contract, and (e) recognize revenue when (or as) the entity satisfies a performance obligation.

NOTE 2 – CASH

At September 30, 2022 and 2021, ACE held deposits in the bank of $43,453 and $399,057 (before outstanding checks and deposits in transit). However, several checks were written on September 30, 2021 that were held until October and November 2021 resulting in negative cash. Checks written in excess of cash totaled $70,900 on September 30, 2021.

NOTE 2 – CASH (CONTINUED)

Cash is restricted for the following purposes as of September 30, 2022:

Private donor contributions for cultural tourism	$	9,864
State license plate fund		13,800
Returned Foo Foo grant funds		1,685
Restricted cash	$	25,349

NOTE 3 – CONCENTRATIONS

ACE received approximately 99% of its funding from public funds for the years ended September 30, 2022 and 2021, respectively. This public funding represents a significant portion of ACE's annual operating revenue. ACE has been approved to receive funding from all agencies for the year ended September 30, 2023. There is no significant doubt about the entity's ability to continue as a going concern for the immediate fiscal year.

NOTE 4 – DONOR RESTRICTED NET ASSETS

Net assets with donor restrictions as of September 30, 2022 and 2021 are as follows:

		2022		2021
Cultural tourism	$	9,864	$	49,864
State license plate fund		13,800		6,671
Net assets with donor restrictions	$	23,664	$	56,535

ACE received $7,129 for the year ended September 30, 2022 from the State of Florida as the local arts agency recognized by Escambia County, FL to receive the county's share of the Florida Arts Specialty License Plate Fund. These funds are required to be distributed to qualifying organizations who meet the criteria described in Note 1 (A) above. ACE distributed $-0- in state funds for the fiscal year. The amount that remains restricted under this program totaled $13,800 and $6,671 at September 30, 2022 and 2021, respectively.

NOTE 5 – AVAILABILITY OF FINANCIAL ASSETS

As of September 30, 2022, the Organization's unrestricted cash balance of $18,104 represents the financial assets available for general use within one year of the balance sheet date.

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

SUPPLEMENTARY INFORMATION

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2022 and 2021

	2022	2021
Cash Receipts (Contributions)		
Public Funding		
Visit Pensacola	$ 1,250,000	$ 855,800
City of Pensacola	125,000	125,000
State of Florida	7,129	7,699
Total public funding	1,382,129	988,499
Private Funding		
Private contributions	8,500	7,000
Total private funding	8,500	7,000
Other Cash Receipts		
Interest from banks	2	8
Total other cash receipts	2	8
Total Cash Receipts	1,390,631	995,507
Cash Disbursements (Awards and Grants)		
Ballet of Pensacola	53,713	41,807
Choral Society of Pensacola	8,462	7,920
Fiesta of Five Flags	57,602	43,110
First City Arts Center	53,591	42,459
Gallery Night Pensacola	-	8,388
Jazz Society of Pensacola	12,438	8,331
Pensacola Bay Concert Band	-	5,000
Pensacola Children's Chorus	59,668	44,135
Pensacola Lighthouse Association	52,984	40,876
Pensacola Little Theater	58,088	45,811
Pensacola Mess Hall	27,157	29,359
Pensacola Opera	58,452	43,669
Pensacola Symphony Orchestra	57,845	44,135
Visual Arts Association	-	5,000
Total Awards and Grants	500,000	410,000
Cash Disbursements (FooFoo Festival)		
Festival grant program:		
Choral Society of Pensacola	8,925	-
Friends of Downtown	37,865	67,383
Great Gulfcoast Arts Festival	47,728	-
Jazz Society of Pensacola, Inc.	33,150	-
Legal Services of North Florida, Inc.	20,000	15,000

(Continued on next page)

See Independent Auditor's Report on Supplementary Information.

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2022 and 2021
(Continued)

	2022	2021
Festival grant program (continued):		
Pensacola LGBT Film Festival	$ 45,000	$ 9,000
Pensacola Little Theatre	48,000	83,000
Pensacola Museum of Art	16,080	-
Pensacola Mess Hall	-	10,625
Pensacola Opera	57,375	55,463
Pensacola Quilters' Guild	-	10,000
Pensacola State College	16,918	-
Pensacola Symphony Orchestra	15,000	-
University of West Florida Foundation	55,500	-
Total Foo Foo grant program	401,541	250,471
Advertising and marketing	290,750	367,067
Economic impact study	15,000	-
Insurance	-	768
Public relations	50,000	50,000
Total Foo Foo Festival	757,291	668,306
Cash Disbursements (Vacation Artfully)		
Advertising and marketing	79,250	-
Public relations	80,000	-
Total Vacation Artfully	159,250	-
Cash Disbursements (General and Admin.)		
Bank service charges	229	26
Insurance	1,379	1,451
Professional fees	5,125	4,500
Total General and Administrative	6,733	5,977
Total Cash Disbursements	1,423,274	1,084,283
Net Cash Receipts Over Disbursements	$ (32,643)	$ (88,776)
Accounts receivable	-	88,776
Amortization of website design	-	(1,667)
Change in Net Assets	$ (32,643)	$ (1,667)

See Independent Auditor's Report on Supplementary Information.

ART, CULTURE AND ENTERTAINMENT, INC.

AUDITED FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2023 AND 2022

DURST JORDAN, CPA, PA

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DURST & JORDAN
CERTIFIED PUBLIC ACCOUNTANTS
ESTABLISHED 2003

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Art, Culture and Entertainment, Inc.

Opinion

We have audited the accompanying financial statements of Art, Culture and Entertainment, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2023 and 2022, and the related statements of changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Art, Culture and Entertainment, Inc. as of September 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are

considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Art, Culture and Entertainment, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The summary of cash receipts and disbursements on page 11 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the summary of cash receipts and disbursements is fairly stated, in all material respects, in relation to the basic financial statements as a whole.



Pace, FL
August 12, 2024

Art, Culture and Entertainment, Inc.
Statements of Financial Position
As of September 30, 2023 and 2022

ASSETS

	2023	2022
Current Assets		
Cash	$ 46,176	$ 43,453
Total Assets	$ 46,176	$ 43,453

LIABILITIES AND NET ASSETS

Current Liabilities		
Program services payable	$ -	$ 1,685
Total Liabilities	-	1,685
Net Assets		
Net assets without donor restrictions	20,227	18,104
Net assets with donor restrictions	25,949	23,664
Total Net Assets	46,176	41,768
Total Liabilities & Net Assets	$ 46,176	$ 43,453

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Changes in Net Assets
For the years ended September 30, 2023 and 2022

	2023			
	Without Donor Restrictions	**With Donor Restrictions**	**Total**	**2022**
Contributions				
Public funding - grants	$ -	$ 1,938,730	$ 1,938,730	$ 1,382,129
Private funding	8,000	-	8,000	8,500
Net assets released from restrictions	1,936,445	(1,936,445)	-	-
Total contributions	1,944,445	2,285	1,946,730	1,390,629
Expenses				
Awards and grants	515,000	-	515,000	500,000
Cultural tourism expenses	1,422,096	-	1,422,096	916,541
General and administrative expenses	7,561	-	7,561	6,733
Total expenses	1,944,657	-	1,944,657	1,423,274
Net Contributions (Expenses)	(212)	2,285	2,073	(32,645)
Other Income				
Other income	2,335	-	2,335	-
Interest income	-	-	-	2
Total other income	2,335	-	2,335	2
Change in Net Assets	2,123	2,285	4,408	(32,643)
Net Assets - Beginning of Period	18,104	23,664	41,768	74,411
Net Assets - End of Period	$ 20,227	$ 25,949	$ 46,176	$ 41,768

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Functional Expenses
For the years ended September 30, 2023 and 2022

	Program Services		Supporting Services	Total Expenses
	Awards and Grants	Cultural Tourism	General and Administrative	**2023**
Advertising and marketing	$ -	$ 755,200	$ -	$ 755,200
Audit and tax fees	-	-	5,500	5,500
Awards and grants	515,000	-	-	515,000
Bank service charges	-	-	437	437
Economic impact study	-	15,850	-	15,850
Festival grant program	-	490,617	-	490,617
Insurance	-	429	1,563	1,992
Licenses	-	-	61	61
Public relations	-	160,000	-	160,000
	$ 515,000	$ 1,422,096	$ 7,561	$ 1,944,657

	Awards and Grants	Cultural Tourism	General and Administrative	**2022**
Advertising and marketing	$ -	$ 370,000	$ -	$ 370,000
Audit and tax fees	-	-	5,125	5,125
Awards and grants	500,000	-	-	500,000
Bank service charges	-	-	159	159
Economic impact study	-	15,000	-	15,000
Festival grant program	-	401,541	-	401,541
Insurance	-	-	1,379	1,379
Licenses	-	-	70	70
Public relations	-	130,000	-	130,000
	$ 500,000	$ 916,541	$ 6,733	$ 1,423,274

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Cash Flows
For the years ended September 30, 2023 and 2022

	2023	2022
Cash Flows from Operating Activites		
Change in net assets	$ 4,408	$ (32,643)
Adjustments to reconcile change in net assets to net cash from operating activities:		
Changes in operating assets and liabilities:		
Accounts receivable	-	88,776
Program services payable	(1,685)	-
Net cash from operating activities	2,723	56,133
Cash Flows from Financing Activites		
Checks written in excess of cash	-	(70,900)
Net cash from financing activities	-	(70,900)
Net Change in Cash	2,723	(14,767)
Cash - Beginning of Period	43,453	58,220
Cash - End of Period	$ 46,176	$ 43,453

The accompanying notes are an integral part of these financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organization and Purpose

Art, Culture and Entertainment, Inc. (ACE), is a non-profit organization organized exclusively for charitable and educational purposes, including for such purposes, the making of distributions to art institutions, cultural events, and community entertainment organizations that have been in existence for at least 24 months and qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue code or to Florida Non-Profits with the primary location in Escambia County, FL. ACE will receive federal, state, county, city, and personal funds to disperse through an equitable granting process to arts, culture, and entertainment organizations.

B. Basis of Accounting and Presentation

The accompanying financial statements of Art, Culture and Entertainment, Inc. have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) Topic 958, *Not-for-Profit Entities*. Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. A description of the net asset categories are as follows:

Net assets without donor restrictions – The part of net assets of a not-for-profit that is not subject to donor-imposed restrictions. Net assets without donor restrictions may be designated for specific purposes by action of the Board of Directors. Board-designated net assets may be earmarked for future programs, investments, contingencies, purchases or construction of fixed assets, or other uses. Some governing boards may delegate decisions to internal management. Such designations are considered to be included in board-designated net assets.

Net assets with donor restrictions - The part of net assets of a not-for-profit that is subject to donor-imposed restrictions (donors include other types of contributors, including makers of certain grants). Some donors impose restrictions that are temporary in nature or purpose restricted. Other donors impose restrictions that are perpetual in nature that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Purpose restricted net assets are deemed to be restricted for the donor-specified purpose by explicit donor stipulation. In addition, investment returns from net assets that are perpetual in nature or purpose restricted are classified as net assets with donor restrictions until appropriated for expenditure. Once appropriated, purpose restricted assets are released to net assets without donor restrictions. The Organization did not have any restricted net assets that were perpetual in nature for the years presented.

C. Cash and Cash Equivalents

Cash and cash equivalents consist of short-term, highly liquid investments which are readily convertible into cash within ninety (90) days of purchase. Carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

D. Contributions Receivable

Contributions receivable are stated at the amount management expects to collect from outstanding balances. ACE uses the direct write-off method to write-off bad debts.

E. Contributions

Contributions are recognized in the period received or pledged unconditionally. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for a specific purpose or time period are reported as with donor restrictions. Amounts required to be maintained in perpetuity by the donor are reported as with donor restrictions and disclosed as perpetual. A donor restriction expires when a time restriction ends or when the purpose for which it was intended is satisfied. When a restriction expires, donor restricted net assets are reclassified to net assets without donor restrictions and are reported in the Statement of Activities as net assets released from restrictions.

F. Accounting for Capital Assets

Capital assets are recorded at historical cost, or where historical cost is not available, estimated historical cost based on replacement cost.

Donated capital assets are to be capitalized at estimated fair market value on the date donated. The minimum capitalization threshold is any individual item with a total cost greater than $250 and a useful life of one year or more.

Depreciation and/or amortization will be provided over the estimated useful lives using the straight-line method. The estimated useful lives are as follows:

Computer Programs/Website Design	3 – 5 years
Furniture & Fixtures	5 – 7 years
Office Equipment	5 – 7 years

G. Contributed Services

The directors of the Board have made significant contributions of their time to run the operations of the organization. The value of the contributed time is not reflected in the financial statements because these services did not create or enhance a nonfinancial asset, nor did they require specialized skills that would need to be purchased if not donated.

H. Advertising and Marketing Costs

Advertising and marketing costs are expensed as incurred. Advertising and marketing expenses amounted to $755,200 and $370,000 for the years ended September 30, 2023 and 2022, respectively.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

I. Income Taxes

The Organization is exempt from payment of income taxes under Section 50l(c)(3) of the Internal Revenue Code as a nonprofit organization. Therefore, no provision for income taxes has been made in the accompanying financial statements. The Organization is required to file a Form 990 to the Internal Revenue Service.

J. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

K. Subsequent Events

ACE has evaluated events and transactions that occurred between September 30, 2023 and August 12, 2024, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

L. Functional Expense Allocation

The costs of providing the various programs and other activities have been detailed in the Statement of Functional Expenses and summarized on a functional basis in the Statement of Changes in Net Assets. Expenses directly related to a program or supporting services are charged to that program or supporting service.

NOTE 2 – DONOR RESTRICTED NET ASSETS

Net assets with donor restrictions as of September 30, 2023 and 2022 are as follows:

	2023	2022
Cultural tourism & marketing	$ 18,777	$ 9,864
State license plate fund	7,172	13,800
Net assets with donor restrictions	$ 25,949	$ 23,664

ACE received $8,372 for the year ended September 30, 2023 from the State of Florida as the local arts agency recognized by Escambia County, FL to receive the county's share of the Florida Arts Specialty License Plate Fund. These funds are required to be distributed to qualifying organizations who meet the criteria described in Note 1 (A) above. ACE distributed $15,000 in state funds for the fiscal year. The amount that remains restricted under this program totaled $7,172 and $13,800 at September 30, 2023 and 2022, respectively.

NOTE 3 – CONCENTRATIONS

ACE received approximately 99% of its funding from public funds for the years ended September 30, 2023 and 2022, respectively. This public funding represents a significant portion of ACE's annual operating revenue. ACE has been approved to receive funding from all agencies for the year ended September 30, 2024. There is no significant doubt about the entity's ability to continue as a going concern for the immediate fiscal year.

NOTE 4 – AVAILABILITY OF FINANCIAL ASSETS

ACE's primary source of support is income from local grants. ACE has a policy to manage its liquidity following three guiding principles: operating within a prudent range of financial stability; maintaining adequate liquidity to fund near-term operations; and maintaining sufficient resources to provide reasonable assurance that long-term operations will be maintained. The following table reflects ACE's financial assets reduced by amounts not available for general expenditures within one year:

Financial assets:	
Cash	$ 46,176
Less those unavailable for general expenditure within one year, due to:	
Donor restrictions	(25,949)
Financial assets available to meet cash needs	$ 20,227

SUPPLEMENTARY INFORMATION

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2023 and 2022

	2023	2022
Cash Receipts (Contributions)		
Public Funding		
Visit Pensacola	$ 1,805,358	$ 1,250,000
City of Pensacola	125,000	125,000
State of Florida	8,372	7,129
Total public funding	1,938,730	1,382,129
Private Funding		
Private contributions	8,000	8,500
Total private funding	8,000	8,500
Other Cash Receipts		
Return of unused grant funds	650	-
Interest from banks	-	2
Total other cash receipts	650	2
Total Cash Receipts	1,947,380	1,390,631
Cash Disbursements (Awards and Grants)		
Ballet Pensacola, Inc.	61,278	53,713
Fiesta of the Five Flags Association, Inc.	61,278	57,602
First City Arts Alliance, Inc.	-	53,591
Jazz Society of Pensacola, Inc.	23,190	12,438
Pensacola Bay Concert Band	5,000	-
Pensacola Children's Chorus	61,278	59,668
Pensacola Elite Dance, Inc.	5,000	-
Pensacola Lighthouse Association, Inc.	61,278	52,984
Pensacola Little Theatre, Inc.	61,278	58,088
Pensacola Opera, Inc.	61,278	58,452
The Choral Society of Pensacola Inc.	13,214	8,462
The Greater Pensacola Symphony Orchestra, Inc.	61,278	57,845
The Pensacola Civic Band, Inc.	5,000	-
The Pensacola Mess Hall, Inc.	34,650	27,157
Total Awards and Grants	515,000	500,000
Cash Disbursements (FooFoo Festival)		
Festival grant program:		
309 Punk Project, Inc.	16,500	-
Dixon School of Arts and Sciences, Inc.	39,400	-
Fiesta of the Five Flags Association, Inc.	2,325	-
First City Arts Alliance, Inc.	42,882	-

(Continued on next page)

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2023 and 2022

	2023	2022
Festival grant program (continued):		
Friends of Downtown Pensacola, Inc.	$ 62,751	$ 37,865
Great Gulfcoast Arts Festival	-	47,728
Jazz Society of Pensacola, Inc.	-	33,150
Legal Services of North Florida, Inc.	20,000	20,000
Night Moves, Inc.	43,500	-
PenArts, Inc.	17,935	-
Pensacola Children's Chorus Inc.	12,249	-
Pensacola LGBT Film Festival	-	45,000
Pensacola Little Theatre, Inc.	28,000	48,000
Pensacola Museum of Art	-	16,080
Pensacola Opera, Inc.	38,500	57,375
Pensacola State College	28,900	16,918
The Choral Society of Pensacola, Inc.	-	8,925
The Greater Pensacola Symphony Orchestra, Inc.	7,225	15,000
The Pensacola Civic Band, Inc.	65,000	-
Veterans Memorial Park Foundation of Pensacola, Inc.	57,000	-
West Florida Historic Preservation, Inc.	8,450	55,500
Total Foo Foo grant program	490,617	401,541
Advertising and marketing	385,450	290,750
Economic impact study	15,850	15,000
Insurance	429	-
Public relations	50,000	50,000
Total Foo Foo Festival	942,346	757,291
Cash Disbursements (Vacation Artfully)		
Advertising and marketing	369,750	79,250
Public relations	110,000	80,000
Total Vacation Artfully	479,750	159,250
Cash Disbursements (General and Admin.)		
Bank service charges	437	159
Insurance	1,563	1,379
Licenses	61	70
Professional fees	5,500	5,125
Total General and Administrative	7,561	6,733
Total Cash Disbursements	1,944,657	1,423,274
Net Cash Receipts Over Disbursements	2,723	(32,643)
Change in accounts payable	1,685	-
Change in Net Assets	$ 4,408	$ (32,643)

See Independent Auditor's Report on Supplementary Information.

ART, CULTURE AND ENTERTAINMENT, INC.

AUDITED FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2023 AND 2022

DURST JORDAN, CPA, PA

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DURST & JORDAN
CERTIFIED PUBLIC ACCOUNTANTS
ESTABLISHED 2003

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Art, Culture and Entertainment, Inc.

Opinion

We have audited the accompanying financial statements of Art, Culture and Entertainment, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2023 and 2022, and the related statements of changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Art, Culture and Entertainment, Inc. as of September 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are

considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Art, Culture and Entertainment, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Art, Culture and Entertainment, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The summary of cash receipts and disbursements on page 11 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the summary of cash receipts and disbursements is fairly stated, in all material respects, in relation to the basic financial statements as a whole.



Pace, FL
August 12, 2024

Art, Culture and Entertainment, Inc.
Statements of Financial Position
As of September 30, 2023 and 2022

ASSETS

	2023	2022
Current Assets		
Cash	$ 46,176	$ 43,453
Total Assets	$ 46,176	$ 43,453

LIABILITIES AND NET ASSETS

Current Liabilities		
Program services payable	$ -	$ 1,685
Total Liabilities	-	1,685
Net Assets		
Net assets without donor restrictions	20,227	18,104
Net assets with donor restrictions	25,949	23,664
Total Net Assets	46,176	41,768
Total Liabilities & Net Assets	$ 46,176	$ 43,453

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Changes in Net Assets
For the years ended September 30, 2023 and 2022

	2023			
	Without Donor Restrictions	**With Donor Restrictions**	**Total**	**2022**
Contributions				
Public funding - grants	$ -	$ 1,938,730	$ 1,938,730	$ 1,382,129
Private funding	8,000	-	8,000	8,500
Net assets released from restrictions	1,936,445	(1,936,445)	-	-
Total contributions	1,944,445	2,285	1,946,730	1,390,629
Expenses				
Awards and grants	515,000	-	515,000	500,000
Cultural tourism expenses	1,422,096	-	1,422,096	916,541
General and administrative expenses	7,561	-	7,561	6,733
Total expenses	1,944,657	-	1,944,657	1,423,274
Net Contributions (Expenses)	(212)	2,285	2,073	(32,645)
Other Income				
Other income	2,335	-	2,335	-
Interest income	-	-	-	2
Total other income	2,335	-	2,335	2
Change in Net Assets	2,123	2,285	4,408	(32,643)
Net Assets - Beginning of Period	18,104	23,664	41,768	74,411
Net Assets - End of Period	$ 20,227	$ 25,949	$ 46,176	$ 41,768

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Functional Expenses
For the years ended September 30, 2023 and 2022

	Program Services		Supporting Services	Total Expenses
	Awards and Grants	Cultural Tourism	General and Administrative	**2023**
Advertising and marketing	$ -	$ 755,200	$ -	$ 755,200
Audit and tax fees	-	-	5,500	5,500
Awards and grants	515,000	-	-	515,000
Bank service charges	-	-	437	437
Economic impact study	-	15,850	-	15,850
Festival grant program	-	490,617	-	490,617
Insurance	-	429	1,563	1,992
Licenses	-	-	61	61
Public relations	-	160,000	-	160,000
	$ 515,000	$ 1,422,096	$ 7,561	$ 1,944,657

	Awards and Grants	Cultural Tourism	General and Administrative	**2022**
Advertising and marketing	$ -	$ 370,000	$ -	$ 370,000
Audit and tax fees	-	-	5,125	5,125
Awards and grants	500,000	-	-	500,000
Bank service charges	-	-	159	159
Economic impact study	-	15,000	-	15,000
Festival grant program	-	401,541	-	401,541
Insurance	-	-	1,379	1,379
Licenses	-	-	70	70
Public relations	-	130,000	-	130,000
	$ 500,000	$ 916,541	$ 6,733	$ 1,423,274

The accompanying notes are an integral part of these financial statements.

Art, Culture and Entertainment, Inc.
Statements of Cash Flows
For the years ended September 30, 2023 and 2022

	2023	2022
Cash Flows from Operating Activites		
Change in net assets	$ 4,408	$ (32,643)
Adjustments to reconcile change in net assets to net cash from operating activities:		
Changes in operating assets and liabilities:		
Accounts receivable	-	88,776
Program services payable	(1,685)	-
Net cash from operating activities	2,723	56,133
Cash Flows from Financing Activites		
Checks written in excess of cash	-	(70,900)
Net cash from financing activities	-	(70,900)
Net Change in Cash	2,723	(14,767)
Cash - Beginning of Period	43,453	58,220
Cash - End of Period	$ 46,176	$ 43,453

The accompanying notes are an integral part of these financial statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Organization and Purpose

Art, Culture and Entertainment, Inc. (ACE), is a non-profit organization organized exclusively for charitable and educational purposes, including for such purposes, the making of distributions to art institutions, cultural events, and community entertainment organizations that have been in existence for at least 24 months and qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue code or to Florida Non-Profits with the primary location in Escambia County, FL. ACE will receive federal, state, county, city, and personal funds to disperse through an equitable granting process to arts, culture, and entertainment organizations.

B. Basis of Accounting and Presentation

The accompanying financial statements of Art, Culture and Entertainment, Inc. have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) Topic 958, *Not-for-Profit Entities*. Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. A description of the net asset categories are as follows:

Net assets without donor restrictions – The part of net assets of a not-for-profit that is not subject to donor-imposed restrictions. Net assets without donor restrictions may be designated for specific purposes by action of the Board of Directors. Board-designated net assets may be earmarked for future programs, investments, contingencies, purchases or construction of fixed assets, or other uses. Some governing boards may delegate decisions to internal management. Such designations are considered to be included in board-designated net assets.

Net assets with donor restrictions - The part of net assets of a not-for-profit that is subject to donor-imposed restrictions (donors include other types of contributors, including makers of certain grants). Some donors impose restrictions that are temporary in nature or purpose restricted. Other donors impose restrictions that are perpetual in nature that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Purpose restricted net assets are deemed to be restricted for the donor-specified purpose by explicit donor stipulation. In addition, investment returns from net assets that are perpetual in nature or purpose restricted are classified as net assets with donor restrictions until appropriated for expenditure. Once appropriated, purpose restricted assets are released to net assets without donor restrictions. The Organization did not have any restricted net assets that were perpetual in nature for the years presented.

C. Cash and Cash Equivalents

Cash and cash equivalents consist of short-term, highly liquid investments which are readily convertible into cash within ninety (90) days of purchase. Carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

D. Contributions Receivable

Contributions receivable are stated at the amount management expects to collect from outstanding balances. ACE uses the direct write-off method to write-off bad debts.

E. Contributions

Contributions are recognized in the period received or pledged unconditionally. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for a specific purpose or time period are reported as with donor restrictions. Amounts required to be maintained in perpetuity by the donor are reported as with donor restrictions and disclosed as perpetual. A donor restriction expires when a time restriction ends or when the purpose for which it was intended is satisfied. When a restriction expires, donor restricted net assets are reclassified to net assets without donor restrictions and are reported in the Statement of Activities as net assets released from restrictions.

F. Accounting for Capital Assets

Capital assets are recorded at historical cost, or where historical cost is not available, estimated historical cost based on replacement cost.

Donated capital assets are to be capitalized at estimated fair market value on the date donated. The minimum capitalization threshold is any individual item with a total cost greater than $250 and a useful life of one year or more.

Depreciation and/or amortization will be provided over the estimated useful lives using the straight-line method. The estimated useful lives are as follows:

Computer Programs/Website Design	3 – 5 years
Furniture & Fixtures	5 – 7 years
Office Equipment	5 – 7 years

G. Contributed Services

The directors of the Board have made significant contributions of their time to run the operations of the organization. The value of the contributed time is not reflected in the financial statements because these services did not create or enhance a nonfinancial asset, nor did they require specialized skills that would need to be purchased if not donated.

H. Advertising and Marketing Costs

Advertising and marketing costs are expensed as incurred. Advertising and marketing expenses amounted to $755,200 and $370,000 for the years ended September 30, 2023 and 2022, respectively.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

I. Income Taxes

The Organization is exempt from payment of income taxes under Section 50l(c)(3) of the Internal Revenue Code as a nonprofit organization. Therefore, no provision for income taxes has been made in the accompanying financial statements. The Organization is required to file a Form 990 to the Internal Revenue Service.

J. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

K. Subsequent Events

ACE has evaluated events and transactions that occurred between September 30, 2023 and August 12, 2024, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

L. Functional Expense Allocation

The costs of providing the various programs and other activities have been detailed in the Statement of Functional Expenses and summarized on a functional basis in the Statement of Changes in Net Assets. Expenses directly related to a program or supporting services are charged to that program or supporting service.

NOTE 2 – DONOR RESTRICTED NET ASSETS

Net assets with donor restrictions as of September 30, 2023 and 2022 are as follows:

	2023	2022
Cultural tourism & marketing	$ 18,777	$ 9,864
State license plate fund	7,172	13,800
Net assets with donor restrictions	$ 25,949	$ 23,664

ACE received $8,372 for the year ended September 30, 2023 from the State of Florida as the local arts agency recognized by Escambia County, FL to receive the county's share of the Florida Arts Specialty License Plate Fund. These funds are required to be distributed to qualifying organizations who meet the criteria described in Note 1 (A) above. ACE distributed $15,000 in state funds for the fiscal year. The amount that remains restricted under this program totaled $7,172 and $13,800 at September 30, 2023 and 2022, respectively.

NOTE 3 – CONCENTRATIONS

ACE received approximately 99% of its funding from public funds for the years ended September 30, 2023 and 2022, respectively. This public funding represents a significant portion of ACE's annual operating revenue. ACE has been approved to receive funding from all agencies for the year ended September 30, 2024. There is no significant doubt about the entity's ability to continue as a going concern for the immediate fiscal year.

NOTE 4 – AVAILABILITY OF FINANCIAL ASSETS

ACE's primary source of support is income from local grants. ACE has a policy to manage its liquidity following three guiding principles: operating within a prudent range of financial stability; maintaining adequate liquidity to fund near-term operations; and maintaining sufficient resources to provide reasonable assurance that long-term operations will be maintained. The following table reflects ACE's financial assets reduced by amounts not available for general expenditures within one year:

Financial assets:	
Cash	$ 46,176
Less those unavailable for general expenditure within one year, due to:	
Donor restrictions	(25,949)
Financial assets available to meet cash needs	$ 20,227

SUPPLEMENTARY INFORMATION

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2023 and 2022

	2023	2022
Cash Receipts (Contributions)		
Public Funding		
Visit Pensacola	$ 1,805,358	$ 1,250,000
City of Pensacola	125,000	125,000
State of Florida	8,372	7,129
Total public funding	1,938,730	1,382,129
Private Funding		
Private contributions	8,000	8,500
Total private funding	8,000	8,500
Other Cash Receipts		
Return of unused grant funds	650	-
Interest from banks	-	2
Total other cash receipts	650	2
Total Cash Receipts	1,947,380	1,390,631
Cash Disbursements (Awards and Grants)		
Ballet Pensacola, Inc.	61,278	53,713
Fiesta of the Five Flags Association, Inc.	61,278	57,602
First City Arts Alliance, Inc.	-	53,591
Jazz Society of Pensacola, Inc.	23,190	12,438
Pensacola Bay Concert Band	5,000	-
Pensacola Children's Chorus	61,278	59,668
Pensacola Elite Dance, Inc.	5,000	-
Pensacola Lighthouse Association, Inc.	61,278	52,984
Pensacola Little Theatre, Inc.	61,278	58,088
Pensacola Opera, Inc.	61,278	58,452
The Choral Society of Pensacola Inc.	13,214	8,462
The Greater Pensacola Symphony Orchestra, Inc.	61,278	57,845
The Pensacola Civic Band, Inc.	5,000	-
The Pensacola Mess Hall, Inc.	34,650	27,157
Total Awards and Grants	515,000	500,000
Cash Disbursements (FooFoo Festival)		
Festival grant program:		
309 Punk Project, Inc.	16,500	-
Dixon School of Arts and Sciences, Inc.	39,400	-
Fiesta of the Five Flags Association, Inc.	2,325	-
First City Arts Alliance, Inc.	42,882	-

(Continued on next page)

Art, Culture and Entertainment, Inc.
Summary of Cash Receipts and Disbursements
For the years ended September 30, 2023 and 2022

	2023	2022
Festival grant program (continued):		
Friends of Downtown Pensacola, Inc.	$ 62,751	$ 37,865
Great Gulfcoast Arts Festival	-	47,728
Jazz Society of Pensacola, Inc.	-	33,150
Legal Services of North Florida, Inc.	20,000	20,000
Night Moves, Inc.	43,500	-
PenArts, Inc.	17,935	-
Pensacola Children's Chorus Inc.	12,249	-
Pensacola LGBT Film Festival	-	45,000
Pensacola Little Theatre, Inc.	28,000	48,000
Pensacola Museum of Art	-	16,080
Pensacola Opera, Inc.	38,500	57,375
Pensacola State College	28,900	16,918
The Choral Society of Pensacola, Inc.	-	8,925
The Greater Pensacola Symphony Orchestra, Inc.	7,225	15,000
The Pensacola Civic Band, Inc.	65,000	-
Veterans Memorial Park Foundation of Pensacola, Inc.	57,000	-
West Florida Historic Preservation, Inc.	8,450	55,500
Total Foo Foo grant program	490,617	401,541
Advertising and marketing	385,450	290,750
Economic impact study	15,850	15,000
Insurance	429	-
Public relations	50,000	50,000
Total Foo Foo Festival	942,346	757,291
Cash Disbursements (Vacation Artfully)		
Advertising and marketing	369,750	79,250
Public relations	110,000	80,000
Total Vacation Artfully	479,750	159,250
Cash Disbursements (General and Admin.)		
Bank service charges	437	159
Insurance	1,563	1,379
Licenses	61	70
Professional fees	5,500	5,125
Total General and Administrative	7,561	6,733
Total Cash Disbursements	1,944,657	1,423,274
Net Cash Receipts Over Disbursements	2,723	(32,643)
Change in accounts payable	1,685	-
Change in Net Assets	$ 4,408	$ (32,643)

See Independent Auditor's Report on Supplementary Information.

Tourist Promotion Fund

108

SRIA – Beach Renourishment

25

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. _____

_____

_____

_____

_____

_____

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only)

Item No. & Description	Number of Units	Units	Unit Price	Subtotal
1. Mobilization / Demobilization	1	job	$4,350,000.00	$4,350,000.00
2. Beach Fill	1,500,000	cubic yards	$14.20	$21,300,000.00
3. Turbidity Monitoring	1	job	$70,000.00	$70,000.00
4. Beach Tilling / Decompaction	1	job	$80,000.00	$80,000.00
5. Sea Turtle Trawling – Mobilization	1*	job	$20,000.00	$ 20,000.00
6. Sea Turtle Trawling – Days	3*	days	$5,000.00	$ 15,000.00
7. Shorebird Monitoring	90*	days	$500.00	$ 45,000.00
			Total Contract Amount	$25,880,000.00

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only)

_____

_____

_____

_____

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$	$	$
County Funding/Direct Contribution	$	$	$9,200,000
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$15,195,000
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b) **(SRIA lease fees allocated to beach nourishment**)	**$1,600,000**	**$2,000,000**	**$10,100,000**
Total Income	**$1,600,000**	**$2,000,000**	**$34,495,000**

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____

_____

_____

_____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	13	13	13
Salaries and Wages	$1,004,337	$1,046,791	$1,057,259
Employee Benefits	$587,198	$401,477	$409,507
Professional Services	$164103	$412,600	$412,600
Contractual Services	$654,242	$1,481,546	$1,485,000
Travel Expenses	$30,750	$31,750	$32,703
Rentals and Leases	$	$	$
Communication	$19,900	$20,400	$21,012
Postage and Freight	$12,000	$13,000	$13,390
Repair and Maintenance	$22,500	$22,500	$22,500
Printing and Binding	$15,000	$15,000	$14,420
Marketing and Promotion	$251,050	$250,500	$250,500
Fuel	$600	$650	$670
Supplies	$2,2557	$22,750	$23,433
Event Expenses	$430,500	$446,500	$450,500
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$1,326,895	$433,785	$34,992,740
Total Expenses	$4,541,632	$4,599,249	$4,691,234
Net Income - (Revenue minus Expense)	$1,979,339	$1,427,833	$1,426,268

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. _____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item. The requested amount of $9.2M for Beach Renourishment is included in the “Other Expenses” line of the Expense Table Proposed Budget FY2026. The portion of this amount, which the TDC will pay back interest free to Escambia County is $5.2M. The State of Florida will match $15.195M and the Santa Rosa Island Authority will contribute $10.1M to cover the project.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? **Fiscal Year.**

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. The Expense Table does not include non-operating revenues (expense).

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? _____

THE ECONOMIC VALUE OF PENSACOLA BEACH



SANTA ROSA ISLAND AUTHORITY

Based on a research paper by James R. Houston, U.S. Army Engineer Research & Development Center

TWO ECONOMIC VALUES OF PENSACOLA BEACH

1. Attract tourists, residents, and prosperity

2. Protect infrastructure from storms



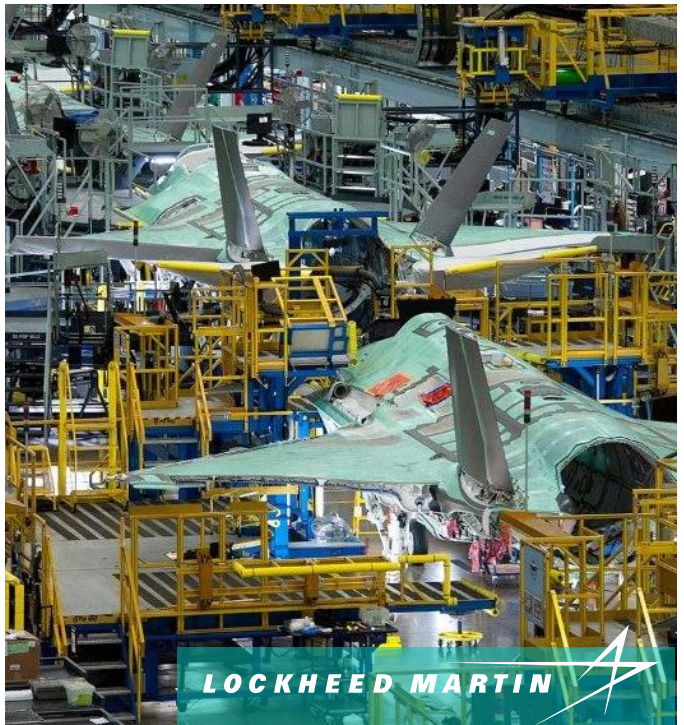
PUT TOURISM IN CONTEXT

IT'S HUGE!

U.S. tourism generates greater economic output ($2.6 trillion) than all U.S. manufacturing combined.









MacroTrends 2023; U.S. Travel Organization 2023

JOBS

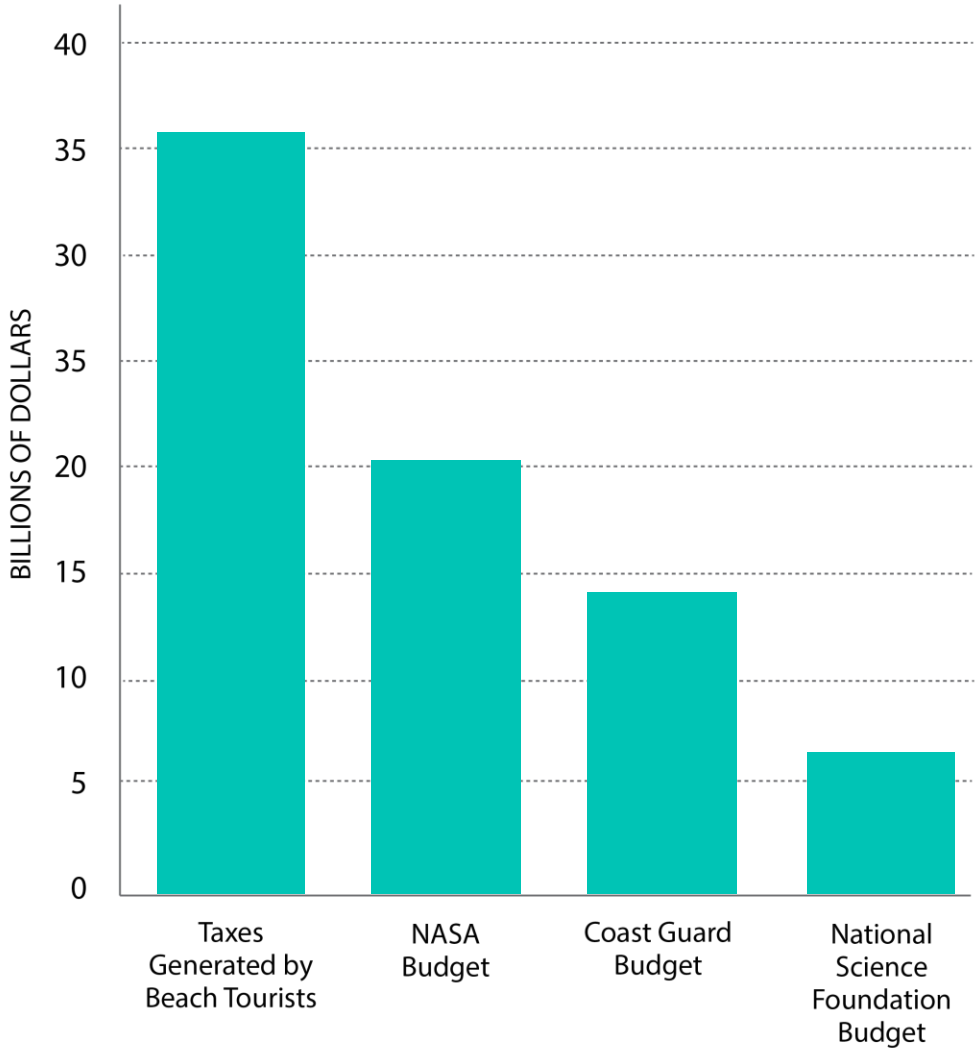
- Tourism is the largest U.S. employer with 15.8 million jobs compared to 12.8 million in manufacturing*.
- Unlike manufacturing, tourism cannot be outsourced.
- If a tourist wants to experience Pensacola Beach; that tourist must travel there, stay in a hotel, eat at restaurants, and pay for entertainment.

*U.S. Bureau of Labor Statistics 2019; Statista 2023



TAX REVENUES GENERATED BY BEACH TOURISTS

In 2023, over $35 billion in taxes were generated by beach tourists. This is your Tourist Development Tax (TDT) money at work.



U.S. Travel Organization 2023; National Defense Magazine 2024; USASpending.com 2024

WHAT HAPPENS WHEN BEACHES BECOME TOO NARROW?

By 1977, Miami Beach essentially had no beach, and as a result –

> "So rapidly has the seven-mile-long island degenerated that it can be fairly described as a seedy backwater of debt-ridden hotels." (Time Magazine 1977)



Miami Beach, 1977

WHEN BEACHES ARE RESTORED

First year increase in tourist spending at Miami Beach was FIVE times the nourishment cost.

Today tourists generate **$2.6 billion in taxes**, or $500 in annual taxes for every $1 spent on nourishment.

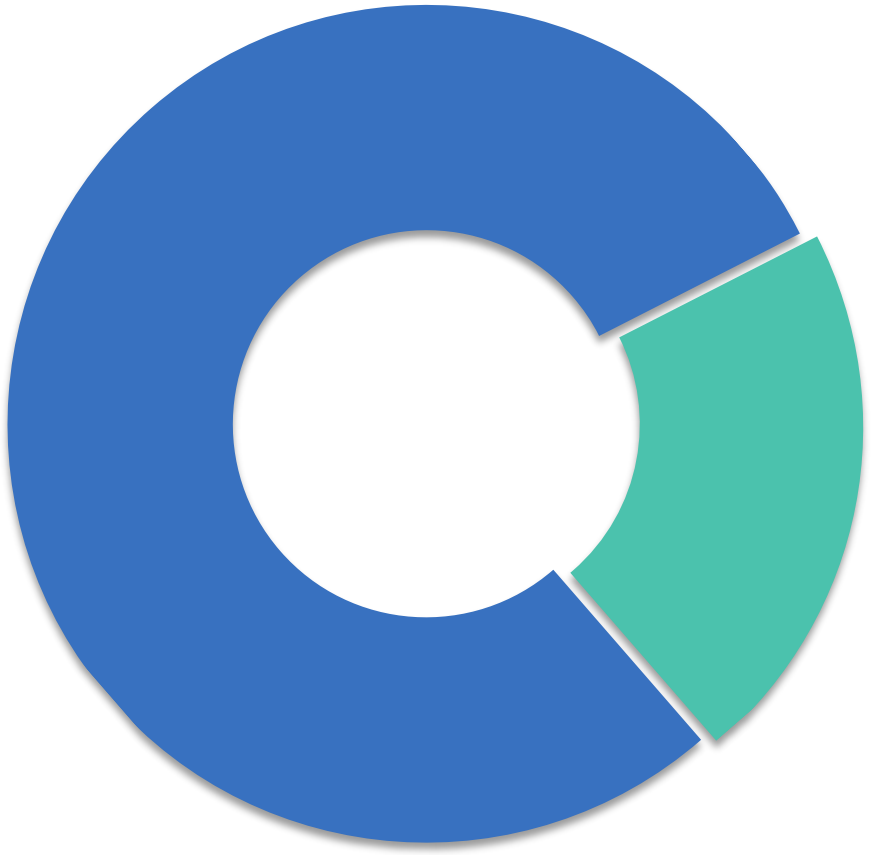
(DeLisa, 2023; Greater Miami the Beaches, 2022; Rockport Analytics, 2023)



BEACH TOURIST TAX VS NOURISHMENT

American beach tourists annually generate taxes over FOUR times the funding ever spent on beach nourishment during 100 years from 1923-2022.

(U.S. Travel Organization 2023; American Shore and Beach Preservation Association 2024)



Annual taxes generated by beach tourists

Spending on beach nourishment 1923-2022

HUGE RETURN ON INVESTMENT

For every one dollar spent on Beach Nourishment

- Beach tourists spend $3,300
- $1,520 is added to the U.S. GDP
- $228 is generated in taxes



ECONOMIC VALUE #2

BEACHES PROTECT INFRASTRUCTURE FROM STORMS

- Wider beaches act as natural buffers during storms by absorbing and dissipating wave energy.
- Wider beaches reduce the force of storms before they reach inland areas.
- Wider beaches help minimize erosion and protect infrastructure such as building, roads, and seawalls from direct impact and damage.



HURRICANE OPAL STRUCK NARROW BEACHES ON PANAMA CITY BEACH

Opal caused “massage surge and wave damage” to 471 coastal structures on Panama City Beach along its narrow beaches. (FDEP, 2019)

In 1998 Panama City started a large beach nourishment project.



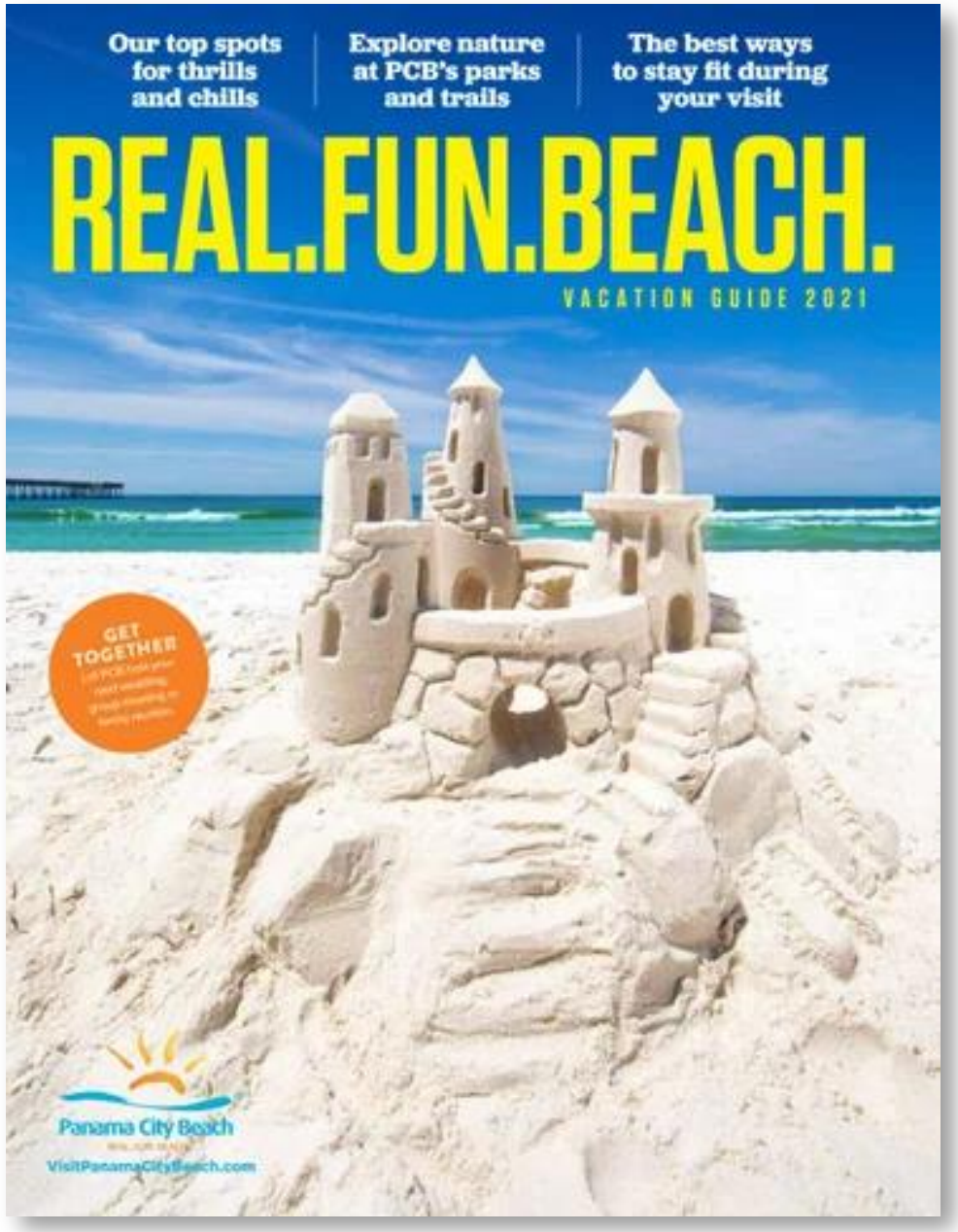
HURRICANE MICHAEL STRUCK WIDE BEACHES ON PANAMA CITY BEACH

During Michael, beach nourishment sand **protected all beach-front development and infrastructure along Panama City Beach,** with no surge or wave damage. (FDEP, 2019)

Opal caused **“massive surge and wave damage”** and Michael caused none.

Four months after Michael, Panama City was named the 3rd best of 352 beaches in America. (MyPanhandle.com, 2019)

In 2021, Panama City Beach tied with Huntington Beach, CA as the most visited beach in America. (Newsweek 2021)



SANTA ROSA ISLAND AUTHORITY (SRIA)

Beach Nourishment Fund

Santa Rosa Island Authority's beach renourishment project aims to restore and maintain Pensacola Beach's shoreline by adding approximately **1.8 million cubic yards of sand** at a cost of **$20 per cubic yard**, bringing the total project cost to **$36 million,** in 2026.

To pay for the renourishment, **SRIA has been setting aside funds since 2017 and will have saved $10.1 million by 2026** ($8.1 million already in reserves, plus $2 million more by the time the project begins).

Additionally, **Escambia County has committed $3.3 million** toward the project, bringing the total local funding to **$13.4 million**.

Calculations

SRIA's available estimate as of Oct. 1, 2025
(Includes Escambia County's $3.3 million) .....$13.4 million

State Match (50%) ..... +$13.4 million

Total Available .....$26.8 million

Amount for Estimated Re nourishment ..... $36 million

Target Difference ..... $9.2 million

The **State of Florida will match this local contribution with another $13.4 million**, bringing secured funding to **$26.8 million**.

That leaves a **remaining $9.2 million** in funding still needed to fully finance the project. The SRIA continues to explore potential funding sources to bridge this gap and ensure the project stays on track for 2026.



ALTERNATIVES

Narrow Beaches

- Limited space for visitors
- Increased vulnerability to erosion
- Loss of coastal habitats
- Higher risk of flooding and storm damage
- Restricted recreational activities

Wide Beaches

- Property values increase which boosts local economy
- Decrease in wave/surge damage from area storms
- Increase in tourism and spending

"PENSACOLA BEACH is more than just a premier destination — it's an **economic powerhouse for Escambia County.**

This research survey reaffirms the tremendous value that visitors bring to our local economy, supporting thousands of jobs and driving revenue that benefits everyone in our community."

- Mike Burns, Executive Director
of the Santa Rosa Island Authority



0000160 06/16/22

FLORIDA

Consumer's Certificate of Exemption

Issued Pursuant to Chapter 212, Florida Statutes

DR-14
R. 01/18

85-8012646145C-8	08/31/2022	08/31/2027	COUNTY GOVERNMENT
Certificate Number	Effective Date	Expiration Date	Exemption Category

This certifies that

SANTA ROSA ISLAND AUTHORITY
1 VIA DE LUNA DR
PENSACOLA BEACH FL 32561-2088

RECEIVED
JUN 21 2022
SANTA ROSA ISLAND
AUTHORITY

is exempt from the payment of Florida sales and use tax on real property rented, transient rental property rented, tangible personal property purchased or rented, or services purchased.

FLORIDA

Important Information for Exempt Organizations

DR-14
R. 01/18

1. You must provide all vendors and suppliers with an exemption certificate before making tax-exempt purchases. See Rule 12A-1.038, Florida Administrative Code (F.A.C.).

2. Your *Consumer's Certificate of Exemption* is to be used solely by your organization for your organization's customary nonprofit activities.

3. Purchases made by an individual on behalf of the organization are taxable, even if the individual will be reimbursed by the organization.

4. This exemption applies only to purchases your organization makes. The sale or lease to others of tangible personal property, sleeping accommodations, or other real property is taxable. Your organization must register, and collect and remit sales and use tax on such taxable transactions. Note: Churches are exempt from this requirement except when they are the lessor of real property (Rule 12A-1.070, F.A.C.).

5. It is a criminal offense to fraudulently present this certificate to evade the payment of sales tax. Under no circumstances should this certificate be used for the personal benefit of any individual. Violators will be liable for payment of the sales tax plus a penalty of 200% of the tax, and may be subject to conviction of a third-degree felony. Any violation will require the revocation of this certificate.

6. If you have questions about your exemption certificate, please call Taxpayer Services at 850-488-6800. The mailing address is PO Box 6480, Tallahassee, FL 32314-6480.

Santa Rosa Island Authority

A Component Unit of Escambia County, Florida

FINANCIAL STATEMENTS

September 30, 2024



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CARR, RIGGS & INGRAM, L.L.C.

Carr, Riggs & Ingram
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INDEPENDENT AUDITOR'S REPORT

To the Board Members and Chief Executive Officer
Santa Rosa Island Authority
Pensacola Beach, Florida

Opinion

We have audited the accompanying financial statements of the business-type activities of Santa Rosa Island Authority, a component unit of Escambia County, Florida, (hereinafter referred to as "Authority"), as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the business-type activities of the Authority as of September 30, 2024, and the changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of Financial Statements section of our report. We are required to be independence of the Authority and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Schedule of Changes in Net OPEB Liability and Related Ratios, Schedules of Proportionate Share of Net Pension Liability, and Schedules of Contributions, as listed in the table of contents, be presented to supplement the financial statements. Such information, although not a part of the financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in

accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the financial statements, and other knowledge we obtained during our audit of the financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Management has omitted the Management Discussion and Analysis that accounting principles generally accepted in the United States of America requires to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. Our opinion on the basic financial statements is not affected by this missing information.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Authority's basic financial statements. The Schedule of Revenue and Expenses – Budget and Actual is presented for purposes of additional analysis and is not a required part of the basic financial statements.

The Schedule of Operating Revenue and Expenses – Budget and Actual is the responsibility of management and was derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Operating Revenues and Expenses – Budget and Actual is fairly stated in all material respects in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated January 30, 2025, on our consideration of the Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Fort Walton Beach, Florida
January 30, 2025

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Net Position

September 30,		**2024**
Assets		
Current assets		
Cash and cash equivalents	$	5,755,589
Accounts receivable, net of allowances for credit losses of $0		428,633
Unbilled receivables		62,846
Due from Escambia County		250,000
Due from other governments		215,398
Prepaid expenses		39,665
Total current assets		6,752,131
Noncurrent assets		
Capital funds contingency - cash		7,221,089
Cash and cash equivalents - restricted		2,078,640
Investments - unrestricted		587,629
Capital assets, net		730,774
Total noncurrent assets		10,618,132
Deferred outflows of resources		
Other post-employment benefits		12,201
Pension		230,577
Total deferred outflows of resources		242,778
Total assets and deferred outflows of resources	$	17,613,041

The accompanying notes are an integral part of these financial statements.

September 30,		**2024**
Liabilities		
Current liabilities		
Accounts payable	$	487,667
Accrued payroll		23,121
Other accrued liabilities		43,429
Total current liabilities		554,217
Noncurrent liabilities		
Compensated absences		138,248
Net pension liability		900,772
Obligation for other postemployment benefits		85,045
Total noncurrent liabilities		1,124,065
Total liabilities		1,678,282
Deferred inflows of resources		
Deferred revenue		258,190
Other post-employment benefits		42,501
Pension		181,789
Deferred consideration fees		484,093
Total deferred inflows of resources		966,573
Net position		
Net investment in capital assets		730,774
Restricted for island improvements - Portofino		1,836,142
Restricted for Quietwater restoration - BP		175,379
Restricted for other		85,033
Unrestricted		12,140,858
Total net position		14,968,186
Total liabilities, deferred inflows of resources, and net position	$	17,613,041

The accompanying notes are an integral part of these financial statements.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Activities

For the year ended September 30,		**2024**
Operating revenue		
Lease fees		
Commercial	$	4,937,898
Residential		1,323,331
Other operating revenue		259,742
Total operating revenue		6,520,971
Operating expenses		
Personal services		1,591,535
Contractual and professional services		818,345
Supplies		22,557
Utilities		41,942
Advertising and promotion		681,550
Capital outlay		995,170
Other operating expense		324,781
Total operating expenses before depreciation		4,475,880
Depreciation		65,752
Total operating expenses		4,541,632
Operating income		1,979,339
Non-operating revenue (expenses)		
Funding from Escambia County - complimentary public transportation		250,000
Grant revenues		158,748
Grant project expenses		(317,496)
Payments to Escambia County - fire and rescue		(206,000)
Interest income		585,478
Other income		33,312
Non-operating revenue (expenses), net		504,042
Change in net position		2,483,381
Net position, beginning of year		12,484,805
Net position, end of year	$	14,968,186

The accompanying notes are an integral part of these financial statements.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Cash Flows

For the year ended September 30,		**2024**
Operating activities		
Cash received from lessees	$	6,297,448
Other operating receipts		259,742
Payments to vendors		(2,651,219)
Payments to employees		(1,583,925)
Net cash provided by (used in) operating activities		2,322,046
Noncapital financing activities		
Payments to Escambia County		(206,000)
Receipts for other non-operating revenues		34,126
Net cash provided by (used in) noncapital financing activities		(171,874)
Capital and related financing activities		
Acquisition and construction of capital assets		(198,702)
Cash received from other governments		50,550
Payments for other non-operating expenses		(317,496)
Net cash provided by (used in) capital and related financing activities		(465,648)
Investing activities		
Sale of investments		560,564
Net cash provided by (used in) investing activities		560,564
Net change in cash and cash equivalents		2,245,088
Cash and cash equivalents, beginning of year		12,810,230
Cash and cash equivalents, end of year	$	15,055,318

(continued)

For the year ended September 30,		**2024**
Reconciliation of operating income to net cash provided by operating activities		
Operating income	$	1,979,339
Adjustments to reconcile operating income to net cash provided by operating activities:		
Depreciation		65,752
Other postemployment benefit obligation		(1,516)
Pension		(33,925)
Changes in operating assets and liabilities:		
Accounts and unbilled receivables		36,219
Prepaid expenses		6,061
Accounts payable		250,017
Accrued payroll		4,582
Other accrued liabilities		(8,689)
Compensated absences		(11,906)
Deferred revenue		49,800
Deferred consideration fees		(13,688)
Net cash provided by operating activities	$	2,322,046
Cash reconciliation		
Cash and cash equivalents	$	5,755,589
Capital funds contingency - cash		7,221,089
Cash and cash equivalents - restricted		2,078,640
Cash and cash equivalents, end of year	$	15,055,318

The accompanying notes are an integral part of these financial statements.

NOTE 1: ORGANIZATION

The Santa Rosa Island Authority ("Authority"), exists pursuant to the provisions of Chapter 24500, Laws of Florida, Special Acts of 1947, as amended. The Authority is the governing body of a portion of Santa Rosa Island and consists of five members appointed by the Board of County Commissioners of Escambia County, and one member elected by the leaseholders of Santa Rosa Island. The Authority has been constituted a body corporate and an agency of Escambia County and, accordingly, meets the criteria of a component unit and will be included in the Basic Financial Statements of Escambia County, Florida.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Authority maintains its books and records under the accrual method of accounting. Under this method, revenue is recognized when earned rather than when received, and related expenses are recognized when they are incurred rather than when paid. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

The Authority classifies fund equity into three components – net investment in capital assets; restricted; and unrestricted. These classifications are defined as follows:

Net investment in capital assets – This component of fund equity consists of capital assets, including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets. If there are significant unspent related debt proceeds at year-end, the portion of the debt attributable to the unspent proceeds is not included in the calculation of invested in capital assets, net of related debt. Rather, that portion of the debt is included in the same fund equity component as the unspent proceeds.

Restricted – This component of fund equity consists of constraints placed on fund equity imposed by creditors (such as through debt covenants), contributors, or laws or regulations of other governments, or constraints imposed by law through constitutional provisions or enabling legislation.

Unrestricted – This component of fund equity consists of fund equity that does not meet the definition of "restricted" or "net investment in capital assets".

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Authority is accounted for as an enterprise fund. Enterprise funds are used to account for operations (a) that are financed and operated in a manner similar to private business enterprises, where the intent of the governing body is that costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges; or (b) where the governing body has decided that periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance, public policy, management control, accountability, or other purposes. The Authority complies with generally accepted accounting principles (GAAP) and applies all relevant Governmental Accounting Standards Board (GASB) pronouncements.

Enterprise funds distinguish operating revenue and expenses from nonoperating items. Operating revenue and expenses generally result from providing services and producing and delivering goods in connection with an enterprise fund's principal ongoing operations. The principal operating revenue of the Authority are lease fees and related charges. Operating expenses of the Authority include personal services, contractual and professional services, supplies, utilities, advertising and promotion, capital outlay, other expenses and depreciation on capital assets. All revenue and expenses not meeting this definition are reported as nonoperating revenue and expenses.

Restricted Assets

Certain assets of the Authority are restricted for use by agreements with third parties; therefore, they are not available to be used at management's discretion. These restrictions include assets restricted by outside parties for beach renourishment and certain capital improvements as further discussed in Note 7.

When both restricted and unrestricted resources are available for use, it is the Authority's policy to use restricted resources first, then unrestricted resources as they are needed.

General Budget Policies

Prior to the beginning of each fiscal year, the Executive Director submits an operating budget to the Authority Board. The budget includes proposed expenses necessary for operation of the Authority and estimated revenue available to finance those expenses. Once approved by the Authority Board, the budget is submitted for approval by the Board of County Commissioners of Escambia County. The legal level of budgetary control is by total expenditures. Any amendments that alter total expenditures must be approved by the Authority Board and the Board of County Commissioners of Escambia County. All appropriations lapse at year end.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The budget is prepared on a basis that differs from generally accepted accounting principles as follows:

A. The budget does not include a provision for depreciation expense or for gain or loss from disposal of capital assets.

B. The budget includes a provision for capital outlay, which is not included in the results of operations under generally accepted accounting principles, except for certain non-capital items expensed by the Authority. These non-capital items include dredging, renourishment and improvements to property not owned by the Authority.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Authority considers all highly liquid debt instruments with a maturity of three months or less when purchased to be cash equivalents, excluding investments in the Local Government Surplus Funds Trust Fund Investment Pool.

Capital Assets

Capital assets are defined by the Authority as assets with an initial/individual cost of more than $1,000 and an estimated useful life in excess of two years. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized. Major outlays for capital assets and improvements are capitalized as projects are constructed.

Upon being placed into service, property, plant and equipment of the Authority are depreciated using the straight-line method over the estimated useful lives. Estimated useful lives for financial reporting purposes are as follows: transportation equipment, maintenance equipment, office equipment and miscellaneous: 3 – 10 years; and buildings and shelters: 10 – 40 years.

Compensated Absences

It is the Authority's policy to permit employees to accumulate a limited amount of earned but unused annual leave and, for those employees who have achieved retirement age or are entitled under a negotiated contract, a limited amount of earned but unused sick leave. Accordingly, the Authority records an accrual for earned but unused annual leave and sick leave.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Lease Fees

Lease fees, including consideration fees, are generally recognized as income over the lease term as it becomes due according to the provisions of the lease. Lease fees received but not yet earned according to the provisions of the lease are recorded as deferred revenue. The Authority has agreed to bill certain lease fees quarterly or monthly even though the full amount is due at the beginning of the renewal year. Amounts due from year-end through the lease renewal date are reflected as unbilled receivables on the accompanying Statement of Net Position.

Deferred Outflows/Inflows of Resources

In addition to assets, the statement of net position will sometimes include a separate section for deferred outflows of resources. This separate financial statement element, *deferred outflows of resources,* represents a consumption of net position that applies to a future period(s) and so will not be recognized as an outflow of resources (expense/expenditure) until then. The items that qualify for reporting in this category are the items related to the pension and OPEB amounts reported in the Statement of Net Position. The deferred outflows of resources related to pension and OPEB amounts result generally from changes between the expected and actual experience of the pension and OPEB plans.

In addition to liabilities, the statement of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, *deferred inflows of resources,* represents an acquisition of net position that applies to a future period(s) and so will not be recognized as an inflow of resources (revenue) until that time. The Authority has four items, deferred revenue, deferred consideration fees, and pension and OPEB amounts, which qualify for reporting in this category. Deferred revenue and deferred consideration fees result from the collection of revenues in advance of the year for which they are due. The deferred inflows of resources related to pension and OPEB amounts result generally from changes between the expected and actual experience of the pension and OPEB plans.

Other Post-Employment Benefits

The Authority utilizes uniform reporting standards for other postemployment benefit (OPEB) expense and related liabilities, note disclosures, and required supplementary information (RSI) in annual financial reports of governmental entities. See Note 11 for a description of the OPEB expenses and liabilities.

Subsequent Events

Management has evaluated subsequent events through the date that the financial statements were available to be issued, January 30, 2025. See Note 14 for relevant disclosure. No subsequent events occurring after this date have been evaluated for inclusion in these consolidated financial statements.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recently Issued and Implemented Accounting Pronouncements

The GASB has recently issued several accounting pronouncements, including Statement No. 91, *Conduit Debt Obligations*; Statement No. 93, *Replacement of Interbank Offered Rates*; Statement No. 96, *Subscription-Based Information Technology Arrangements*; and Statement No. 100, *Accounting Changes and Error Corrections*. The Authority did not experience any significant impacts to its financial reporting as a result of implementing these Statements.

The GASB has issued statements that will become effective in future years, including Statement No. 101, *Compensated Absences*. The Authority is evaluating the requirements of the above statements and the impact, if any, on its financial reporting.

NOTE 3: CASH AND INVESTMENTS

The Authority maintains deposits with "Qualified Public Depositories" as defined in Chapter 280, Florida Statutes. All Qualified Public Depositories must place with the Treasurer of the State of Florida securities in accordance with collateral requirements determined by the State's Chief Financial Officer. In the event of default by a Qualified Public Depository, the State Treasurer will pay public depositors all losses. Losses in excess of insurance and collateral will be paid through assessments between all Qualified Public Depositories.

Under this method, all of the Authority's deposits are fully insured or collateralized at the highest level of security as defined by GASB, Statement Number 40*, Deposits and Investment Disclosures (An Amendment of GASB, Statement Number 3).*

The Authority is authorized to invest in financial instruments as established by Section 218.415, Florida Statutes. The authorized investments include among others direct obligations of the U.S. Treasury; the Local Government Surplus Funds Trust Fund as created by Section 218.405, Florida Statutes; SEC registered money market funds with the highest credit quality rating from a nationally recognized rating agency; and interest-bearing time deposits or savings accounts in authorized financial institutions.

In accordance with GAAP*,* certificate of deposits are considered a nonparticipating interest-earning investment contract and is appropriately reported in the financial statements at cost. The following is a summary of the Authority's investments:

September 30,		**2024**	**Credit Risk**	**Maturities**
Certificate of deposit	$	587,629	not rated	03/20/25

NOTE 3: CASH AND INVESTMENTS (Continued)

Concentration risk – The Authority places no limit on the amount the Authority may invest in any one issuer.

Interest rate risk –The Authority does not have a formal policy for addressing interest rate risk; however, investments are made with discretion to seek reasonable returns, preserve capital, and in general, avoid speculative investments. The Authority manages its exposure to declines in fair values from interest rate changes by reviewing the portfolio on an ongoing basis for changes in effective yield rates.

Custodial credit risk – For an investment, custodial credit risk is the risk that the Authority will not be able to recover the value of the investments or collateral securities that are in the possession of an outside party. The Authority has no formal policy for custodial risk. None of the investments listed above are exposed to custodial credit risk because their existence is not evidenced by securities that exist in physical or book entry form.

NOTE 4: CAPITAL ASSETS

The following is a summary of changes in the capital assets for the year ended September 30, 2024:

September 30,	**2023**	**Additions**	**Transfers and Retirements**	**2024**
Other capital assets:				
Buildings	$ 1,064,609	$ 12,782	$ -	$ 1,077,391
Other improvements	134,884	93,542	-	228,426
Equipment	284,116	92,378	(94,921)	281,573
Total other capital assets	1,483,609	198,702	(94,921)	1,587,390
Less accumulated depreciation for:				
Buildings	(662,061)	(22,766)	-	(684,827)
Other improvements	(32,409)	(8,075)	-	(40,484)
Equipment	(190,501)	(34,911)	94,107	(131,305)
Total other capital assets	(884,971)	(65,752)	94,107	(856,616)
Other capital assets, net	598,638			730,774
Total capital assets, net	$ 598,638	$ 132,950	$ (814)	$ 730,774

NOTE 5: LONG-TERM LIABILITIES

The Authority has a compensated absence liability for unpaid leave.

Changes in long-term liabilities were as follows:

September 30,	2023	Additions	Reductions	2024	Amount Due Within One Year
Compensated absences	$ 150,154	$ -	$ (11,906)	$ 138,248	$ -
	$ 150,154	$ -	$ (11,906)	$ 138,248	$ -

NOTE 6: LEASING ACTIVITIES

Substantially all of the Authority's revenue is derived from leasing activities. The Authority leases the land of Santa Rosa Island to residents and businesses on the Island but does not convey ownership. The Authority's policy is to report all leases as operating leases since the land of the island is not recorded as an asset on the financial statements and the leases do not meet the criteria of a capital lease.

Most residential and many commercial leases are for a period of 99 years. Many of these 99-year leases have options to renew for another 99-year term. Some leases, particularly those for restaurants and concessions, are generally for a shorter period. Each lease provides that any construction on the premises must be performed within an established length of time, and detailed plans and specifications must be approved by the Authority before a building permit is issued. Failure to pay any rentals due or failure to comply with any other covenants of the lease constitutes a violation under the terms of the lease and the Authority may repossess the land and the improvements after required notice if the lessee fails to correct the default.

Certain leases have a provision that allows for an increase in minimum lease fees every five years in proportion to the consumer price index (CPI). In 2021, the Authority's Board approved a total increase of 7.7% for the lease years from 2021 – 2025. The Authority implemented increases of 1.7% in 2022 and 2% in 2023, and anticipated increases are as follows: 2024-2025: 2% each year.

NOTE 6: LEASING ACTIVITIES (Continued)

The following is a schedule of estimated future minimum rentals to be received under these leases for the periods ending September 30.

2025	$ 2,252,328
2026	2,252,328
2027	2,252,328
2028	2,252,328
2029	2,252,328

The following is a schedule of the number of residential and commercial leaseholders as of:

September 30,	2024
Residential	3,889
Commerical	174

NOTE 7: RESTRICTED NET POSITION

Restricted net position is comprised of two primary components: Portofino island improvement funds and certain claim proceeds related to the BP oil spill. The Portofino restricted funds are derived from a portion of the Portofino lease and must be used for future Island improvements. As of September 30, 2024, the restricted Portofino funds equal $1,836,142.

In addition, the Authority also considers certain funds received from BP in prior years relating to the Deepwater Horizon Oil Spill as restricted for the restoration of the Quietwater Beach area. These amounts total $175,379 at September 30, 2024.

The Authority also has certain funds set aside for maintaining Sabine Park and Morgan Park, including paying mitigation expenses. The other restricted balances totaled $49,160 and $35,873 at September 30, 2024 for Sabine Park and Morgan Park, respectively.

In addition to restricted net position, the Authority has also designated certain unrestricted net asset amounts for future contingencies and beach renourishment. These amounts total $7,221,089 as of September 30, 2024 and are included in unrestricted net position on the accompanying Statement of Net Position. At September 30, 2024, the Authority's unrestricted, undesignated net position totals approximately $4.9 million.

NOTE 8: RISK MANAGEMENT

The Authority is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. The Authority has established a self-insurance program to cover its risk of loss related to general liability claims and natural disasters. As of September 30, 2024, the Authority has set aside $1,121,089 in contingency funds to cover any claims that may be filed or other emergencies for which cash flow, particularly in off-seasons, might not be sufficient to cover. This amount is included in the designated net position amount identified in Note 7.

The sovereign immunity limits of the State of Florida restrict general liability claims to $100,000. General liability claims above $100,000 would have to be approved by the State Legislature. The Authority participates in the Escambia County self-insurance program to cover its risks of loss related to workers' compensation claims. The Authority pays an annual premium to the program for its coverage. Details of this self-insurance program can be found in the Escambia County, Florida Comprehensive Annual Financial Report. The Authority continues to carry commercial insurance for risks of loss, including property insurance. Settled claims resulting from these risks have not exceeded commercial insurance coverage in any of the past three fiscal years.

NOTE 9: FEDERAL AND STATE GRANT PROJECTS

The Authority has entered into various grant agreements with the Federal Emergency Management Agency to fund the elevation of certain properties on Santa Rosa Island. The total of the award agreements approximates $2.4 million. During 2024, the Authority did not incur any expenses related to this program. Progress on the project for the final impacted property related to is pending resolution of disagreements between the homeowner and contractor. No revenue or expenses was recognized in the current year related to this transaction.

The Authority has been awarded grant funds from the State of Florida for beach re-nourishment and restoration. The maximum amount to be received under the three grants is $515,000. The grants require a match of $515,000. During 2024, the Authority incurred approximately $317,500 of expenses related to this program, of which 50% was paid back to the Authority by the State.

Revenue recognized under these federal and state grants totaled $158,748 for the year ended September 30, 2024.

NOTE 10: PENSION PLAN

Essentially all regular employees of the Authority are covered by the Florida Retirement System Pension Plan and Retiree Health Insurance Subsidy Program.

NOTE 10: PENSION PLAN (Continued)

Plan Descriptions, Membership and Plan Benefits, and Contribution Requirements

Plan Descriptions

The Florida Retirement System (FRS) is a cost-sharing, multiple-employer retirement system. The FRS was created in Chapter 121, Florida Statutes, to provide a defined benefit pension plan for participating public employees. The FRS was amended in 1998 to add the Deferred Retirement Option Program (DROP) under the defined benefit plan and amended in 2000 to provide a defined contribution plan alternative to the defined benefit plan for FRS members effective July 1, 2002. This integrated defined contribution pension plan is the FRS Investment Plan (INV). Chapter 112, Florida Statutes, established the Retiree Health Insurance Subsidy (HIS) Program, a cost-sharing multiple-employer defined benefit pension plan, to assist retired members of any state-administered retirement system in paying the costs of health insurance.

The FRS, HIS, and INV are administered by the Florida Department of Management Services, Division of Retirement. Provisions relating to FRS are established by Chapters 121 and 122, Florida Statutes; Chapter 112 Part IV, Florida Statutes; Chapter 238, Florida Statutes; and FRS Rules, Chapter 60S, Florida Administrative Code. The Florida Legislature has the authority to establish and amend retirement legislation and related bills of significance to members of the FRS and HIS plans (including benefit terms and contribution rates). Passed bills are presented to the Governor of Florida and approved before they may be enacted into law.

The FRS, HIS, and INV financial information is included in the Florida Retirement System (System) Pension Plan and Other State Administered Systems Annual Comprehensive Financial Report (ACFR). The System ACFR, including audited financial information to support the Schedules of Employer Allocations and Schedules of Pension Amounts by Employer, are available online at http://www.dms.myflorida.com/workforce_operations/retirement/publications.

The System ACFR and actuarial reports may also be obtained by contacting the Division of Retirement by mail or phone at:

Division of Management Services
Division of Retirement
Bureau of Research and Member Contributions
P.O. Box 9000
Tallahassee, FL 32315-9000
850-907-6500 or toll-free 844-377-1888

NOTE 10: PENSION PLAN (Continued)

Membership and Plan Benefits - FRS

The FRS has several classes of membership applicable to the Authority, including regular class, senior management and DROP. Employees enrolled in the FRS prior to July 1, 2011, vest at six years of creditable service and are eligible for normal retirement benefits at age 62 or at any age after 30 years of service. Employees enrolled in the Plan on or after July 1, 2011, vest at eight years of creditable service and are eligible for normal retirement benefits at age 65 or any time after 33 years of creditable service. Retirees receive a lifetime pension benefit with joint and survivor payment options. The FRS also includes an early retirement provision but imposes a penalty for each year a member retires before the normal retirement date. Benefits are computed on the basis of age, average final compensation, creditable years of service, and accrual value by membership class.

As provided in Section 121.101, Florida Statutes, if the member is initially enrolled in the FRS before July 1, 2011, and all service credit was accrued before July 1, 2011, the annual cost-of-living adjustment is 3 percent per year. If the member is initially enrolled before July 1, 2011, and has service credit on or after July 1, 2011, there is an individually calculated cost-of-living adjustment. The annual cost-of-living adjustment is a proportion of 3 percent determined by dividing the sum of the pre-July 2011 service credit by the total service credit at retirement multiplied by 3 percent. Plan members initially enrolled on or after July 1, 2011, will not have a cost-of-living adjustment after retirement.

A DROP was established effective July 1, 1998, subject to provisions of Section 121.091, Florida Statutes. It permits employees eligible for normal retirement under the FRS to defer receipt of monthly benefit payments while continuing employment with an FRS participating employer. An employee may participate in DROP for a period not to exceed 60 months after electing to participate, except certain instructional personnel may participate for up to 96 months. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest. The net pension liability does not include amounts for DROP participants, as these members are considered retired and are not accruing additional pension benefits.

Membership and Plan Benefits - HIS

HIS membership is available to all members within the FRS plan. The benefit is a monthly payment to assist retirees of State-administered retirement systems in paying their health insurance costs. Eligible retirees and beneficiaries received a monthly HIS payment equal to the number of years of service credited at retirement multiplied by $7.50. The minimum payment is $45 and the maximum payment is $225 per month, pursuant to Section 112.363, Florida Statutes. To be eligible to receive a HIS benefit, a retiree under a State administered retirement system must provide proof of eligible health insurance coverage, which can include Medicare.

NOTE 10: PENSION PLAN (Continued)

Contribution Requirements

Employer contributions rates are actuarially recommended but set, and may be amended, by the Florida Legislature. These rates are a percentage of covered payroll. The FRS and HIS contribution rates were as follows:

	Employee Required Contribution	Employer Required Contribution	Total Required Contribution
Regular employees:			
October 1, 2023 through June 30, 2024	3.00%	13.57%	16.57%
July 1, 2024 through September 30, 2024	3.00%	13.63%	16.63%
Employees in the Deferred Retirement Option Program (DROP):			
October 1, 2023 through June 30, 2024	n/a	21.13%	21.13%
July 1, 2024 through September 30, 2024	n/a	21.13%	21.13%
Senior Management Service Class (SMSC):			
October 1, 2023 through June 30, 2024	3.00%	34.52%	37.52%
July 1, 2024 through September 30, 2024	3.00%	34.52%	37.52%

Employer rates include 2.00 percent for the HIS program. In addition, regular employees are required to contribute an amount equal to 3% of their salary as retirement contributions. Members participating in the DROP are not required to make 3% contributions. The Authority's contributions to the Plan totaled $160,338 for the year ended September 30, 2024.

FRS and HIS Significant Assumptions and Rate of Return

Basis of Accounting

Information about the FRS and HIS assets, deferred outflows of resources, liabilities, deferred inflows of resources, and fiduciary net position can be found in the System ACFR. The System ACFR is available online or can be obtained as mentioned previously The FRS and HIS fiduciary net position and additions to/deductions from the fiduciary net position have been determined based on the System's records, which utilize the flow of economic resources measurement focus and accrual basis of accounting. For this purpose, benefit payments (including refund of employee contributions) are recognized when due and payable. Investments are reported at fair value. Contributions are recognized as revenue when due, pursuant to statutory and contractual requirements. There have been no significant changes since the publication of the System ACFR.

NOTE 10: PENSION PLAN (Continued)

Actuarial Methods and Assumptions

The FRS Actuarial Assumption Conference is responsible for setting the assumptions used in the funding valuations of the defined benefit pension plan pursuant to section 216.136(10), Florida Statutes. The division determines the assumptions in the valuations for GASB 67 reporting purposes. The FRS Pension Plan's GASB 67 valuation is performed annually. The HIS Program has a valuation performed biennially that is updated for GASB reporting in the year a valuation is not performed. The most recent experience study for the FRS Pension Plan was completed in 2019 for the period July 1, 2013, through June 30, 2018. Because the HIS is funded on a pay-as-you-go basis, no experience study has been completed for that program. The actuarial assumptions that determined the total pension liability for the HIS program were based on certain results of the most recent experience study for the FRS Pension Plan.

The total pension liability for each cost-sharing defined benefit plan was determined using the individual entry age actuarial cost method. Inflation increases for both plans is assumed at 2.40%. Payroll growth, including inflation, for both plans is assumed at 3.25%. Both the discount rate and long-term expected rate of return used for FRS investments is 6.7%. The plan's fiduciary net position was projected to be available to make all projected future benefit payments of current active and inactive employees. Therefore, the discount rate for calculating the total pension liability is equal to the long-term expected rate of return.

Because the HIS program uses a pay-as-you-go funding structure, a municipal bond rate of 3.93% was used to determine its total pension liability for the program (Bond Buyer General Obligation 20-Bond Municipal Bond Index). Mortality assumptions for both the FRS Pension Plan and the HIS Program were based on the PUB-2010 base table (refer to the valuation reports for more information).

As of June 30, 2024, the municipal rate used by HIS increased from 3.65 percent to 3.93 percent. In addition, Chapter 2023-193, Laws of Florida (Senate Bill 7024), increased the level of monthly benefits from $5 times years of service to $7.50, with an increased minimum of $45 and maximum of $225. This change applies to all years of service for both members currently receiving benefits and members not yet receiving benefits.

Long-Term Rate of Return

To develop an analytical basis for the selection of the long-term expected rate of return assumption, in October 2024 the FRS Actuarial Assumption Conference reviewed assumptions by Milliman's Capital Markets assumption team and Aon Hewitt Investment Consulting. Each asset class assumption is based on a consistent set of underlying assumptions and includes an adjustment for the inflation assumption. These assumptions are not based on historical returns, but instead are based on a forward-looking capital market economic model.

NOTE 10: PENSION PLAN (Continued)

The target allocation and best estimates of arithmetic real rates of return for each major asset class are summarized in the following table:

Asset Class	Target Allocation	Annual Arithmetic Return
Cash	1.00%	3.3%
Fixed Income	29.00%	5.7%
Global Equity	45.00%	8.6%
Real Estate (Property)	12.00%	8.1%
Private Equity	11.00%	12.4%
Strategic Investments	2.00%	6.6%
Total	100.00%	

The HIS is essentially funded on a pay-as-you-go basis. As such, there is no assumption for a long-term expected rate of return on a portfolio, no assumptions for cash flows into and out of the plan or assumed asset allocation.

District's Share of Net Pension Liability

Employers participating in the FRS and HIS were provided pension allocation schedules for use in recording their proportionate share of the FRS and HIS net pension liability (NPL), deferred outflows of resources, deferred inflows of resources, and pension expense at measurement date June 30, 2024. The underlying financial information used to prepare the pension allocation schedules is based on the same basis as mentioned previously.

At September 30, 2024, the Authority reported a liability of $900,772 for its proportionate share of the net pension liability of the FRS and HIS. The net pension liability was measured as of June 30, 2024, respectively, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of July 1, 2024.

The Authority's proportionate share was calculated using the retirement contributions for employees that were members of the FRS and HIS during the measurement year ended June 30, 2024. The aggregate employer contribution amounts for the fiscal year ended June 30, 2024, in the pension allocation schedules agree to the total employer contribution amounts reported in the System ACFR.

For the year ended September 30, 2024, the Authority recognized pension expense of $25,730 related to the FRS and $8,195 related to the HIS.

NOTE 10: PENSION PLAN (Continued)

At September 30, 2024, the Authority reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

September 30, 2024

	FRS		HIS	
Description	**Def Outflows**	**Def Inflows**	**Def Outflows**	**Def Inflows**
Differences between expected and actual experience	$ 59,222	$ -	$ 3,037	$ 604
Changes of assumptions	80,345	-	5,567	37,241
Net difference between projected and actual investment earnings	-	38,962	-	114
Changes in proportion	32,194	98,144	10,089	6,724
Authority contributions subsequent to the measurement date	34,711	-	5,412	-
Total	$ 206,472	$ 137,106	$ 24,105	$ 44,683

Deferred outflows of resources of $40,123 are reported by the Authority for employer contributions subsequent to the measurement date and will be recognized as a reduction of the net pension liability in the fiscal year ended September 30, 2024. Deferred outflows of resources of $70,772 for the year ended September 30, 2023, were recognized as a reduction of the net pension liability in the fiscal year ended September 30, 2024.

Other amounts reported as deferred outflows of resources and inflows of resources related to pensions will be recognized as pension expense as follows:

Fiscal Year Ending September 30,	**FRS**	**HIS**	**Net**
2025	$ (25,534)	$ (3,554)	$ (29,088)
2026	77,570	(5,060)	72,510
2027	(14,561)	(7,976)	(22,537)
2028	(6,589)	(5,417)	(12,006)
2029	3,769	(3,045)	724
Thereafter	-	(938)	(938)

NOTE 10: PENSION PLAN (Continued)

The following table presents information on the Authority's proportionate share of the FRS and HIS.

	FRS	HIS	Total
Proportionate Share of Net Pension:			
September 30, 2024	$ 586,203	$ 314,569	$ 900,772
Authority's proportion at September 30, 2024	0.001515%	0.002097%	

Discount Rate Sensitivity Analysis

The following tables demonstrate the sensitivity of the Authority's proportionate share of the net pension liability to changes in the discount rate. The sensitivity analysis shows the impact if the discount rate was 1 percent higher or 1 percent lower than the current discount rate at September 30, 2024.

FRS Net Pension Liability			HIS Net Pension Liability		
	Current			Current	
1% Decrease	Discount Rate	1% Increase	1% Decrease	Discount Rate	1% Increase
5.70%	6.70%	7.70%	2.65%	3.65%	4.65%
$1,031,111	$586,203	$213,499	$358,096	$314,569	$278,434

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS

Plan Description: The Authority participates in the benefit plans and programs of Escambia County, Florida (the "County"). Pursuant to Section 112.0801 Florida Statutes, the Authority is required to provide eligible retirees (as defined in the County's pension plans) the opportunity to participate in this Plan at the same cost that is applicable to active employees. Eligible retirees must be drawing an immediate benefit from their respective pension plan and be enrolled in medical coverage prior to retirement. Surviving spouses of participants are allowed access to the Plan but must pay the full premium. Benefit provisions for the Plan were established by the County's Board of Directors and may only be amended by the County's Board of Directors. The County does not issue stand-alone financial statements for this Plan. All financial information related to the Plan is accounted for in the County's basic financial statements.

Funding Policy: The Authority is funding the post employee benefits on a pay-as-you-go basis. Contribution rates for the Plan are established by the County annually. For the fiscal year ended September 30, 2024, the Authority actuarily contributed approximately $5,000. Blended premium rates for active and retired employees combined provide an implicit subsidy for retirees because on actual basis, their current and future claims are expected to result in higher costs to the Plan than those of active employees. The current year contribution represents an estimate of this implied subsidy.

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

Plan Membership: At October 1, 2024, OPEB membership consisted of the following:

	SRIA
Inactive members currently receiving benefits	11
Active members	7
Total	18

The Authority's covered payroll constituted approximately 0.72%, for the year ended September 30, 2024 of the total payroll costs for all entities included in the actuarial calculation. Accordingly, the County has allocated approximately 0.72% of the actuarially calculated amounts to the Authority in fiscal year 2024.

Actuarial Assumptions and Other Inputs: The total OPEB liability in the September 30, 2024 actuarial assumptions and other inputs, applied to all period in the measurement, unless otherwise specified:

Inflation	2.50 percent
Salary increases	3.40 percent to 7.80 percent, including inflation
Discount rate	4.63 percent
Health care cost trend rates	Getzen Model, with trend starting at 6.25% (0% for premiums to reflect actual increase)and gradually decreasing to an ultimate trend rate of 4.00%.

The discount rate was based on an index rate for 20-year tax-exempt general obligation municipal bonds with an average AA credit rating or higher.

Mortality rates were taken from adjusted Pub-2010 mortality tables published by the Society of Actuaries with generational mortality improvements using Scale MP-2018. They are based on the results of a stateside experience study covering the period 2013 through 2018.

At September 30, 2024, the Authority reported a net OPEB liability of $85,045. The GASB 75 information has been provided as of the September 30, 2023, measurement date.

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The change in net OPEB liability for the year ended September 30, 2024 is as follows:

	Increase (Decrease) Net OPEB Liability
Balance as of September 30, 2023	$ 106,976
Changes for the year:	
Service cost	3,201
Interest	3,492
Changes of benefit terms	1,285
Difference between expected & actual experience	(11,989)
Changes in assumptions	(12,917)
Benefit payments	(5,003)
Net Change in OPEB	(21,931)
Balance as of September 30, 2024	$ 85,045

Changes in assumptions and other inputs reflect a change in the discount rate from 4.40% as of September 30, 2023 to 4.63% as of September 30, 2024. The methods, assumptions, and participant data used are detailed in the actuarial valuation report the fiscal year ended September 30, 2023. These calculations are based in the Entry Age Normal cost method required by GASB 75.

Sensitivity of the Net OPEB Liability: The following table represents the Authority's total and net OPEB liability calculated using the discount rate of 4.63%, as well as what the Authority's net OPEB liability would be if it were calculated using a discount rate that is one percentage point lower (3.63%) or one percentage point higher (5.63%) than the current rate:

	1% Decrease (3.63%)	Discount Rate (4.63%)	1% Increase (5.63%)
Net OPEB liability	$ 93,192	$ 85,045	$ 77,903

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The following table represents the Authority's total and net OPEB liability calculated using the health care cost trend rate of 6.25% decreasing to 4.00%, as well as what the Authority's net OPEB liability would be if it were calculated using a health care cost trend rate that is one percentage point lower (5.00% decreasing to 3.00%) or one percentage point higher (7.00% decreasing to 5.00%) than the current rate:

	1% Decrease (5.25% decreasing to 3.00%)	Healthcare Cost Trend (6.25% decreasing to 4.00%)	1% Increase (7.25% decreasing to 5.00%)
Net OPEB liability	$ 80,501	$ 85,045	$ 90,379

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

For the fiscal year ended September 30, 2024, the Authority recognized OPEB expense of $2,000.

In addition, the Authority reported deferred outflows of resources and deferred inflows of resources related to the OPEB plan from the following sources:

Description	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	$ -	$ 16,995
Changes in assumptions and other inputs	8,875	25,506
Estimated benefits paid after the measurement date	3,326	-
Total	$ 12,201	$ 42,501

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The deferred outflows of resources related to OPEB, totaling $12,201 resulting from Authority contributions subsequent to the measurement date, will be recognized as a reduction of the net OPEB liability in the fiscal year ending September 30, 2024. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to the OPEB plan will be recognized in the expense as follows:

Fiscal Year Ending September 30,	
2025	$ (5,892)
2026	(5,507)
2027	(4,386)
2028	(4,441)
2029	(4,458)
Thereafter	(8,942)

NOTE 12: RELATED PARTY TRANSACTIONS

The Authority reimburses Escambia County for Pensacola Beach trolley services, which totaled $226,329 for the year ended September 30, 2024. In addition, the Authority pays Escambia County for its employees' workers' compensation insurance and health and life insurance. During the year ended September 30, 2024, the Authority expended $1,827 for workers' compensation insurance and $159,832 for health and life insurance. The Authority also reimbursed the County $206,000 for fire and rescue services during the year ended September 30, 2024. There were no amounts due to the County at September 30, 2024.

In May 2024, the Authority received a refund from Escambia County totaling $134,373, which represents the unused portion of island improvement funds for dune walkover projects that were provided by the County in the prior year. This refund is included in other operating revenue on the accompanying statement of activities.

In October 2023, Escambia County appropriated $250,000 from the County's Tourist Development Fund to the Authority for complimentary public transportation services on Pensacola Beach. The Authority incurred related expenses totaling $250,045, of which $226,329 is included in other operating expense and $23,716 is included in advertising and promotion on the accompanying statement of activities. The balance due to the Authority from the County for this agreement totaled $250,000 at September 30, 2024, which was received in October 2024.

NOTE 13: COMMITMENTS AND CONTINGENCIES

Grants Contingencies

The Authority has received federal and state financial assistance for costs related to capital improvements and disaster assistance on Santa Rosa Island. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Authority. In the opinion of management, any such claims should not have a material adverse effect on the financial statements.

Windstorm

The insurance policy for windstorm coverage includes a deductible amount for named hurricane storms estimated at approximately $63,000. In addition, the Authority's windstorm policy is underwritten by the State of Florida's Citizens Property Insurance Corporation (Citizens). In the event Citizens incurs a deficit that exceeds the amount collected via regular premiums, an emergency assessment may be levied. The Authority may be required to pay substantially more in insurance premiums relating to the year for which the emergency assessment is levied.

Litigation

The Authority is involved in various lawsuits and claims incidental to the normal course of its operations. In the opinion of management, the ultimate liability, if any, resulting from such litigation will not materially affect the financial position or results of operations of the Authority.

NOTE 14: SUBSEQUENT EVENT

In November 2024, the Board approved awarding a bid to a local construction company for the Pensacola Beach dune walkover project in the amount of $317,917. The project is expected to commence in January 2025, with substantial completion projected for March 2025.

SUPPLEMENTARY INFORMATION

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Changes in the Net OPEB Liability and Related Ratios
(Last 10 Fiscal Years)

September 30,	**2024**	**2023**	**2022**	**2021**	**2020**	**2019**	**2018**
Total OPEB Liability:							
Service cost	$ 3,201	$ 4,602	$ 4,855	$ 4,235	$ 4,966	$ 4,907	$ 5,051
Interest	3,492	2,121	2,416	2,473	3,628	3,195	2,814
Changes of benefit terms	1,285	-	-	-	-	-	-
Difference between expected and actual experience	(11,989)	-	(8,558)	-	(6,024)	-	-
Changes of assumptions and other inputs	(12,917)	(17,266)	14,927	1,327	(1,834)	(2,654)	(3,243)
Benefit payments	(5,003)	(5,029)	(5,511)	(4,819)	(4,755)	(4,358)	(3,565)
Net change in total OPEB liability	(21,931)	(15,572)	8,129	3,216	(4,019)	1,090	1,057
Total OPEB liability, beginning	106,976	122,548	114,419	111,203	115,222	114,132	113,075
Total OPEB liability, ending	$ 85,045	$ 106,976	$ 122,548	$ 114,419	$ 111,203	$ 115,222	$ 114,132
Covered employee payroll	$ 866,196	$ 788,566	$ 698,414	$ 698,414	$ 734,288	$ 665,479	$ 665,279
Net OPEB liability as a percentage of covered employee payroll	9.82%	13.57%	17.55%	16.38%	15.14%	17.31%	17.16%

Note: Data was unavailable prior to 2018.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Proportionate Share of Net Pension Liability – Florida Retirement System (Last 10 Fiscal Years)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Authority's proportion of the net pension liability (asset)	0.001515%	0.001601%	0.001711%	0.002135%	0.001797%	0.001892%	0.001833%	0.001811%	0.002740%	0.004716%
Authority's proportionate share of the net pension liability (asset)	$ 586,203	$ 638,001	$ 636,661	$ 161,262	$ 779,064	$ 651,585	$ 552,053	$ 535,669	$ 691,797	$ 609,193
Authority's covered - employee payroll	$ 609,359	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563
Authority's proportionate share of the net pension liability (asset) as a percentage of its own covered-employee payroll	96.20%	96.20%	96.20%	20.10%	117.46%	96.82%	86.87%	87.58%	98.73%	36.23%
FRS Plan fiduciary net position as a percentage of the total pension liability	83.70%	82.38%	82.89%	96.40%	78.85%	82.61%	84.26%	83.89%	84.88%	92.00%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Contributions –
Florida Retirement System (Last 10 Fiscal Years)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Contractually required contribution	$ 132,765	$ 110,990	$ 89,445	$ 84,273	$ 69,448	$ 62,386	$ 61,341	$ 47,790	$ 60,147	$ 122,187
Contributions in relation to the contractually required contribution	$ 132,765	$ 110,990	89,445	84,273	69,448	62,386	61,341	47,790	60,147	122,187
Contribution deficiency (excess)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Authority's covered-employee payroll	$ 609,359	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563
Contributions as a percentage of covered-employee payroll	21.8%	16.7%	13.5%	10.5%	10.5%	9.3%	9.7%	7.8%	8.6%	7.3%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Proportionate Share of Net Pension Liability – Health Insurance Subsidy Program (Last 10 Fiscal Years)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Authority's proportion of the net pension liability (asset)	0.002097%	0.002100%	0.002044%	0.002094%	0.001974%	0.002070%	0.002027%	0.002066%	0.003198%	0.005492%
Authority's proportionate share of the net pension liability (asset)	$ 314,569	$ 333,543	$ 216,519	$ 256,871	$ 241,000	$ 231,642	$ 214,524	$ 220,892	$ 372,749	$ 560,130
Authority's covered - employee payroll	$ 609,359	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563
Authority's proportionate share of the net pension liability (asset) as a percentage of its own covered-employee payroll	51.6%	50.3%	32.7%	32.0%	36.3%	34.4%	33.8%	36.1%	53.2%	33.3%
FRS Plan fiduciary net position as a percentage of the total pension liability	4.80%	4.12%	4.81%	3.56%	3.00%	2.63%	2.15%	1.64%	0.97%	0.50%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Contributions –
Health Insurance Subsidy Program (Last 10 Fiscal Years)

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015
Contractually required contribution	$ 27,573	$ 17,975	$ 16,210	$ 16,774	$ 16,929	$ 15,691	$ 16,266	$ 13,538	$ 17,829	$ 25,197
Contributions in relation to the contractually required contribution	$ 27,573	$ 17,975	16,210	16,774	16,929	15,691	16,266	13,538	17,829	25,197
Contribution deficiency (excess)			$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Authority's covered-employee payroll	$ 609,359	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563
Contributions as a percentage of covered-employee payroll	4.5%	2.7%	2.4%	2.1%	2.6%	2.3%	2.6%	2.2%	2.5%	1.5%

NOTE 1: OPEB PLAN

The actuarial methods and assumptions used to calculate the total OPEB liability are described in Note 11 to the financial statements.

The net OPEB liability amount presented for each fiscal year was determined as of September 30 measurement date prior to the fiscal year-end.

The schedule is intended to present ten years of data. Additional years of data will be presented as they become available.

The Authority has not presented a Schedule of Contributions since an actuarially determined contribution has not been calculated and there is no contractually or statutorily determined contribution applicable to the Authority.

NOTE 2: PENSION PLAN

The actuarial methods and assumptions used to calculate the total pension liability (asset) are described in Note 10 to the financial statements.

The net pension liability amounts presented for each fiscal year were determined as of the June 30 measurement date prior to the fiscal year-end.

HIS: The discount rate was modified to reflect the change in the value of the municipal bond index between GASB measurement dates.

Chapter 2023-193, Laws of Florida (Senate Bill 7024), increased the level of monthly benefits from $5 times years of service to $7.50, with an increased minimum of $45 and a maximum of $225. This change applies to all years of service for both members currently receiving benefits and members not yet receiving benefits.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Operating Revenue and Expenses – Budget and Actual

For the year ended September 30, **2024**

	Actual (GAAP Basis)	Adjustment to Budgetary Basis	Actual (Budgetary Basis)	Budget	Variance Favorable (Unfavorable)
Operating revenue					
Lease fees					
Commercial	$ 4,937,898	$ -	$ 4,937,898	$ 3,739,795	$ 1,198,103
Residential	1,323,331	-	1,323,331	1,363,688	(40,357)
Interest income	12,305	-	12,305	-	12,305
Other operating revenue	247,437	-	247,437	-	247,437
Total operating revenue	6,520,971	-	6,520,971	5,103,483	1,417,488
Operating expenses					
Personal services	1,591,535	-	1,591,535	1,814,612	223,077
Contractual and professional services	818,345	-	818,345	1,112,536	294,191
Supplies	22,557	-	22,557	46,685	24,128
Utilities	41,942	-	41,942	57,520	15,578
Advertising and promotion	681,550	-	681,550	786,250	104,700
Capital outlay	995,170	198,702	1,193,872	1,667,000	473,128
Other operating expense	324,781	-	324,781	393,290	68,509
Total operating expenses before depreciation	4,475,880	198,702	4,674,582	5,877,893	1,203,311
Depreciation	65,752	(65,752)	-	-	-
Total operating expenses	4,541,632	132,950	4,674,582	5,877,893	1,203,311
Operating income (loss)	1,979,339	(132,950)	1,846,389	(774,410)	2,620,799
Non-operating revenue (expenses)					
Funding from Escambia County - complimentary public transportation	250,000	-	250,000	-	250,000
Grant revenues	158,748	-	158,748	-	158,748
Grant project expenses	(317,496)	-	(317,496)	(1,600,000)	1,282,504
Payments to Escambia County - fire and rescue	(206,000)	-	(206,000)	(206,000)	-
Interest income	585,478	-	585,478	-	585,478
Other income	33,312	-	33,312	280,000	(246,688)
Net non-operating revenue (expenses)	504,042	-	504,042	(1,526,000)	2,030,042
Change in net position	$ 2,483,381	$ (132,950)	$ 2,350,431	$ (2,300,410)	$ 4,650,841

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INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Supervisors
Santa Rosa Island AuthoritySanta Rosa Island Authority
Pensacola Beach, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities of Santa Rosa Island Authority (hereinafter referred to as the "Authority"), as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements, and have issued our report thereon dated January 30, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Authority's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies, and therefore, we identified a deficiency in internal control, described in the attached schedule of findings, as item 2024-01 that we consider to be a material weakness.

Report on Compliance and Other Matters

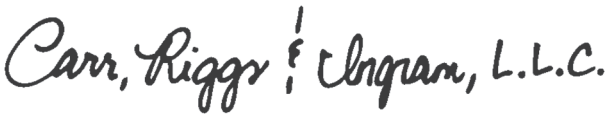
As part of obtaining reasonable assurance about whether the Authority's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

The Authority's Response to Findings

Government Auditing Standards requires the auditor to perform limited procedures on the Authority's response to the findings identified in our audit and described in the accompanying schedule of findings and questioned costs. Santa Rosa Island Authority's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



CARR, RIGGS & INGRAM, LLC

Fort Walton Beach, Florida
January 30, 2025

Finding 2024-01: Federal and State Grant Receivables

Criteria: Rules 10.557(3)(i) and 10.556(3) of the Florida Auditor General, along with other rules and laws, require that the Authority's financial statements be in accordance with the GASB *Codification of Governmental Accounting and Financial Reporting Standards*. The statements should be prepared in accordance with generally accepted accounting principles (GAAP).

Condition: The Authority's accounting records did not include an accrual totaling $250,000 for a reimbursement from Escambia County related to an agreement for which the Authority had satisfied all requirements as of September 30, 2024. The funding was received in October 2024. The receivable and grant revenue should have been accrued at year-end in accordance with GAAP. In addition, a smaller amount of State grant assistance totaling approximately $13,000 should have been accrued.

Cause: The accrual of the grant amounts was overlooked as part of the Authority's financial close process.

Effect: The Authority's unadjusted receivable balances and non-operating revenue amounts were understated as of September 30, 2024.

Recommendation: The Authority should improve its year-end financial reporting procedures to ensure that all Federal, State and County grants and agreements are analyzed. Any year-end adjustments can be made as part of the process that currently involves an outside, third-party accounting firm.

Management's response: We have reviewed the results of the finding noted and concur with the issues identified. We have already started implementing improved procedures.

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MANAGEMENT LETTER

To the Board of Directors and Chief Executive Officer
Santa Rosa Island AuthoritySanta Rosa Island Authority
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Santa Rosa Island Authority ("Authority") as of and for the fiscal year ended September 30, 2024, and have issued our report thereon dated January 30, 2025.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Florida Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Accountant's Report on an examination conducted in accordance with AICPA Professional Standards, AT-C 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated January 30, 2025, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. No findings or recommendations were made on the preceding annual financial audit report.

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. This information is disclosed in the notes to the financial statements.

Financial Condition and Management

Section 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, requires us to apply appropriate procedures and communicate the results of our determination as to whether or not the Authority met one or more conditions described in Section 218.503(1), Florida Statutes, and to identify the specific conditions met. In connection with our audit, we determined that the Authority did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Sections 10.554(1)(i)5.b. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Authority. It is management's responsibility to monitor Authority's financial condition, and our financial condition assessment was based in part on representation made by management and review of financial information provided by same.

Section 10.554(1)(i)2, Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. We recommend the Authority expense items less than its $1,000 capitalization threshold as well as those that do not significantly extend the useful life of an asset rather than capitalizing those items.

Specific Information

As required by Section 218.39(3)(c), Florida Statutes, and Section 10.554(1)(i)6, Rules of the Auditor General, the Santa Rosa Island Authority reported:

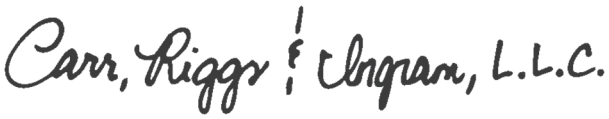
a. The total number of authority employees compensated in the last pay period of the authority's fiscal year as 13.
b. The total number of independent contractors to whom nonemployee compensation was paid in the last month of the authority's fiscal year as 50.
c. All compensation earned by or awarded to employees, whether paid or accrued, regardless of contingency as $937,381.
d. All compensation earned by or awarded to nonemployee independent contractors, whether paid or accrued, regardless of contingency as $45,247.
e. Each construction project with a total cost of at least $65,000 approved by the Authority that is scheduled to begin on or after October 1 of the fiscal year being reported, together with the total expenditures for such project as:
    - Dune Walkover - $231,135
f. The Authority did not amend its final adopted budget under Section 189.016(6), Florida Statutes.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but warrants the attention of those charged with governance. In connection with our audit, we did not have any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.



CARR, RIGGS & INGRAM, LLC

Fort Walton Beach, Florida
January 30, 2025

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INDEPENDENT ACCOUNTANT'S REPORT

To the Board Members and Chief Executive Officer
Santa Rosa Island Authority
Pensacola, Florida

We have examined Santa Rosa Island Authority's compliance with the requirements of Section 218.415, Florida Statutes, *Local Government Investment Policies*, during the year ended September 30, 2024. Management of the Authority is responsible for the Authority's compliance with the specified requirements. Our responsibility is to express an opinion on the Authority's compliance with the specified requirements based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the examination to obtain reasonable assurance about whether the Authority complied, in all material respects, with the specified requirement referenced above. An examination involves performing procedures to obtain evidence about whether the Authority complied with the specified requirements. The nature, timing and extent of the procedures selected depend on our judgment, including an assessment of the risks of material noncompliance, whether due to fraud or error. We believe that our examination provides a reasonable basis for our opinion.

We are required to be independent and to meet our other ethical responsibilities in accordance with relevant ethical requirements relating to the engagement.

Our examination does not provide a legal determination on the Authority's compliance with specified requirements.

In our opinion, the Authority complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2024.

This report is intended solely for the information and use of management and the State of Florida Auditor General and is not intended to be and should not be used by anyone other than these specified parties.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Fort Walton Beach, Florida
January 30, 2025

Santa Rosa Island Authority

A Component Unit of Escambia County, Florida

FINANCIAL STATEMENTS

September 30, 2023



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INDEPENDENT AUDITOR'S REPORT

To the Board Members and Chief Executive Officer
Santa Rosa Island Authority
Pensacola Beach, Florida

Opinion

We have audited the accompanying financial statements of the business-type activities of Santa Rosa Island Authority, a component unit of Escambia County, Florida, (hereinafter referred to as "Authority"), as of and for the year ended September 30, 2023, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the business-type activities of the Authority as of September 30, 2023, and the changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of Financial Statements section of our report. We are required to be independence of the Authority and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Schedule of Changes in Net OPEB Liability and Related Ratios, Schedules of Proportionate Share of Net Pension Liability, and Schedules of Contributions, as listed in the table of contents, be presented to supplement the financial statements. Such information, although not a part of the financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted

of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the financial statements, and other knowledge we obtained during our audit of the financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Management has omitted the Management Discussion and Analysis that accounting principles generally accepted in the United States of America requires to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. Our opinion on the basic financial statements is not affected by this missing information.

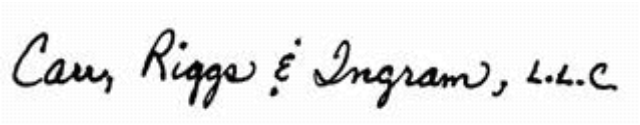
Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Authority's basic financial statements. The Schedule of Revenue and Expenses – Budget and Actual is presented for purposes of additional analysis and is not a required part of the basic financial statements.

The Schedule of Revenue and Expenses – Budget and Actual is the responsibility of management and was derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Revenues and Expenses – Budget and Actual is fairly stated in all material respects in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated February 16, 2024, on our consideration of the Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.



CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 16, 2024

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Net Position

September 30,		**2023**
Assets		
Current assets		
Cash and cash equivalents	$	5,493,882
Accounts receivable, net of allowances for credit losses of $0		464,852
Unbilled receivables		62,846
Due from other governments		107,200
Prepaid expenses		45,726
Total current assets		6,174,506
Noncurrent assets		
Capital funds contingency - cash		5,621,089
Cash and cash equivalents - restricted		1,695,259
Investments - unrestricted		562,715
Capital assets, net		598,638
Total noncurrent assets		8,477,701
Deferred outflows of resources		
Other post-employment benefits		15,793
Pension		234,653
Total deferred outflows of resources		250,446
Total assets and deferred outflows of resources	$	14,902,653

(continued)

September 30,		**2023**
Liabilities		
Current liabilities		
Accounts payable	$	237,650
Accrued payroll		18,539
Other accrued liabilities		52,118
Total current liabilities		308,307
Noncurrent liabilities		
Compensated absences		150,154
Net pension liability		971,544
Obligation for other postemployment benefits		106,976
Total noncurrent liabilities		1,228,674
Total liabilities		1,536,981
Deferred inflows of resources		
Deferred revenue		208,390
Other post-employment benefits		25,678
Pension		149,018
Deferred consideration fees		497,781
Total deferred inflows of resources		880,867
Net position		
Net investment in capital assets		598,638
Restricted for island improvements - Portofino		1,435,446
Restricted for Quietwater restoration - BP		175,379
Restricted for other		84,519
Unrestricted		10,190,823
Total net position		12,484,805
Total liabilities, deferred inflows of resources, and net position	$	14,902,653

The accompanying notes are an integral part of these financial statements.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Activities

For the year ended September 30,		**2023**
Operating revenue		
Lease fees		
Commercial	$	4,964,389
Residential		1,283,391
Interest income		10,392
Other operating revenue		81,846
Total operating revenue		6,340,018
Operating expenses		
Personal services		1,446,980
Contractual and professional services		799,000
Supplies		39,943
Utilities		46,556
Advertising and promotion		668,026
Capital outlay		712,172
Other operating expense		309,153
Total operating expenses before depreciation		4,021,830
Depreciation		56,380
Total operating expenses		4,078,210
Operating income		2,261,808
Non-operating revenue (expenses)		
Grant revenues		56,650
Grant project expenses		(113,300)
Payments to Escambia County - fire and rescue		(206,000)
Other income		(16,283)
Non-operating revenue (expenses), net		(278,933)
Change in net position		1,982,875
Net position, beginning of year		10,501,930
Net position, end of year	$	12,484,805

The accompanying notes are an integral part of these financial statements.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Cash Flows

For the year ended September 30,		**2023**
Operating activities		
Cash received from lessees	$	6,297,684
Other operating receipts		81,846
Payments to vendors		(2,540,490)
Payments to employees		(1,439,741)
Net cash provided by operating activities		2,399,299
Noncapital financing activities		
Payments to Escambia County		(206,000)
Receipts for other non-operating revenues		(16,283)
Net cash provided (used) by noncapital financing activities		(222,283)
Capital and related financing activities		
Acquisition and construction of capital assets		(146,868)
Cash received from other governments		(26,050)
Payments for other non-operating expenses		(113,300)
Net cash provided (used) by capital and related financing activities		(286,218)
Investing activities		
Purchase of investments		(15,999)
Net cash provided (used) by investing activities		(15,999)
Net change in cash and cash equivalents		1,874,799
Cash and cash equivalents, beginning of year		10,935,431
Cash and cash equivalents, end of year	$	12,810,230

(continued)

For the year ended September 30,		**2023**
Reconciliation of operating income to net cash provided by operating activities		
Operating income	$	2,261,808
Adjustments to reconcile operating income to net cash provided by operating activities:		
Depreciation		56,380
Other postemployment benefit obligation		(877)
Pension		123,427
Changes in operating assets and liabilities:		
Accounts and unbilled receivables		39,512
Prepaid expenses		(1,145)
Accounts payable		(3,335)
Accrued payroll		(6,251)
Other accrued liabilities		7,406
Compensated absences		23,634
Deferred revenue		(87,572)
Deferred consideration fees		(13,688)
Net cash provided by operating activities	$	2,399,299
Cash reconciliation		
Cash and cash equivalents	$	5,493,882
Capital funds contingency - cash		5,621,089
Cash and cash equivalents - restricted		1,695,259
Cash and cash equivalents, end of year	$	12,810,230

The accompanying notes are an integral part of these financial statements.

NOTE 1: ORGANIZATION

The Santa Rosa Island Authority ("Authority"), exists pursuant to the provisions of Chapter 24500, Laws of Florida, Special Acts of 1947, as amended. The Authority is the governing body of a portion of Santa Rosa Island and consists of five members appointed by the Board of County Commissioners of Escambia County, and one member elected by the leaseholders of Santa Rosa Island. The Authority has been constituted a body corporate and an agency of Escambia County and, accordingly, meets the criteria of a component unit and will be included in the Basic Financial Statements of Escambia County, Florida.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Authority maintains its books and records under the accrual method of accounting. Under this method, revenue is recognized when earned rather than when received, and related expenses are recognized when they are incurred rather than when paid. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

The Authority classifies fund equity into three components – net investment in capital assets; restricted; and unrestricted. These classifications are defined as follows:

Net investment in capital assets – This component of fund equity consists of capital assets, including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets. If there are significant unspent related debt proceeds at year-end, the portion of the debt attributable to the unspent proceeds is not included in the calculation of invested in capital assets, net of related debt. Rather, that portion of the debt is included in the same fund equity component as the unspent proceeds.

Restricted – This component of fund equity consists of constraints placed on fund equity imposed by creditors (such as through debt covenants), contributors, or laws or regulations of other governments, or constraints imposed by law through constitutional provisions or enabling legislation.

Unrestricted – This component of fund equity consists of fund equity that does not meet the definition of "restricted" or "net investment in capital assets".

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Authority is accounted for as an enterprise fund. Enterprise funds are used to account for operations (a) that are financed and operated in a manner similar to private business enterprises, where the intent of the governing body is that costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges; or (b) where the governing body has decided that periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance, public policy, management control, accountability, or other purposes. The Authority complies with generally accepted accounting principles (GAAP) and applies all relevant Governmental Accounting Standards Board (GASB) pronouncements.

Enterprise funds distinguish operating revenue and expenses from nonoperating items. Operating revenue and expenses generally result from providing services and producing and delivering goods in connection with an enterprise fund's principal ongoing operations. The principal operating revenue of the Authority are lease fees and related charges. Operating expenses of the Authority include personal services, contractual and professional services, supplies, utilities, advertising and promotion, capital outlay, other expenses and depreciation on capital assets. All revenue and expenses not meeting this definition are reported as nonoperating revenue and expenses.

Restricted Assets

Certain assets of the Authority are restricted for use by agreements with third-parties; therefore, they are not available to be used at management's discretion. These restrictions include assets restricted by outside parties for beach renourishment and certain capital improvements as further discussed in Note 7.

When both restricted and unrestricted resources are available for use, it is the Authority's policy to use restricted resources first, then unrestricted resources as they are needed.

General Budget Policies

Prior to the beginning of each fiscal year, the Executive Director submits an operating budget to the Authority Board. The budget includes proposed expenses necessary for operation of the Authority and estimated revenue available to finance those expenses. Once approved by the Authority Board, the budget is submitted for approval by the Board of County Commissioners of Escambia County. The legal level of budgetary control is by total expenditures. Any amendments that alter total expenditures must be approved by the Authority Board and the Board of County Commissioners of Escambia County. All appropriations lapse at year end.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The budget is prepared on a basis that differs from generally accepted accounting principles as follows:

A. The budget does not include a provision for depreciation expense or for gain or loss from disposal of capital assets.

B. The budget includes a provision for capital outlay, which is not included in the results of operations under generally accepted accounting principles, except for certain non-capital items expensed by the Authority. These non-capital items include dredging, renourishment and improvements to property not owned by the Authority.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Authority considers all highly liquid debt instruments with a maturity of three months or less when purchased to be cash equivalents, excluding investments in the Local Government Surplus Funds Trust Fund Investment Pool.

Capital Assets

Capital assets are defined by the Authority as assets with an initial/individual cost of more than $1,000 and an estimated useful life in excess of two years. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized. Major outlays for capital assets and improvements are capitalized as projects are constructed.

Upon being placed into service, property, plant and equipment of the Authority are depreciated using the straight-line method over the estimated useful lives. Estimated useful lives for financial reporting purposes are as follows: transportation equipment, maintenance equipment, office equipment and miscellaneous: 3 – 10 years; and buildings and shelters: 10 – 40 years.

Compensated Absences

It is the Authority's policy to permit employees to accumulate a limited amount of earned but unused annual leave and, for those employees who have achieved retirement age or are entitled under a negotiated contract, a limited amount of earned but unused sick leave. Accordingly, the Authority records an accrual for earned but unused annual leave and sick leave.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Lease Fees

Lease fees, including consideration fees, are generally recognized as income over the lease term as it becomes due according to the provisions of the lease. Lease fees received but not yet earned according to the provisions of the lease are recorded as deferred revenue. The Authority has agreed to bill certain lease fees quarterly or monthly even though the full amount is due at the beginning of the renewal year. Amounts due from year-end through the lease renewal date are reflected as unbilled receivables on the accompanying Statement of Net Position.

Deferred Outflows/Inflows of Resources

In addition to assets, the statement of net position will sometimes include a separate section for deferred outflows of resources. This separate financial statement element, *deferred outflows of resources,* represents a consumption of net position that applies to a future period(s) and so will not be recognized as an outflow of resources (expense/expenditure) until then. The items that qualify for reporting in this category are the items related to the pension and OPEB amounts reported in the Statement of Net Position. The deferred outflows of resources related to pension and OPEB amounts result generally from changes between the expected and actual experience of the pension and OPEB plans.

In addition to liabilities, the statement of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, *deferred inflows of resources,* represents an acquisition of net position that applies to a future period(s) and so will not be recognized as an inflow of resources (revenue) until that time. The Authority has four items, deferred revenue, deferred consideration fees, and pension and OPEB amounts, which qualify for reporting in this category. Deferred revenue and deferred consideration fees result from the collection of revenues in advance of the year for which they are due. The deferred inflows of resources related to pension and OPEB amounts result generally from changes between the expected and actual experience of the pension and OPEB plans.

Other Post-Employment Benefits

The Authority utilizes uniform reporting standards for other postemployment benefit (OPEB) expense and related liabilities, note disclosures, and required supplementary information (RSI) in annual financial reports of governmental entities. See Note 11 for a description of the OPEB expenses and liabilities.

Subsequent Events

Management has evaluated subsequent events through the date that the financial statements were available to be issued, February 16, 2024. See Note 14 for relevant disclosure. No subsequent events occurring after this date have been evaluated for inclusion in these consolidated financial statements.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recently Issued and Implemented Accounting Pronouncements

The GASB has recently issued several accounting pronouncements, including Statement No. 91, *Conduit Debt Obligations*; Statement No. 93, *Replacement of Interbank Offered Rates*; and State No. 96, *Subscription-Based Information Technology Arrangements*. The Authority did not experience any significant impacts to its financial reporting as a result of implementing these Statements.

The GASB has issued statements that will become effective in future years, including Statement No. 100, *Accounting Changes and Error Corrections* and Statement No. 101, *Compensated Absences*. The Authority is evaluating the requirements of the above statements and the impact, if any, on its financial reporting.

NOTE 3: CASH AND INVESTMENTS

The Authority maintains deposits with "Qualified Public Depositories" as defined in Chapter 280, Florida Statutes. All Qualified Public Depositories must place with the Treasurer of the State of Florida securities in accordance with collateral requirements determined by the State's Chief Financial Officer. In the event of default by a Qualified Public Depository, the State Treasurer will pay public depositors all losses. Losses in excess of insurance and collateral will be paid through assessments between all Qualified Public Depositories.

Under this method, all of the Authority's deposits are fully insured or collateralized at the highest level of security as defined by GASB, Statement Number 40*, Deposits and Investment Disclosures (An Amendment of GASB, Statement Number 3).*

The Authority is authorized to invest in financial instruments as established by Section 218.415, Florida Statutes. The authorized investments include among others direct obligations of the U.S. Treasury; the Local Government Surplus Funds Trust Fund as created by Section 218.405, Florida Statutes; SEC registered money market funds with the highest credit quality rating from a nationally recognized rating agency; and interest-bearing time deposits or savings accounts in authorized financial institutions.

In accordance with GAAP*,* certificate of deposits are considered a nonparticipating interest-earning investment contract and is appropriately reported in the financial statements at cost. The following is a summary of the Authority's investments:

September 30,		**2023**	**Credit Risk**	**Maturities**
Certificate of deposit	$	562,715	not rated	03/20/24

NOTE 3: CASH AND INVESTMENTS (Continued)

Concentration risk – The Authority places no limit on the amount the Authority may invest in any one issuer.

Interest rate risk –The Authority does not have a formal policy for addressing interest rate risk; however, investments are made with discretion to seek reasonable returns, preserve capital, and in general, avoid speculative investments. The Authority manages its exposure to declines in fair values from interest rate changes by reviewing the portfolio on an ongoing basis for changes in effective yield rates.

Custodial credit risk – For an investment, custodial credit risk is the risk that the Authority will not be able to recover the value of the investments or collateral securities that are in the possession of an outside party. The Authority has no formal policy for custodial risk. None of the investments listed above are exposed to custodial credit risk because their existence is not evidenced by securities that exist in physical or book entry form.

NOTE 4: CAPITAL ASSETS

The following is a summary of changes in the capital assets for the year ended September 30, 2023:

September 30,	**2022**	**Additions**	**Transfers and Retirements**	**2023**
Other capital assets:				
Buildings	$ 1,064,609	$ -	$ -	$ 1,064,609
Other improvements	71,214	63,670	-	134,884
Equipment	210,767	83,198	(9,849)	284,116
Total other capital assets	1,346,590	146,868	(9,849)	1,483,609
Less accumulated depreciation for:				
Buildings	(639,935)	(22,126)	-	(662,061)
Other improvements	(26,703)	(5,706)	-	(32,409)
Equipment	(171,802)	(28,548)	9,849	(190,501)
Total other capital assets	(838,440)	(56,380)	9,849	(884,971)
Total capital assets, net	$ 508,150	$ 90,488	$ -	$ 598,638

NOTE 5: LONG-TERM LIABILITIES

The Authority has a compensated absence liability for unpaid leave.

Changes in long-term liabilities were as follows:

September 30,	2022	Additions	Reductions	2023	Amount Due Within One Year
Compensated absences	$ 126,520	$ 23,634	$ -	$ 150,154	$ -
	$ 126,520	$ 23,634	$ -	$ 150,154	$ -

NOTE 6: LEASING ACTIVITIES

Substantially all of the Authority's revenue is derived from leasing activities. The Authority leases the land of Santa Rosa Island to residents and businesses on the Island but does not convey ownership. The Authority's policy is to report all leases as operating leases since the land of the island is not recorded as an asset on the financial statements and the leases do not meet the criteria of a capital lease.

Most residential and many commercial leases are for a period of 99 years. Many of these 99-year leases have options to renew for another 99-year term. Some leases, particularly those for restaurants and concessions, are generally for a shorter period. Each lease provides that any construction on the premises must be performed within an established length of time, and detailed plans and specifications must be approved by the Authority before a building permit is issued. Failure to pay any rentals due or failure to comply with any other covenants of the lease constitutes a violation under the terms of the lease and the Authority may repossess the land and the improvements after required notice if the lessee fails to correct the default.

Certain leases have a provision that allows for an increase in minimum lease fees every five years in proportion to the consumer price index (CPI). In 2021, the Authority's Board approved a total increase of 7.7% for the lease years from 2021 – 2025. The Authority implemented increases of 1.7% in 2022 and 2% in 2023, and anticipated increases are as follows: 2024-2025: 2% each year.

NOTE 6: LEASING ACTIVITIES (Continued)

The following is a schedule of estimated future minimum rentals to be received under these leases for the periods ending September 30.

2024	$ 2,200,107
2025	2,252,328
2026	2,252,328
2027	2,252,328
2028	2,252,328

The following is a schedule of the number of residential and commercial leaseholders as of:

September 30,	2023
Residential	3,889
Commerical	149

NOTE 7: RESTRICTED NET POSITION

Restricted net position is comprised of two primary components: Portofino island improvement funds and certain claim proceeds related to the BP oil spill. The Portofino restricted funds are derived from a portion of the Portofino lease and must be used for future Island improvements. As of September 30, 2023, the restricted Portofino funds equal $1,435,446.

In addition, the Authority also considers certain funds received from BP in prior years relating to the Deepwater Horizon Oil Spill as restricted for the restoration of the Quietwater Beach area. These amounts total $175,379 at September 30, 2023.

The Authority also has certain funds set aside for maintaining Sabine Park and Morgan Park, including paying mitigation expenses. The other restricted balances totaled $47,488 and $37,031 at September 30, 2023 for Sabine Park and Morgan Park, respectively.

In addition to restricted net position, the Authority has also designated certain unrestricted net asset amounts for future contingencies and beach renourishment. These amounts total $5,621,089 as of September 30, 2023 and are included in unrestricted net position on the accompanying Statement of Net Position. At September 30, 2023, the Authority's unrestricted, undesignated net position totals approximately $4.6 million.

NOTE 8: RISK MANAGEMENT

The Authority is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. The Authority has established a self-insurance program to cover its risk of loss related to general liability claims and natural disasters. As of September 30, 2023, the Authority has set aside $1,121,089 in contingency funds to cover any claims that may be filed or other emergencies for which cash flow, particularly in off-seasons, might not be sufficient to cover. This amount is included in the designated net position amount identified in Note 7.

The sovereign immunity limits of the State of Florida restrict general liability claims to $100,000. General liability claims above $100,000 would have to be approved by the State Legislature. The Authority participates in the Escambia County self-insurance program to cover its risks of loss related to workers' compensation claims. The Authority pays an annual premium to the program for its coverage. Details of this self-insurance program can be found in the Escambia County, Florida Comprehensive Annual Financial Report. The Authority continues to carry commercial insurance for risks of loss, including property insurance. Settled claims resulting from these risks have not exceeded commercial insurance coverage in any of the past three fiscal years.

NOTE 9: FEDERAL AND STATE GRANT PROJECTS

The Authority has entered into various grant agreements with the Federal Emergency Management Agency to fund the elevation of certain properties on Santa Rosa Island. The total of the award agreements approximates $3.3 million. During 2023, the Authority did not incur any expenses related to this program. However, the Authority did receive funds from the State totaling $48,800 to reimburse homeowners for construction expenses paid directly by the homeowners. No revenue or expenses was recognized in the current year related to this transaction.

The Authority has been awarded grant funds from the State of Florida for beach re-nourishment and restoration. The maximum amount to be received under the three grants is $414,500. The grants require a match of $414,500. During 2023, the Authority incurred approximately $113,300 of expenses related to this program, of which 50% was paid back to the Authority by the State.

Revenue recognized under these federal and state grants totaled $56,650 for the year ended September 30, 2023.

NOTE 10: PENSION PLAN

Essentially all regular employees of the Authority are covered by the Florida Retirement System Pension Plan and Retiree Health Insurance Subsidy Program.

NOTE 10: PENSION PLAN (Continued)

Plan Descriptions, Membership and Plan Benefits, and Contribution Requirements

Plan Descriptions

The Florida Retirement System (FRS) is a cost-sharing, multiple-employer retirement system. The FRS was created in Chapter 121, Florida Statutes, to provide a defined benefit pension plan for participating public employees. The FRS was amended in 1998 to add the Deferred Retirement Option Program (DROP) under the defined benefit plan, and amended in 2000 to provide a defined contribution plan alternative to the defined benefit plan for FRS members effective July 1, 2002. This integrated defined contribution pension plan is the FRS Investment Plan (INV). Chapter 112, Florida Statutes, established the Retiree Health Insurance Subsidy (HIS) Program, a cost-sharing multiple-employer defined benefit pension plan, to assist retired members of any state-administered retirement system in paying the costs of health insurance.

The FRS, HIS, and INV are administered by the Florida Department of Management Services, Division of Retirement. Provisions relating to FRS are established by Chapters 121 and 122, Florida Statutes; Chapter 112 Part IV, Florida Statutes; Chapter 238, Florida Statutes; and FRS Rules, Chapter 60S, Florida Administrative Code. The Florida Legislature has the authority to establish and amend retirement legislation and related bills of significance to members of the FRS and HIS plans (including benefit terms and contribution rates). Passed bills are presented to the Governor of Florida and approved before they may be enacted into law.

The FRS, HIS, and INV financial information is included in the Florida Retirement System (System) Pension Plan and Other State Administered Systems Annual Comprehensive Financial Report (ACFR). The System ACFR, including audited financial information to support the Schedules of Employer Allocations and Schedules of Pension Amounts by Employer, are available online at http://www.dms.myflorida.com/workforce_operations/retirement/publications.

The System ACFR and actuarial reports may also be obtained by contacting the Division of Retirement by mail or phone at:

Division of Management Services
Division of Retirement
Bureau of Research and Member Contributions
P.O. Box 9000
Tallahassee, FL 32315-9000
850-907-6500 or toll-free 844-377-1888

NOTE 10: PENSION PLAN (Continued)

Membership and Plan Benefits - FRS

The FRS has several classes of membership applicable to the Authority, including regular class, senior management and DROP. Employees enrolled in the FRS prior to July 1, 2011, vest at six years of creditable service and are eligible for normal retirement benefits at age 62 or at any age after 30 years of service. Employees enrolled in the Plan on or after July 1, 2011, vest at eight years of creditable service and are eligible for normal retirement benefits at age 65 or any time after 33 years of creditable service. Retirees receive a lifetime pension benefit with joint and survivor payment options. The FRS also includes an early retirement provision, but imposes a penalty for each year a member retires before the normal retirement date. Benefits are computed on the basis of age, average final compensation, creditable years of service, and accrual value by membership class.

As provided in Section 121.101, Florida Statutes, if the member is initially enrolled in the FRS before July 1, 2011, and all service credit was accrued before July 1, 2011, the annual cost-of-living adjustment is 3 percent per year. If the member is initially enrolled before July 1, 2011, and has service credit on or after July 1, 2011, there is an individually calculated cost-of-living adjustment. The annual cost-of-living adjustment is a proportion of 3 percent determined by dividing the sum of the pre-July 2011 service credit by the total service credit at retirement multiplied by 3 percent. Plan members initially enrolled on or after July 1, 2011, will not have a cost-of-living adjustment after retirement.

A DROP was established effective July 1, 1998, subject to provisions of Section 121.091, Florida Statutes. It permits employees eligible for normal retirement under the FRS to defer receipt of monthly benefit payments while continuing employment with an FRS participating employer. An employee may participate in DROP for a period not to exceed 60 months after electing to participate, except certain instructional personnel may participate for up to 96 months. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest. The net pension liability does not include amounts for DROP participants, as these members are considered retired and are not accruing additional pension benefits.

Membership and Plan Benefits - HIS

HIS membership is available to all members within the FRS plan. The benefit is a monthly payment to assist retirees of State-administered retirement systems in paying their health insurance costs. Eligible retirees and beneficiaries received a monthly HIS payment equal to the number of years of service credited at retirement multiplied by $7.50. The minimum payment is $45 and the maximum payment is $225 per month, pursuant to Section 112.363, Florida Statutes. To be eligible to receive a HIS benefit, a retiree under a State administered retirement system must provide proof of eligible health insurance coverage, which can include Medicare.

NOTE 10: PENSION PLAN (Continued)

Contribution Requirements

Employer contributions rates are actuarially recommended but set, and may be amended, by the Florida Legislature. These rates are a percentage of covered payroll. The FRS and HIS contribution rates were as follows:

	Employee Required Contribution	Employer Required Contribution	Total Required Contribution
Regular employees:			
October 1, 2022 through June 30, 2023	3.00%	11.91%	14.91%
July 1, 2023 through September 30, 2023	3.00%	13.57%	16.57%
Employees in the Deferred Retirement Option Program (DROP):			
October 1, 2022 through June 30, 2023	n/a	18.60%	18.60%
July 1, 2023 through September 30, 2023	n/a	21.13%	21.13%
Senior Management Service Class (SMSC):			
October 1, 2022 through June 30, 2023	3.00%	31.57%	34.57%
July 1, 2023 through September 30, 2023	3.00%	34.52%	37.52%

Employer rates include 1.66 percent for the HIS program. In addition, regular employees are required to contribute an amount equal to 3% of their salary as retirement contributions. Members participating in the DROP are not required to make 3 percent contributions. The Authority's contributions to the Plan totaled $128,965 for the year ended September 30, 2023.

FRS and HIS Significant Assumptions and Rate of Return

Basis of Accounting

Information about the FRS and HIS assets, deferred outflows of resources, liabilities, deferred inflows of resources, and fiduciary net position can be found in the System ACFR. The System ACFR is available online or can be obtained as mentioned previously The FRS and HIS fiduciary net position and additions to/deductions from the fiduciary net position have been determined based on the System's records, which utilize the flow of economic resources measurement focus and accrual basis of accounting. For this purpose, benefit payments (including refund of employee contributions) are recognized when due and payable. Investments are reported at fair value. Contributions are recognized as revenue when due, pursuant to statutory and contractual requirements. There have been no significant changes since the publication of the System ACFR.

NOTE 10: PENSION PLAN (Continued)

Actuarial Methods and Assumptions

The FRS Actuarial Assumption Conference is responsible for setting the assumptions used in the funding valuations of the defined benefit pension plan pursuant to section 216.136(10), Florida Statutes. The division determines the assumptions in the valuations for GASB 67 reporting purposes. The FRS Pension Plan's GASB 67 valuation is performed annually. The HIS Program has a valuation performed biennially that is updated for GASB reporting in the year a valuation is not performed. The most recent experience study for the FRS Pension Plan was completed in 2019 for the period July 1, 2013 through June 30, 2018. Because the HIS is funded on a pay-as-you-go basis, no experience study has been completed for that program. The actuarial assumptions that determined the total pension liability for the HIS program were based on certain results of the most recent experience study for the FRS Pension Plan.

The total pension liability for each cost-sharing defined benefit plan was determined using the individual entry age actuarial cost method. Inflation increases for both plans is assumed at 2.40%. Payroll growth, including inflation, for both plans is assumed at 3.25%. Both the discount rate and long-term expected rate of return used for FRS investments is 6.7%. The plan's fiduciary net position was projected to be available to make all projected future benefit payments of current active and inactive employees. Therefore, the discount rate for calculating the total pension liability is equal to the long-term expected rate of return.

Because the HIS program uses a pay-as-you-go funding structure, a municipal bond rate of 3.65% was used to determine its total pension liability for the program (Bond Buyer General Obligation 20-Bond Municipal Bond Index). Mortality assumptions for both the FRS Pension Plan and the HIS Program were based on the PUB-2010 base table (refer to the valuation reports for more information).

As of June 30, 2023, the municipal rate used by HIS increased from 3.54 percent to 3.65 percent. In addition, Chapter 2023-193, Laws of Florida (Senate Bill 7024), increased the level of monthly benefits from $5 times years of service to $7.50, with an increased minimum of $45 and maximum of $225. This change applies to all years of service for both members currently receiving benefits and members not yet receiving benefits.

Long-Term Rate of Return

To develop an analytical basis for the selection of the long-term expected rate of return assumption, in October 2023 the FRS Actuarial Assumption Conference reviewed assumptions by Milliman's Capital Markets assumption team and Aon Hewitt Investment Consulting. Each asset class assumption is based on a consistent set of underlying assumptions, and includes an adjustment for the inflation assumption. These assumptions are not based on historical returns, but instead are based on a forward-looking capital market economic model.

NOTE 10: PENSION PLAN (Continued)

The target allocation and best estimates of arithmetic real rates of return for each major asset class are summarized in the following table:

Asset Class	Target Allocation	Annual Arithmetic Return
Cash	1.00%	2.9%
Fixed Income	19.80%	4.5%
Global Equity	54.00%	8.7%
Real Estate (Property)	10.30%	7.6%
Private Equity	11.10%	11.9%
Strategic Investments	3.80%	6.3%
Total	100.00%	

The HIS is essentially funded on a pay-as-you-go basis. As such, there is no assumption for a long-term expected rate of return on a portfolio, no assumptions for cash flows into and out of the plan, or assumed asset allocation.

District's Share of Net Pension Liability

Employers participating in the FRS and HIS were provided pension allocation schedules for use in recording their proportionate share of the FRS and HIS net pension liability (NPL), deferred outflows of resources, deferred inflows of resources, and pension expense at measurement date June 30, 2023. The underlying financial information used to prepare the pension allocation schedules is based on the same basis as mentioned previously.

At September 30, 2023, the Authority reported a liability of $971,544 for its proportionate share of the net pension liability of the FRS and HIS. The net pension liability was measured as of June 30, 2023, respectively, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of July 1, 2023.

The Authority's proportionate share was calculated using the retirement contributions for employees that were members of the FRS and HIS during the measurement year ended June 30, 2023. The aggregate employer contribution amounts for the fiscal year ended June 30, 2023, in the pension allocation schedules agree to the total employer contribution amounts reported in the System ACFR.

For the year ended September 30, 2023, the Authority recognized pension expense of $144,673 related to the FRS and $107,719 related to the HIS.

NOTE 10: PENSION PLAN (Continued)

At September 30, 2023, the Authority reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

September 30, 2023

	FRS		HIS	
Description	**Def Outflows**	**Def Inflows**	**Def Outflows**	**Def Inflows**
Differences between expected and actual experience	$ 59,903	$ -	$ 4,883	$ 783
Changes of assumptions	41,590	-	8,769	28,903
Net difference between projected and actual investment earnings	26,645	-	172	-
Changes in proportion	52,801	107,097	13,809	12,235
Authority contributions subsequent to the measurement date	21,592	-	4,489	-
Total	$ 202,531	$ 107,097	$ 32,122	$ 41,921

Deferred outflows of resources of $26,081 are reported by the Authority for employer contributions subsequent to the measurement date and will be recognized as a reduction of the net pension liability in the fiscal year ended September 30, 2023. Deferred outflows of resources of $22,672 for the year ended September 30, 2022, were recognized as a reduction of the net pension liability in the fiscal year ended September 30, 2023.

Other amounts reported as deferred outflows of resources and inflows of resources related to pensions will be recognized as pension expense as follows:

Fiscal Year Ending September 30,	**FRS**	**HIS**	**Net**
2024	$ 6,952	$ (5,014)	$ 1,938
2025	(18,386)	(387)	(18,773)
2026	90,703	(1,895)	88,808
2027	(6,509)	(4,815)	(11,324)
2028	1,082	(2,252)	(1,170)
Thereafter	-	75	75

NOTE 10: PENSION PLAN (Continued)

The following table presents information on the Authority's proportionate share of the FRS and HIS.

	FRS	HIS	Total
Proportionate Share of Net Pension:			
September 30, 2023	$ 638,001	$ 333,543	$ 971,544
Authority's proportion at September 30, 2023	0.001601%	0.002100%	

Discount Rate Sensitivity Analysis

The following tables demonstrate the sensitivity of the Authority's proportionate share of the net pension liability to changes in the discount rate. The sensitivity analysis shows the impact if the discount rate was 1 percent higher or 1 percent lower than the current discount rate at September 30, 2023.

FRS Net Pension Liability			HIS Net Pension Liability		
1% Decrease	Current Discount Rate	1% Increase	1% Decrease	Current Discount Rate	1% Increase
5.70%	6.70%	7.70%	2.65%	3.65%	4.65%
$ 1,089,835	$ 638,001	$ 259,987	$ 380,521	$ 333,543	$ 294,602

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS

Plan Description: The Authority participates in the benefit plans and programs of Escambia County, Florida (the "County"). Pursuant to Section 112.0801 Florida Statutes, the Authority is required to provide eligible retirees (as defined in the County's pension plans) the opportunity to participate in this Plan at the same cost that is applicable to active employees. Eligible retirees must be drawing an immediate benefit from their respective pension plan and be enrolled in medical coverage prior to retirement. Surviving spouses of participants are allowed access to the Plan but must pay the full premium. Benefit provisions for the Plan were established by the County's Board of Directors and may only be amended by the County's Board of Directors. The County does not issue stand-alone financial statements for this Plan. All financial information related to the Plan is accounted for in the County's basic financial statements.

Funding Policy: The Authority is funding the post employee benefits on a pay-as-you-go basis. Contribution rates for the Plan are established by the County annually. For the fiscal year ended September 30, 2023, the Authority contributed approximately $5,000. Blended premium rates for active and retired employees combined provide an implicit subsidy for retirees because on actual basis, their current and future claims are expected to result in higher costs to the Plan than those of active employees. The current year contribution represents an estimate of this implied subsidy.

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

Plan Membership: At October 1, 2023, OPEB membership consisted of the following:

	SRIA
Inactive members currently receiving benefits	11
Active members	7
Total	18

The Authority's covered payroll constituted approximately 0.72%, for the year ended September 30, 2023 of the total payroll costs for all entities included in the actuarial calculation. Accordingly, the County has allocated approximately 0.72% of the actuarially calculated amounts to the Authority in fiscal year 2023.

Actuarial Assumptions and Other Inputs: The total OPEB liability in the September 30, 2023 actuarial assumptions and other inputs, applied to all period in the measurement, unless otherwise specified:

Inflation	2.25 percent
Salary increases	3.40 percent to 7.80 percent, including inflation
Discount rate	4.40 percent
Health care cost trend rates	Getzen Model, with trend starting at 6.00% for 2022 and gradually decreasing to an ultimate trend of 3.75%

The discount rate was based on an index rate for 20 year tax-exempt general obligation municipal bonds with an average AA credit rating or higher.

Mortality rates were taken from adjusted Pub-2010 mortality tables published by the Society of Actuaries with generational mortality improvements using Scale MP-2018. They are based on the results of a stateside experience study covering the period 2013 through 2018.

At September 30, 2023, the Authority reported a net OPEB liability of $106,976. The GASB 75 information has been provided as of the September 30, 2021 measurement date.

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The change in net OPEB liability for the year ended September 30, 2023 is as follows:

	Increase (Decrease) Net OPEB Liability Liability
Balance as of September 30, 2022	$ 122,548
Changes for the year:	
Service cost	4,602
Interest	2,121
Changes in assumptions	(17,266)
Benefit payments	(5,029)
Net Change in OPEB	(15,572)
Balance as of September 30, 2023	$ 106,976

Changes in assumptions and other inputs reflect a change in the discount rate from 2.19% as of September 30, 2022 to 4.40% as of September 30, 2023. The methods, assumptions, and participant data used are detailed in the actuarial valuation report the fiscal year ended September 30, 2021. These calculations are based in the Entry Age Normal cost method required by GASB 75.

Sensitivity of the Net OPEB Liability: The following table represents the Authority's total and net OPEB liability calculated using the discount rate of 4.40%, as well as what the Authority's net OPEB liability would be if it were calculated using a discount rate that is one percentage point lower (3.40%) or one percentage point higher (5.40%) than the current rate:

	1% Decrease (3.40%)	Discount Rate (4.40%)	1% Increase (5.40%)
Net OPEB liability	$ 116,677	$ 106,976	$ 98,446

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The following table represents the Authority's total and net OPEB liability calculated using the health care cost trend rate of 6.00% decreasing to 3.75%, as well as what the Authority's net OPEB liability would be if it were calculated using a health care cost trend rate that is one percentage point lower (5.00% decreasing to 2.75%) or one percentage point higher (7.00% decreasing to 4.75%) than the current rate:

	1% Decrease (5.00% decreasing to 2.75%)	Healthcare Cost Trend (6.00% decreasing to 3.75%)	1% Increase (7.00% decreasing to 4.75%)
Net OPEB liability	$ 99,769	$ 106,976	$ 115,522

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

For the fiscal year ended September 30, 2023, the Authority recognized OPEB expense of $3,600.

In addition, the Authority reported deferred outflows of resources and deferred inflows of resources related to the OPEB plan from the following sources:

Description	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	$ -	$ 8,266
Changes in assumptions and other inputs	10,757	17,412
Estimated benefits paid after the measurement date	5,036	-
Total	$ 15,793	$ 25,678

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The deferred outflows of resources related to OPEB, totaling $5,036 resulting from Authority contributions subsequent to the measurement date, will be recognized as a reduction of the net OPEB liability in the fiscal year ending September 30, 2023. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to the OPEB plan will be recognized in the expense as follows:

Fiscal Year Ending September 30,	
2024	$ (3,086)
2024	(2,873)
2026	(2,486)
2027	(1,358)
2028	(1,413)
Thereafter	(3,705)

NOTE 12: RELATED PARTY TRANSACTIONS

The Authority reimburses Escambia County for Pensacola Beach trolley services, which totaled $225,891 for the year ended September 30, 2023. In addition, the Authority pays Escambia County for its employees' workers' compensation insurance and health and life insurance. During the year ended September 30, 2023, the Authority expended $1,367 for workers' compensation insurance and $158,731 for health and life insurance. The Authority also reimbursed the County $206,000 for fire and rescue services during the year ended September 30, 2023. There were no amounts due to the County at September 30, 2023.

NOTE 13: COMMITMENTS AND CONTINGENCIES

Grants Contingencies

The Authority has received federal and state financial assistance for costs related to capital improvements and disaster assistance on Santa Rosa Island. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Authority. In the opinion of management, any such claims should not have a material adverse effect on the financial statements.

NOTE 13: COMMITMENTS AND CONTINGENCIES (Continued)

Windstorm

The insurance policy for windstorm coverage includes a deductible amount for named hurricane storms estimated at approximately $62,000. In addition, the Authority's windstorm policy is underwritten by the State of Florida's Citizens Property Insurance Corporation (Citizens). In the event Citizens incurs a deficit that exceeds the amount collected via regular premiums, an emergency assessment may be levied. The Authority may be required to pay substantially more in insurance premiums relating to the year for which the emergency assessment is levied.

Litigation

The Authority is involved in various lawsuits and claims incidental to the normal course of its operations. In the opinion of management, the ultimate liability, if any, resulting from such litigation will not materially affect the financial position or results of operations of the Authority.

NOTE 14: SUBSEQUENT EVENTS

In November 2023, the Board approved the purchase of two gasoline-powered trolleys totaling $475,284.

In January 2024, the Board approved a bid totaling $263,396 from a local vendor for the dune enhancement project.

SUPPLEMENTARY INFORMATION

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Changes in the Net OPEB Liability and Related Ratios
(Last 10 Fiscal Years)

September 30,	**2023**	**2022**	**2021**	**2020**	**2019**	**2018**
Total OPEB Liability:						
Service cost	$ 4,602	$ 4,855	$ 4,235	$ 4,966	$ 4,907	$ 5,051
Interest	2,121	2,416	2,473	3,628	3,195	2,814
Difference between expected and actual experience	-	(8,558)	-	(6,024)	-	-
Changes of assumptions and other inputs	(17,266)	14,927	1,327	(1,834)	(2,654)	(3,243)
Benefit payments	(5,029)	(5,511)	(4,819)	(4,755)	(4,358)	(3,565)
Net change in total OPEB liability	(15,572)	8,129	3,216	(4,019)	1,090	1,057
Total OPEB liability, beginning	122,548	114,419	111,203	115,222	114,132	113,075
Total OPEB liability, ending	$ 106,976	$ 122,548	$ 114,419	$ 111,203	$ 115,222	$ 114,132
Covered employee payroll	$ 788,566	$ 698,414	$ 698,414	$ 734,288	$ 665,479	$ 665,279
Net OPEB liability as a percentage of covered employee payroll	13.57%	17.55%	16.38%	15.14%	17.31%	17.16%

Note: Data was unavailable prior to 2018.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Proportionate Share of Net Pension Liability – Florida Retirement System (Last 10 Fiscal Years)

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Authority's proportion of the net pension liability (asset)	0.001601%	0.001711%	0.002135%	0.001797%	0.001892%	0.001833%	0.001811%	0.002740%	0.004716%	0.004534%
Authority's proportionate share of the net pension liability (asset)	$ 638,001	$ 636,661	$ 161,262	$ 779,064	$ 651,585	$ 552,053	$ 535,669	$ 691,797	$ 609,193	$ 276,640
Authority's covered - employee payroll	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Authority's proportionate share of the net pension liability (asset) as a percentage of its own covered-employee payroll	96.20%	96.20%	20.10%	117.46%	96.82%	86.87%	87.58%	98.73%	36.23%	16.85%
FRS Plan fiduciary net position as a percentage of the total pension liability	82.38%	82.89%	96.40%	78.85%	82.61%	84.26%	83.89%	84.88%	92.00%	96.09%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Contributions –
Florida Retirement System (Last 10 Fiscal Years)

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Contractually required contribution	$ 110,990	$ 89,445	$ 84,273	$ 69,448	$ 62,386	$ 61,341	$ 47,790	$ 60,147	$ 122,187	$ 113,898
Contributions in relation to the contractually required contribution	$ 110,990	89,445	84,273	69,448	62,386	61,341	47,790	60,147	122,187	113,898
Contribution deficiency (excess)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Authority's covered-employee payroll	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Contributions as a percentage of covered-employee payroll	16.7%	13.5%	10.5%	10.5%	9.3%	9.7%	7.8%	8.6%	7.3%	6.9%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Proportionate Share of Net Pension Liability – Health Insurance Subsidy Program (Last 10 Fiscal Years)

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Authority's proportion of the net pension liability (asset)	0.002100%	0.002044%	0.002094%	0.001974%	0.002070%	0.002027%	0.002066%	0.003198%	0.005492%	0.005467%
Authority's proportionate share of the net pension liability (asset)	$ 333,543	$ 216,519	$ 256,871	$ 241,000	$ 231,642	$ 214,524	$ 220,892	$ 372,749	$ 560,130	$ 511,138
Authority's covered - employee payroll	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Authority's proportionate share of the net pension liability (asset) as a percentage of its own covered-employee payroll	50.3%	32.7%	32.0%	36.3%	34.4%	33.8%	36.1%	53.2%	33.3%	31.1%
FRS Plan fiduciary net position as a percentage of the total pension liability	4.12%	4.81%	3.56%	3.00%	2.63%	2.15%	1.64%	0.97%	0.50%	0.99%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Contributions –
Health Insurance Subsidy Program (Last 10 Fiscal Years)

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Contractually required contribution	$ 17,975	$ 16,210	$ 16,774	$ 16,929	$ 15,691	$ 16,266	$ 13,538	$ 17,829	$ 25,197	$ 25,197
Contributions in relation to the contractually required contribution	$ 17,975	16,210	16,774	16,929	15,691	16,266	13,538	17,829	25,197	25,197
Contribution deficiency (excess)		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Authority's covered-employee payroll	$ 663,203	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Contributions as a percentage of covered-employee payroll	2.7%	2.4%	2.1%	2.6%	2.3%	2.6%	2.2%	2.5%	1.5%	1.5%

NOTE 1: OPEB PLAN

The actuarial methods and assumptions used to calculate the total OPEB liability are described in Note 11 to the financial statements.

The net OPEB liability amount presented for each fiscal year was determined as of September 30 measurement date prior to the fiscal year-end.

The schedule is intended to present ten years of data. Additional years of data will be presented as they become available.

The Authority has not presented a Schedule of Contributions since an actuarially determined contribution has not been calculated and there is no contractually or statutorily determined contribution applicable to the Authority.

NOTE 2: PENSION PLAN

The actuarial methods and assumptions used to calculate the total pension liability (asset) are described in Note 10 to the financial statements.

The net pension liability amounts presented for each fiscal year were determined as of the June 30 measurement date prior to the fiscal year-end.

HIS: The discount rate was modified to reflect the change in the value of the municipal bond index between GASB measurement dates. .

Chapter 2023-193, Laws of Florida (Senate Bill 7024), increased the level of monthly benefits from $5 times years of service to $7.50, with an increased minimum of $45 and a maximum of $225. This change applies to all years of service for both members currently receiving benefits and members not yet receiving benefits.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Operating Revenue and Expenses – Budget and Actual

For the year ended September 30, **2023**

	Actual (GAAP Basis)	Adjustment to Budgetary Basis	Actual (Budgetary Basis)	Budget	Variance Favorable (Unfavorable)
Operating revenue					
Lease fees					
Commercial	$ 4,964,389	$ -	$ 4,964,389	$ 3,256,737	$ 1,707,652
Residential	1,283,391	-	1,283,391	1,363,688	(80,297)
Interest income	10,392	-	10,392	-	10,392
Other operating revenue	81,846	-	81,846	-	81,846
Total operating revenue	6,340,018	-	6,340,018	4,620,425	1,719,593
Operating expenses					
Personal services	1,446,980	-	1,446,980	1,654,385	207,405
Contractual and professional services	799,000	-	799,000	926,362	127,362
Supplies	39,943	-	39,943	46,685	6,742
Utilities	46,556	-	46,556	57,520	10,964
Advertising and promotion	668,026	-	668,026	721,750	53,724
Capital outlay	712,172	146,868	859,040	1,478,500	619,460
Other operating expense	309,153	-	309,153	412,290	103,137
Total operating expenses before depreciation	4,021,830	146,868	4,168,698	5,297,492	1,128,794
Depreciation	56,380	(56,380)	-	-	-
Total operating expenses	4,078,210	90,488	4,168,698	5,297,492	1,128,794
Operating income (loss)	2,261,808	(90,488)	2,171,320	(677,067)	2,848,387
Non-operating revenue (expenses)					
Grant revenues	56,650	-	56,650	-	56,650
Grant project expenses	(113,300)	-	(113,300)	(1,000,000)	886,700
Payments to Escambia County - fire and rescue	(206,000)	-	(206,000)	(206,000)	-
Other income	(16,283)	-	(16,283)	30,000	(46,283)
Net non-operating revenue (expenses)	(278,933)	-	(278,933)	(1,176,000)	897,067
Change in net position	$ 1,982,875	$ (90,488)	$ 1,892,387	$ (1,853,067)	$ 3,745,454

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INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Supervisors
Santa Rosa Island Authority
Pensacola Beach, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities of Santa Rosa Island Authority (hereinafter referred to as the "Authority"), as of and for the year ended September 30, 2023, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements, and have issued our report thereon dated February 16, 2024.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Authority's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 16, 2024

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MANAGEMENT LETTER

To the Board of Directors and Chief Executive Officer
Santa Rosa Island Authority
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Santa Rosa Island Authority ("Authority") as of and for the fiscal year ended September 30, 2023, and have issued our report thereon dated February 16, 2024

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Florida Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Accountant's Report on an examination conducted in accordance with AICPA Professional Standards, AT-C 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated February 16, 2024, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. Corrective actions have been taken to address findings and recommendations made in the preceding financial audit report.

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. This information is disclosed in the notes to the financial statements.

Financial Condition and Management

Section 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, requires us to apply appropriate procedures and communicate the results of our determination as to whether or not the Authority met one or more conditions described in Section 218.503(1), Florida Statutes, and to identify the specific conditions met. In connection with our audit, we determined that the Authority did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Sections 10.554(1)(i)5.b. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Authority. It is management's responsibility to monitor Authority's financial condition, and our financial condition assessment was based in part on representation made by management and review of financial information provided by same.

Section 10.554(1)(i)2, Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Specific Information

As required by Section 218.39(3)(c), Florida Statutes, and Section 10.554(1)(i)6, Rules of the Auditor General, the Santa Rosa Island Authority reported:

a. The total number of authority employees compensated in the last pay period of the authority's fiscal year as 13.
b. The total number of independent contractors to whom nonemployee compensation was paid in the last month of the authority's fiscal year as 0.
c. All compensation earned by or awarded to employees, whether paid or accrued, regardless of contingency as $872,489.
d. All compensation earned by or awarded to nonemployee independent contractors, whether paid or accrued, regardless of contingency as $0
e. Each construction project with a total cost of at least $65,000 approved by the Authority that is scheduled to begin on or after October 1 of the fiscal year being reported, together with the total expenditures for such project as:
    - Baby Beach/Sharp Point Nourishment and Drainage Improvements Project - $456,698.
f. The Authority did not amend its final adopted budget under Section 189.016(6), Florida Statutes.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but warrants the attention of those charged with governance. In connection with our audit, we did not have any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 16, 2024

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INDEPENDENT ACCOUNTANT'S REPORT

To the Board Members and Chief Executive Officer
Santa Rosa Island Authority
Pensacola, Florida

We have examined Santa Rosa Island Authority's compliance with the requirements of Section 218.415, Florida Statutes, *Local Government Investment Policies*, during the year ended September 30, 2023. Management of the Authority is responsible for the Authority's compliance with the specified requirements. Our responsibility is to express an opinion on the Authority's compliance with the specified requirements based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standard require that we plan and perform the examination to obtain reasonable assurance about whether the Authority complied, in all material respects, with the specified requirement referenced above. An examination involves performing procedures to obtain evidence about whether the Authority complied with the specified requirements. The nature, timing and extent of the procedures selected depend on our judgment, including an assessment of the risks of material noncompliance, whether due to fraud or error. We believe that our examination provides a reasonable basis for our opinion.

We are required to be independent and to meet our other ethical responsibilities in accordance with relevant ethical requirements relating to the engagement.

Our examination does not provide a legal determination on the Authority's compliance with specified requirements.

In our opinion, the Authority complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2023.

This report is intended solely for the information and use of management and the State of Florida Auditor General and is not intended to be and should not be used by anyone other than these specified parties.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

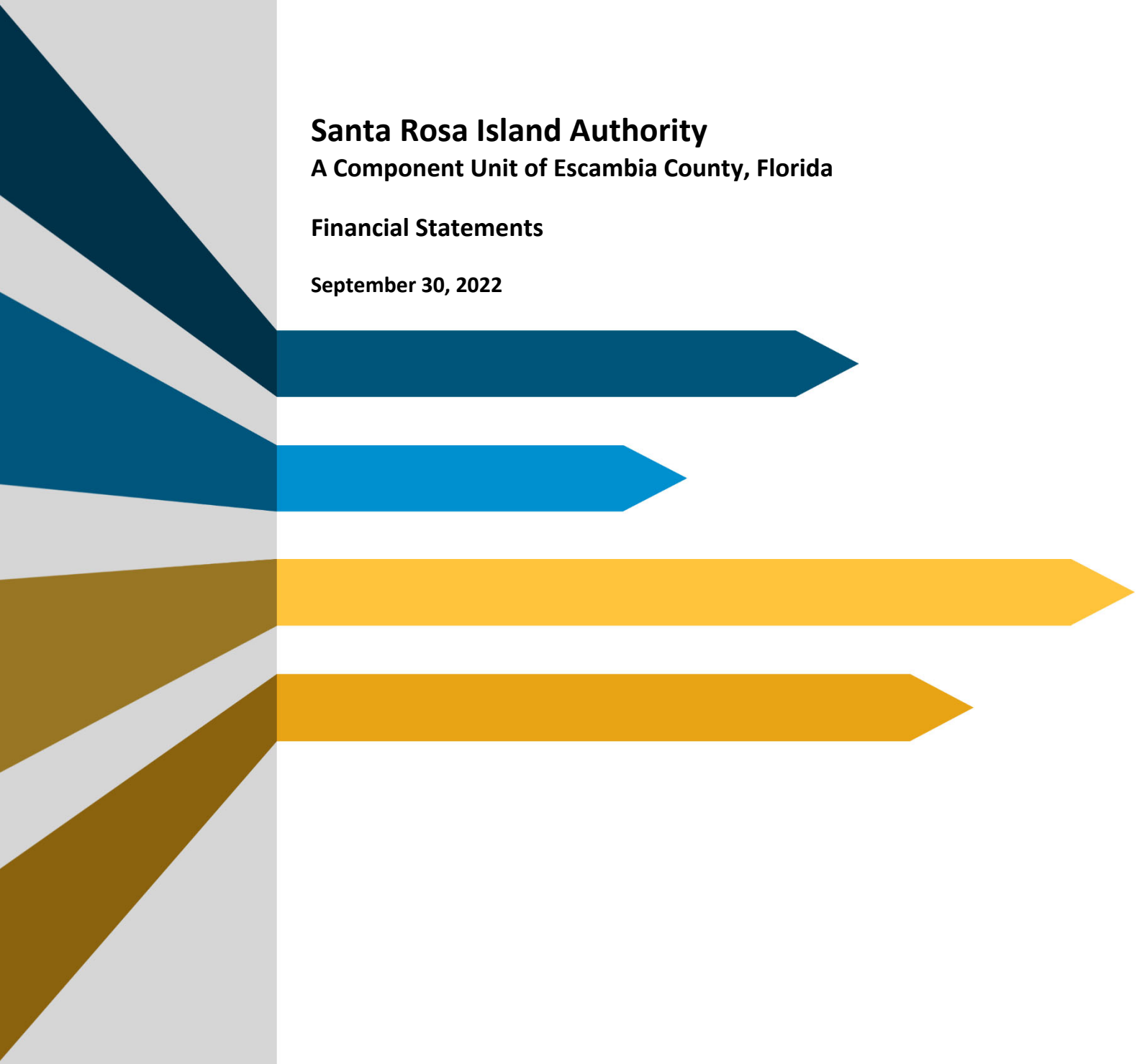
Miramar Beach, Florida
February 16, 2024

Santa Rosa Island Authority

A Component Unit of Escambia County, Florida

Financial Statements

September 30, 2022



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September 30, 2022

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INDEPENDENT AUDITORS' REPORT

To the Board Members and Chief Executive Officer
Santa Rosa Island Authority
Pensacola, Florida

Opinions

We have audited the accompanying financial statements of the business-type activities of Santa Rosa Island Authority, a component unit of Escambia County, Florida, (hereinafter referred to as "Authority"), as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the business-type activities of the Authority as of September 30, 2022, and the changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of Financial Statements section of our report. We are required to be independence of the Authority and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently know information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Schedule of Changes in Net OPEB Liability and Related Ratios, Schedules of Proportionate Share of Net Pension Liability, and Schedules of Contributions, as listed in the table of contents, be presented to supplement the financial statements. Such information, although not a part of the financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted

of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the financial statements, and other knowledge we obtained during our audit of the financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Management has omitted the Management Discussion and Analysis that accounting principles generally accepted in the United States of America requires to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. Our opinion on the basic financial statements is not affected by this missing information.

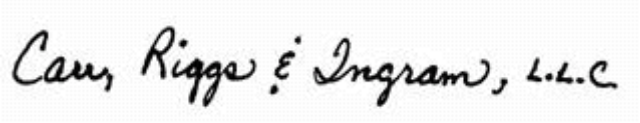
Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Authority's basic financial statements. The Schedule of Revenue and Expenses – Budget and Actual is presented for purposes of additional analysis and is not a required part of the basic financial statements.

The Schedule of Revenue and Expenses – Budget and Actual is the responsibility of management and was derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Schedule of Revenues and Expenses – Budget and Actual is fairly stated in all material respects in relation to the basic financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated February 17, 2023, on our consideration of the Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.



CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 17, 2023

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Net Position

September 30,		**2022**
Assets		
Current assets		
Cash and cash equivalents	$	3,888,520
Accounts receivable, net		504,364
Unbilled receivables		62,846
Due from other governments		24,500
Prepaid expenses		44,581
Total current assets		4,524,811
Noncurrent assets		
Capital funds contingency - cash		5,301,917
Cash and cash equivalents - restricted		1,744,994
Investments - unrestricted		546,716
Capital assets, net		508,150
Total noncurrent assets		8,101,777
Deferred outflows of resources		
Other post-employment benefits		19,750
Pension		277,702
Total deferred outflows of resources		297,452
Total assets and deferred outflows of resources	$	12,924,040

(continued)

September 30,		**2022**
Liabilities		
Current liabilities		
Accounts payable	$	240,985
Accrued payroll		24,790
Other accrued liabilities		44,712
Total current liabilities		310,487
Noncurrent liabilities		
Compensated absences		126,520
Net pension liability		853,180
Obligation for other postemployment benefits		122,548
Total noncurrent liabilities		1,102,248
Total liabilities		1,412,735
Deferred inflows of resources		
Deferred revenue		295,962
Other post-employment benefits		14,940
Pension		187,004
Deferred consideration fees		511,469
Total deferred inflows of resources		1,009,375
Net position		
Net investment in capital assets		508,150
Restricted for island improvements - Portofino		1,476,870
Restricted for Quietwater restoration - BP		175,379
Restricted for other		43,647
Unrestricted		8,297,884
Total net position		10,501,930
Total liabilities, deferred inflows of resources, and net position	$	12,924,040

The accompanying notes are an integral part of these financial statements.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Activities

For the year ended September 30,		**2022**
Operating revenue		
Lease fees		
Commercial	$	4,836,581
Residential		1,196,254
Interest income		11,790
Other operating revenue		153,558
Total operating revenue		6,198,183
Operating expenses		
Personal services		1,312,741
Contractual and professional services		414,753
Supplies		14,490
Utilities		42,767
Advertising and promotion		739,333
Capital outlay		402,612
Other operating expense		314,138
Total operating expenses before depreciation		3,240,834
Depreciation		46,334
Total operating expenses		3,287,168
Operating income		2,911,015
Non-operating revenue (expenses)		
Grant revenues		185,944
Grant project expenses		(212,594)
Payments to Escambia County - fire and rescue		(206,000)
Other income		84,103
Non-operating revenue (expenses), net		(148,547)
Change in net position		2,762,468
Net position, beginning of year		7,739,462
Net position, end of year	$	10,501,930

The accompanying notes are an integral part of these financial statements.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Statement of Cash Flows

For the year ended September 30,		**2022**
Operating activities		
Cash received from lessees	$	5,905,449
Other operating receipts		153,558
Payments to vendors		(2,029,183)
Payments to employees		(1,239,178)
Net cash provided by operating activities		2,790,646
Noncapital financing activities		
Payments to Escambia County		(206,000)
Receipts for other non-operating revenues		84,103
Net cash provided (used) by noncapital financing activities		(121,897)
Capital and related financing activities		
Cash received from other governments		325,299
Payments for other non-operating expenses		(298,083)
Net cash provided (used) by capital and related financing activities		27,216
Net change in cash and cash equivalents		2,695,965
Cash and cash equivalents, beginning of year		8,239,466
Cash and cash equivalents, end of year	$	10,935,431

(continued)

The accompanying notes are an integral part of these financial statements.

For the year ended September 30,		**2022**
Reconciliation of operating income to net cash provided by operating activities		
Operating income	$	2,911,015
Adjustments to reconcile operating income to net cash provided by operating activities:		
Depreciation		46,334
Other postemployment benefit obligation		(5,519)
Pension		(76,879)
Changes in operating assets and liabilities:		
Accounts and unbilled receivables		(139,176)
Prepaid expenses		(1,228)
Accounts payable		(81,414)
Accrued payroll		(27,911)
Other accrued liabilities		(25,174)
Compensated absences		37,417
Deferred revenue		166,869
Deferred consideration fees		(13,688)
Net cash provided by operating activities	$	2,790,646
Cash reconciliation		
Cash and cash equivalents	$	3,888,520
Capital funds contingency - cash		5,301,917
Cash and cash equivalents - restricted		1,744,994
Cash and cash equivalents, end of year	$	10,935,431

The accompanying notes are an integral part of these financial statements.

NOTE 1: ORGANIZATION

The Santa Rosa Island Authority ("Authority"), exists pursuant to the provisions of Chapter 24500, Laws of Florida, Special Acts of 1947, as amended. The Authority is the governing body of a portion of Santa Rosa Island and consists of five members appointed by the Board of County Commissioners of Escambia County, and one member elected by the leaseholders of Santa Rosa Island. The Authority has been constituted a body corporate and an agency of Escambia County and, accordingly, meets the criteria of a component unit and will be included in the Basic Financial Statements of Escambia County, Florida.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Authority maintains its books and records under the accrual method of accounting. Under this method, revenue is recognized when earned rather than when received, and related expenses are recognized when they are incurred rather than when paid. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

The Authority classifies fund equity into three components – net investment in capital assets; restricted; and unrestricted. These classifications are defined as follows:

Net investment in capital assets – This component of fund equity consists of capital assets, including restricted capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets. If there are significant unspent related debt proceeds at year-end, the portion of the debt attributable to the unspent proceeds is not included in the calculation of invested in capital assets, net of related debt. Rather, that portion of the debt is included in the same fund equity component as the unspent proceeds.

Restricted – This component of fund equity consists of constraints placed on fund equity imposed by creditors (such as through debt covenants), contributors, or laws or regulations of other governments, or constraints imposed by law through constitutional provisions or enabling legislation.

Unrestricted – This component of fund equity consists of fund equity that does not meet the definition of "restricted" or "net investment in capital assets".

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Authority is accounted for as an enterprise fund. Enterprise funds are used to account for operations (a) that are financed and operated in a manner similar to private business enterprises, where the intent of the governing body is that costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges; or (b) where the governing body has decided that periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance, public policy, management control, accountability, or other purposes. The Authority complies with generally accepted accounting principles (GAAP) and applies all relevant Governmental Accounting Standards Board (GASB) pronouncements.

Enterprise funds distinguish operating revenue and expenses from nonoperating items. Operating revenue and expenses generally result from providing services and producing and delivering goods in connection with an enterprise fund's principal ongoing operations. The principal operating revenue of the Authority are lease fees and related charges. Operating expenses of the Authority include personal services, contractual and professional services, supplies, utilities, advertising and promotion, capital outlay, other expenses and depreciation on capital assets. All revenue and expenses not meeting this definition are reported as nonoperating revenue and expenses.

Restricted Assets

Certain assets of the Authority are restricted for use by agreements with third-parties; therefore, they are not available to be used at management's discretion. These restrictions include assets restricted by outside parties for beach renourishment and certain capital improvements as further discussed in Note 7.

When both restricted and unrestricted resources are available for use, it is the Authority's policy to use restricted resources first, then unrestricted resources as they are needed.

General Budget Policies

Prior to the beginning of each fiscal year, the Executive Director submits an operating budget to the Authority Board. The budget includes proposed expenses necessary for operation of the Authority and estimated revenue available to finance those expenses. Once approved by the Authority Board, the budget is submitted for approval by the Board of County Commissioners of Escambia County. The legal level of budgetary control is by total expenditures. Any amendments that alter total expenditures must be approved by the Authority Board and the Board of County Commissioners of Escambia County. All appropriations lapse at year end.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The budget is prepared on a basis that differs from generally accepted accounting principles as follows:

A. The budget does not include a provision for depreciation expense or for gain or loss from disposal of capital assets.

B. The budget includes a provision for capital outlay, which is not included in the results of operations under generally accepted accounting principles, except for certain non-capital items expensed by the Authority. These non-capital items include dredging, renourishment and improvements to property not owned by the Authority.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Authority considers all highly liquid debt instruments with a maturity of three months or less when purchased to be cash equivalents, excluding investments in the Local Government Surplus Funds Trust Fund Investment Pool.

Capital Assets

Capital assets are defined by the Authority as assets with an initial/individual cost of more than $1,000 and an estimated useful life in excess of two years. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend asset lives are not capitalized. Major outlays for capital assets and improvements are capitalized as projects are constructed.

Upon being placed into service, property, plant and equipment of the Authority are depreciated using the straight-line method over the estimated useful lives. Estimated useful lives for financial reporting purposes are as follows: transportation equipment, maintenance equipment, office equipment and miscellaneous: 3 – 10 years; and buildings and shelters: 10 – 40 years.

Compensated Absences

It is the Authority's policy to permit employees to accumulate a limited amount of earned but unused annual leave and, for those employees who have achieved retirement age or are entitled under a negotiated contract, a limited amount of earned but unused sick leave. Accordingly, the Authority records an accrual for earned but unused annual leave and sick leave.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Lease Fees

Lease fees, including consideration fees, are generally recognized as income over the lease term as it becomes due according to the provisions of the lease. Lease fees received but not yet earned according to the provisions of the lease are recorded as deferred revenue. The Authority has agreed to bill certain lease fees quarterly or monthly even though the full amount is due at the beginning of the renewal year. Amounts due from year-end through the lease renewal date are reflected as unbilled receivables on the accompanying Statement of Net Position.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Deferred Outflows/Inflows of Resources

In addition to assets, the statement of net position will sometimes include a separate section for deferred outflows of resources. This separate financial statement element, *deferred outflows of resources,* represents a consumption of net position that applies to a future period(s) and so will not be recognized as an outflow of resources (expense/expenditure) until then. The items that qualify for reporting in this category are the items related to the pension and OPEB amounts reported in the Statement of Net Position. The deferred outflows of resources related to pension and OPEB amounts result generally from changes between the expected and actual experience of the pension and OPEB plans.

In addition to liabilities, the statement of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, *deferred inflows of resources,* represents an acquisition of net position that applies to a future period(s) and so will not be recognized as an inflow of resources (revenue) until that time. The Authority has four items, deferred revenue, deferred consideration fees, and pension and OPEB amounts, which qualify for reporting in this category. Deferred revenue and deferred consideration fees result from the collection of revenues in advance of the year for which they are due. The deferred inflows of resources related to pension and OPEB amounts result generally from changes between the expected and actual experience of the pension and OPEB plans.

Other Post-Employment Benefits

The Authority utilizes uniform reporting standards for other postemployment benefit (OPEB) expense and related liabilities, note disclosures, and required supplementary information (RSI) in annual financial reports of governmental entities. See Note 11 for a description of the OPEB expenses and liabilities.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Subsequent Events

Management has evaluated subsequent events through the date that the financial statements were available to be issued, February 17, 2023, and determined there were no events that occurred that required disclosure. No subsequent events occurring after this date have been evaluated for inclusion in these consolidated financial statements.

NOTE 3: CASH AND INVESTMENTS

The Authority maintains deposits with "Qualified Public Depositories" as defined in Chapter 280, Florida Statutes. All Qualified Public Depositories must place with the Treasurer of the State of Florida securities in accordance with collateral requirements determined by the State's Chief Financial Officer. In the event of default by a Qualified Public Depository, the State Treasurer will pay public depositors all losses. Losses in excess of insurance and collateral will be paid through assessments between all Qualified Public Depositories.

Under this method, all of the Authority's deposits are fully insured or collateralized at the highest level of security as defined by GASB, Statement Number 40*, Deposits and Investment Disclosures (An Amendment of GASB, Statement Number 3).*

The Authority is authorized to invest in financial instruments as established by Section 218.415, Florida Statutes. The authorized investments include among others direct obligations of the U.S. Treasury; the Local Government Surplus Funds Trust Fund as created by Section 218.405, Florida Statutes; SEC registered money market funds with the highest credit quality rating from a nationally recognized rating agency; and interest-bearing time deposits or savings accounts in authorized financial institutions.

In accordance with GAAP, certificate of deposits are considered a nonparticipating interest-earning investment contract and is appropriately reported in the financial statements at cost.

The following is a summary of the Authority's investments:

September 30,	**2022**	**Credit Risk**	**Maturities**
Certificate of deposit	$ 546,716	not rated	03/20/23

NOTE 3: CASH AND INVESTMENTS (Continued)

Concentration risk – The Authority places no limit on the amount the Authority may invest in any one issuer.

Interest rate risk –The Authority does not have a formal policy for addressing interest rate risk; however, investments are made with discretion to seek reasonable returns, preserve capital, and in general, avoid speculative investments. The Authority manages its exposure to declines in fair values from interest rate changes by reviewing the portfolio on an ongoing basis for changes in effective yield rates.

Custodial credit risk – For an investment, custodial credit risk is the risk that the Authority will not be able to recover the value of the investments or collateral securities that are in the possession of an outside party. The Authority has no formal policy for custodial risk. None of the investments listed above are exposed to custodial credit risk because their existence is not evidenced by securities that exist in physical or book entry form.

NOTE 4: CAPITAL ASSETS

The following is a summary of changes in the capital assets for the year ended September 30, 2022:

September 30,	**2021**	**Additions**	**Transfers and Retirements**	**2022**
Other capital assets:				
Buildings	$ 1,064,609	$ -	$ -	$ 1,064,609
Other improvements	71,214	-	-	71,214
Equipment	210,767	-	-	210,767
Total other capital assets	1,346,590	-	-	1,346,590
Less accumulated depreciation for:				
Buildings	(617,806)	(22,127)	-	(639,933)
Other improvements	(21,046)	(19,409)	-	(40,455)
Equipment	(153,254)	(4,798)		(158,052)
Total other capital assets	(792,106)	(46,334)	-	(838,440)
Total capital assets, net	$ 554,484	$ (46,334)	$ -	$ 508,150

NOTE 5: LONG-TERM LIABILITIES

The Authority has a compensated absence liability for unpaid leave.

Changes in long-term liabilities were as follows:

September 30,	2021	Additions	Reductions	2022	Amount Due Within One Year
Compensated absences	$ 89,103	$ 37,417	$ -	$ 126,520	$ -
	$ 89,103	$ 37,417	$ -	$ 126,520	$ -

NOTE 6: LEASING ACTIVITIES

Substantially all of the Authority's revenue is derived from leasing activities. The Authority leases the land of Santa Rosa Island to residents and businesses on the Island but does not convey ownership. The Authority's policy is to report all leases as operating leases since the land of the island is not recorded as an asset on the financial statements and the leases do not meet the criteria of a capital lease.

Most residential and many commercial leases are for a period of 99 years. Many of these 99-year leases have options to renew for another 99-year term. Some leases, particularly those for restaurants and concessions, are generally for a shorter period. Each lease provides that any construction on the premises must be performed within an established length of time, and detailed plans and specifications must be approved by the Authority before a building permit is issued. Failure to pay any rentals due or failure to comply with any other covenants of the lease constitutes a violation under the terms of the lease and the Authority may repossess the land and the improvements after required notice if the lessee fails to correct the default.

Certain leases have a provision that allows for an increase in minimum lease fees every five years in proportion to the consumer price index (CPI). No increases, however, have occurred since fiscal year 2010. In 2021, the Authority's Board approved a total increase of 7.7% for the lease years from 2021 – 2025. The anticipated increases are as follows: 2021: 0%, 2022: 1.7%, and 2023-2025: 2%.

NOTE 6: LEASING ACTIVITIES (Continued)

The following is a schedule of estimated future minimum rentals to be received under these leases for the periods ending September 30.

2023	$ 1,852,371
2024	1,852,371
2025	1,852,371
2026	1,852,371
2027	1,852,371

The following is a schedule of the number of residential and commercial leaseholders as of:

September 30,	2022
Residential	3,889
Commerical	140

NOTE 7: RESTRICTED NET POSITION

Restricted net position is comprised of two primary components: Portofino island improvement funds and certain claim proceeds related to the BP oil spill. The Portofino restricted funds are derived from a portion of the Portofino lease and must be used for future Island improvements. As of September 30, 2022, the restricted Portofino funds equal $1,476,870.

The Authority also considers certain funds received from BP in prior years relating to the Deepwater Horizon Oil Spill as restricted for the restoration of the Quietwater Beach area. These amounts total $175,379 at September 30, 2022.

The Authority also has certain funds set aside for maintaining Sabine Park and paying mitigation expenses. The other restricted balances totaled $43,647 at September 30, 2022.

In addition to restricted net position, the Authority has also designated certain unrestricted net asset amounts for future contingencies and beach renourishment. These amounts total $5,301,917 as of September 30, 2022 and are included in unrestricted net position on the accompanying Statement of Net Position. At September 30, 2022, the Authority's unrestricted, undesignated net position totals approximately $3.4 million.

NOTE 8: RISK MANAGEMENT

The Authority is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. The Authority has established a self-insurance program to cover its risk of loss related to general liability claims and natural disasters. As of September 30, 2022, the Authority has set aside $1,121,089 in contingency funds to cover any claims that may be filed or other emergencies for which cash flow, particularly in off-seasons, might not be sufficient to cover. This amount is included in the designated net position amount identified in Note 7.

The sovereign immunity limits of the State of Florida restrict general liability claims to $100,000. General liability claims above $100,000 would have to be approved by the State Legislature. The Authority participates in the Escambia County self-insurance program to cover its risks of loss related to workers' compensation claims. The Authority pays an annual premium to the program for its coverage. Details of this self-insurance program can be found in the Escambia County, Florida Comprehensive Annual Financial Report. The Authority continues to carry commercial insurance for risks of loss, including property insurance. Settled claims resulting from these risks have not exceeded commercial insurance coverage in any of the past three fiscal years.

NOTE 9: FEDERAL AND STATE GRANT PROJECTS

The Authority has entered into various grant agreements with the Federal Emergency Management Agency to fund the elevation of certain properties on Santa Rosa Island. The total of the award agreements approximates $3.3 million. During 2022, the Authority incurred approximately $160,000 of expenses related to this program.

The Authority has been awarded grant funds from the State of Florida for beach re-nourishment and restoration and preservation projects as well as for projects and enhancements benefiting Santa Rosa Island. The maximum amount to be received under the two grants is $125,000. The grants require a match of $125,000. During 2022, the Authority incurred approximately $51,000 of expenses related to this program.

Revenue recognized under these federal and state grants totaled $185,944 for the year ended September 30, 2022.

NOTE 10: PENSION PLAN

Essentially all regular employees of the Authority are covered by the Florida Retirement System Pension Plan and Retiree Health Insurance Subsidy Program.

NOTE 10: PENSION PLAN (Continued)

Plan Descriptions, Membership and Plan Benefits, and Contribution Requirements

Plan Descriptions

The Florida Retirement System (FRS) is a cost-sharing, multiple-employer retirement system. The FRS was created in Chapter 121, Florida Statutes, to provide a defined benefit pension plan for participating public employees. The FRS was amended in 1998 to add the Deferred Retirement Option Program (DROP) under the defined benefit plan, and amended in 2000 to provide a defined contribution plan alternative to the defined benefit plan for FRS members effective July 1, 2002. This integrated defined contribution pension plan is the FRS Investment Plan (INV). Chapter 112, Florida Statutes, established the Retiree Health Insurance Subsidy (HIS) Program, a cost-sharing multiple-employer defined benefit pension plan, to assist retired members of any state-administered retirement system in paying the costs of health insurance.

The FRS, HIS, and INV are administered by the Florida Department of Management Services, Division of Retirement. Provisions relating to FRS are established by Chapters 121 and 122, Florida Statutes; Chapter 112 Part IV, Florida Statutes; Chapter 238, Florida Statutes; and FRS Rules, Chapter 60S, Florida Administrative Code. The Florida Legislature has the authority to establish and amend retirement legislation and related bills of significance to members of the FRS and HIS plans (including benefit terms and contribution rates). Passed bills are presented to the Governor of Florida and approved before they may be enacted into law.

The FRS, HIS, and INV financial information is included in the Florida Retirement System (System) Pension Plan and Other State Administered Systems Annual Comprehensive Financial Report (ACFR). The System ACFR, including audited financial information to support the Schedules of Employer Allocations and Schedules of Pension Amounts by Employer, are available online at http://www.dms.myflorida.com/workforce_operations/retirement/publications.

The System CAFR and actuarial reports may also be obtained by contacting the Division of Retirement by mail or phone at:

Division of Management Services
Division of Retirement
Bureau of Research and Member Contributions
P.O. Box 9000
Tallahassee, FL 32315-9000
850-907-6500 or toll-free 844-377-1888

NOTE 10: PENSION PLAN (Continued)

Membership and Plan Benefits - FRS

The FRS has several classes of membership applicable to the Authority, including regular class, senior management and DROP. Employees enrolled in the FRS prior to July 1, 2011, vest at six years of creditable service and are eligible for normal retirement benefits at age 62 or at any age after 30 years of service. Employees enrolled in the Plan on or after July 1, 2011, vest at eight years of creditable service and are eligible for normal retirement benefits at age 65 or any time after 33 years of creditable service. Retirees receive a lifetime pension benefit with joint and survivor payment options. The FRS also includes an early retirement provision, but imposes a penalty for each year a member retires before the normal retirement date. Benefits are computed on the basis of age, average final compensation, creditable years of service, and accrual value by membership class.

As provided in Section 121.101, Florida Statutes, if the member is initially enrolled in the FRS before July 1, 2011, and all service credit was accrued before July 1, 2011, the annual cost-of-living adjustment is 3 percent per year. If the member is initially enrolled before July 1, 2011, and has service credit on or after July 1, 2011, there is an individually calculated cost-of-living adjustment. The annual cost-of-living adjustment is a proportion of 3 percent determined by dividing the sum of the pre-July 2011 service credit by the total service credit at retirement multiplied by 3 percent. Plan members initially enrolled on or after July 1, 2011, will not have a cost-of-living adjustment after retirement.

A DROP was established effective July 1, 1998, subject to provisions of Section 121.091, Florida Statutes. It permits employees eligible for normal retirement under the FRS to defer receipt of monthly benefit payments while continuing employment with an FRS participating employer. An employee may participate in DROP for a period not to exceed 60 months after electing to participate, except certain instructional personnel may participate for up to 96 months. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest. The net pension liability does not include amounts for DROP participants, as these members are considered retired and are not accruing additional pension benefits.

Membership and Plan Benefits - HIS

HIS membership is available to all members within the FRS plan. The benefit is a monthly payment to assist retirees of State-administered retirement systems in paying their health insurance costs. Eligible retirees and beneficiaries received a monthly HIS payment equal to the number of years of service credited at retirement multiplied by $5. The minimum payment is $30 and the maximum payment is $150 per month, pursuant to Section 112.363, Florida Statutes. To be eligible to receive a HIS benefit, a retiree under a State administered retirement system must provide proof of eligible health insurance coverage, which can include Medicare.

NOTE 10: PENSION PLAN (Continued)

Contribution Requirements

Employer contributions rates are actuarially recommended but set, and may be amended, by the Florida Legislature. These rates are a percentage of covered payroll. The FRS and HIS contribution rates were as follows:

	Employee Required Contribution	Employer Required Contribution	Total Required Contribution
Regular employees:			
October 1, 2021 through June 30, 2022	3.00%	10.82%	13.82%
July 1, 2022 through September 30, 2022	3.00%	11.91%	14.91%
Employees in the Deferred Retirement Option Program (DROP):			
October 1, 2021 through June 30, 2022	n/a	18.34%	18.34%
July 1, 2022 through September 30, 2022	n/a	18.60%	18.60%
Senior Management Service Class (SMSC):			
October 1, 2021 through June 30, 2022	3.00%	29.01%	32.01%
July 1, 2022 through September 30, 2022	3.00%	31.57%	34.57%

Employer rates include 1.66 percent for the HIS program. In addition, regular employees are required to contribute an amount equal to 3% of their salary as retirement contributions. Members participating in the DROP are not required to make 3 percent contributions. The Authority's contributions to the Plan totaled $105,655 for the year ended September 30, 2022.

FRS and HIS Significant Assumptions and Rate of Return

Basis of Accounting

Information about the FRS and HIS assets, deferred outflows of resources, liabilities, deferred inflows of resources, and fiduciary net position can be found in the System ACFR. The System ACFR is available online or can be obtained as mentioned previously The FRS and HIS fiduciary net position and additions to/deductions from the fiduciary net position have been determined based on the System's records, which utilize the flow of economic resources measurement focus and accrual basis of accounting. For this purpose, benefit payments (including refund of employee contributions) are recognized when due and payable. Investments are reported at fair value. Contributions are recognized as revenue when due, pursuant to statutory and contractual requirements. There have been no significant changes since the publication of the System ACFR.

NOTE 10: PENSION PLAN (Continued)

Actuarial Methods and Assumptions

Actuarial assumptions for both the FRS and HIS are reviewed annually by the Florida Retirement System Actuarial Assumptions Conference. The FRS has a valuation performed annually and the HIS has a valuation performed biennially that is updated for GASB reporting in the year a valuation is not performed. The most recent experience study for the FRS was completed in 2019 for the period July 1, 2013 through June 30, 2018. Because the HIS is funded on a pay-as-you-go basis, no experience study has been completed.

The total pension liability for the FRS and HIS was determined by an actuarial valuation as of July 1, 2022, using the individual entry age normal actuarial cost method. Inflation increases for both plans is assumed at 2.4 percent. Payroll growth for both plans is assumed at 3.25 percent. Mortality assumptions for both the FRS Pension Plan and the HIS program were based on the PUB-2010 base table. Both the discount rate and long-term expected rate of return used for FRS investments is 6.7 percent. The FRS fiduciary net position was projected to be available to make all projected future benefit payments of current active and inactive employees; therefore, the discount rate for calculating the total pension liability is equal to the long-term expected rate of return. Because the HIS program uses a pay-as-you-go funding structure, a municipal bond rate of 3.54 percent was used to determine its total pension liability.

In October 2018, the Actuarial Assumptions Conference adopted the Bond Buyer General Obligation 20-Bond Municipal Bond Index as the applicable municipal bond index. As of June 30, 2022, the municipal rate used by HIS decreased from 2.16 percent to 3.54 percent.

Long-Term Rate of Return

To develop an analytical basis for the selection of the long-term expected rate of return assumption, in October 2022 the FRS Actuarial Assumption Conference reviewed assumptions by Milliman's Capital Markets assumption team and Aon Hewitt Investment Consulting. Each asset class assumption is based on a consistent set of underlying assumptions, and includes an adjustment for the inflation assumption. These assumptions are not based on historical returns, but instead are based on a forward-looking capital market economic model.

NOTE 10: PENSION PLAN (Continued)

The target allocation and best estimates of arithmetic real rates of return for each major asset class are summarized in the following table:

Asset Class	Target Allocation	Annual Arithmetic Return
Cash	1.00%	2.6%
Fixed Income	19.80%	4.4%
Global Equity	54.00%	8.8%
Real Estate (Property)	10.30%	7.4%
Private Equity	11.10%	12.0%
Strategic Investments	3.80%	6.2%
Total	100.00%	

The HIS is essentially funded on a pay-as-you-go basis. As such, there is no assumption for a long-term expected rate of return on a portfolio, no assumptions for cash flows into and out of the plan, or assumed asset allocation.

District's Share of Net Pension Liability

Employers participating in the FRS and HIS were provided pension allocation schedules for use in recording their proportionate share of the FRS and HIS net pension liability (NPL), deferred outflows of resources, deferred inflows of resources, and pension expense at measurement date June 30, 2022. The underlying financial information used to prepare the pension allocation schedules is based on the same basis as mentioned previously.

At September 30, 2022, the Authority reported a liability of $853,180 for its proportionate share of the net pension liability of the FRS and HIS. The net pension liability was measured as of June 30, 2022, respectively, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of July 1, 2022.

The Authority's proportionate share was calculated using the retirement contributions for employees that were members of the FRS and HIS during the measurement year ended June 30, 2022. The aggregate employer contribution amounts for the fiscal year ended June 30, 2022, in the pension allocation schedules agree to the total employer contribution amounts reported in the System CAFR.

For the year ended September 30, 2022, the Authority recognized pension expense (recovery) of $58,814 related to the FRS and $(31,178) related to the HIS.

NOTE 10: PENSION PLAN (Continued)

At September 30, 2022, the Authority reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

September 30, 2022				
	FRS		HIS	
Description	Def Outflows	Def Inflows	Def Outflows	Def Inflows
Differences between expected and actual experience	$ 30,238	$ -	$ 6,572	$ 953
Changes of assumptions	78,408	-	12,411	33,495
Net difference between projected and actual investment earnings	42,039	-	313	-
Changes in proportion	73,773	115,984	11,186	36,572
Authority contributions subsequent to the measurement date	19,303	-	3,459	-
Total	$ 243,761	$ 115,984	$ 33,941	$ 71,020

Deferred outflows of resources of $22,762 are reported by the Authority for employer contributions subsequent to the measurement date and will be recognized as a reduction of the net pension liability in the fiscal year ended September 30, 2023. Deferred outflows of resources of $19,169 for the year ended September 30, 2021, were recognized as a reduction of the net pension liability in the fiscal year ended September 30, 2022.

Other amounts reported as deferred outflows of resources and inflows of resources related to pensions will be recognized as pension expense as follows:

Fiscal Year Ending September 30,	FRS	HIS	Net
2023	$ 23,190	$ (25,253)	$ (2,063)
2024	9,131	(5,207)	3,924
2025	(17,882)	(609)	(18,491)
2026	98,880	(2,085)	96,795
2027	(4,845)	(4,935)	(9,780)
Thereafter	-	(2,449)	(2,449)

NOTE 10: PENSION PLAN (Continued)

The following table presents information on the Authority's proportionate share of the FRS and HIS.

	FRS	HIS	Total
Proportionate Share of Net Pension:			
September 30, 2019	$ 636,661	$ 216,519	$ 853,180
Authority's proportion at September 30, 2020	0.001711%	0.002044%	

Discount Rate Sensitivity Analysis

The following tables demonstrate the sensitivity of the Authority's proportionate share of the net pension liability to changes in the discount rate. The sensitivity analysis shows the impact if the discount rate was 1 percent higher or 1 percent lower than the current discount rate at September 30, 2022.

FRS Net Pension Liability			HIS Net Pension Liability		
	Current			Current	
1% Decrease	Discount Rate	1% Increase	1% Decrease	Discount Rate	1% Increase
5.70%	6.70%	7.70%	2.54%	3.54%	4.54%
$ 1,101,062	$ 636,661	$ 248,367	$ 247,716	$ 216,519	$ 190,705

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS

Plan Description: The Authority participates in the benefit plans and programs of Escambia County, Florida (the "County"). Pursuant to Section 112.0801 Florida Statutes, the Authority is required to provide eligible retirees (as defined in the County's pension plans) the opportunity to participate in this Plan at the same cost that is applicable to active employees. Eligible retirees must be drawing an immediate benefit from their respective pension plan and be enrolled in medical coverage prior to retirement. Surviving spouses of participants are allowed access to the Plan but must pay the full premium. Benefit provisions for the Plan were established by the County's Board of Directors and may only be amended by the County's Board of Directors. The County does not issue stand-alone financial statements for this Plan. All financial information related to the Plan is accounted for in the County's basic financial statements.

Funding Policy: The Authority is funding the post employee benefits on a pay-as-you-go basis. Contribution rates for the Plan are established by the County annually. For the fiscal year ended September 30, 2022, the Authority contributed approximately $5,000. Blended premium rates for active and retired employees combined provide an implicit subsidy for retirees because on actual basis, their current and future claims are expected to result in higher costs to the Plan than those of active employees. The current year contribution represents an estimate of this implied subsidy.

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

Plan Membership: At October 1, 2022, OPEB membership consisted of the following:

	SRIA
Inactive members currently receiving benefits	8
Active members	12
Total	20

The Authority's covered payroll constituted approximately 0.81%, for the year ended September 30, 2022 of the total payroll costs for all entities included in the actuarial calculation. Accordingly, the County has allocated approximately 0.81% of the actuarially calculated amounts to the Authority in fiscal year 2022.

Actuarial Assumptions and Other Inputs: The total OPEB liability in the September 30, 2022 actuarial assumptions and other inputs, applied to all period in the measurement, unless otherwise specified:

Inflation	2.25 percent
Salary increases	3.40 percent to 7.80 percent, including inflation
Discount rate	2.19 percent
Health care cost trend rates	Getzen Model, with trend starting at 6.00% for 2022 and gradually decreasing to an ultimate trend of 3.75%

The discount rate was based on an index rate for 20 year tax-exempt general obligation municipal bonds with an average AA credit rating or higher.

Mortality rates were taken from adjusted Pub-2010 mortality tables published by the Society of Actuaries with generational mortality improvements using Scale MP-2018. They are based on the results of a stateside experience study covering the period 2013 through 2018.

At September 30, 2022, the Authority reported a net OPEB liability of $122,548. The GASB 75 information has been provided as of the September 30, 2021 measurement date.

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The change in net OPEB liability for the year ended September 30, 2022 is as follows:

	Increase (Decrease) Net OPEB Liability Liability
Balance as of September 30, 2021	$ 114,419
Changes for the year:	
Service cost	4,855
Interest	2,416
Difference between expected & actual experience	(8,558)
Changes in assumptions	14,927
Benefit payments	(5,511)
Net Change in OPEB	8,129
Balance as of September 30, 2022	$ 122,548

Changes in assumptions and other inputs reflect a change in the discount rate from 2.41% as of September 30, 2021 to 2.19% as of September 30, 2022. The methods, assumptions, and participant data used are detailed in the actuarial valuation report the fiscal year ended September 30, 2021. These calculations are based in the Entry Age Normal cost method required by GASB 75.

Sensitivity of the Net OPEB Liability: The following table represents the Authority's total and net OPEB liability calculated using the discount rate of 2.19%, as well as what the Authority's net OPEB liability would be if it were calculated using a discount rate that is one percentage point lower (1.19%) or one percentage point higher (3.19%) than the current rate:

	1% Decrease (1.19%)	Discount Rate (2.19%)	1% Increase (3.19%)
Net OPEB liability	$ 135,008	$ 122,548	$ 111,718

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The following table represents the Authority's total and net OPEB liability calculated using the health care cost trend rate of 6.50% decreasing to 3.75%, as well as what the Authority's net OPEB liability would be if it were calculated using a health care cost trend rate that is one percentage point lower (5.50% decreasing to 2.75%) or one percentage point higher than the current rate:

	1% Decrease (5.50% decreasing to 2.75%)	Healthcare Cost Trend (6.50% decreasing to 3.75%)	1% Increase (7.50% decreasing to 4.75%)
Net OPEB liability	$ 114,783	$ 122,548	$ 131,846

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

For the fiscal year ended September 30, 2022, the Authority recognized OPEB expense of $6,200.

In addition, the Authority reported deferred outflows of resources and deferred inflows of resources related to the OPEB plan from the following sources:

Description	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	$ -	$ 11,240
Changes in assumptions and other inputs	14,109	3,700
Estimated benefits paid after the measurement date	5,641	-
Total	$ 19,750	$ 14,940

NOTE 11: OTHER POST-EMPLOYMENT BENEFITS (Continued)

The deferred outflows of resources related to OPEB, totaling $5,641 resulting from Authority contributions subsequent to the measurement date, will be recognized as a reduction of the net OPEB liability in the fiscal year ending September 30, 2023. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to the OPEB plan will be recognized in the expense as follows:

Fiscal Year Ending September 30,	
2022	$ (1,071)
2023	(1,071)
2024	(832)
2025	(398)
2026	868
Thereafter	1,673

NOTE 12: RELATED PARTY TRANSACTIONS

The Authority reimburses Escambia County for Pensacola Beach trolley services, which totaled $219,858 for the year ended September 30, 2022. In addition, the Authority pays Escambia County for its employees' workers' compensation insurance and health and life insurance. During the year ended September 30, 2022, the Authority expended $1,196 for workers' compensation insurance and $132,714 for health and life insurance. The Authority also reimbursed the County $206,000 for fire and rescue services during the year ended September 30, 2022. There were no amounts due to the County at September 30, 2022.

NOTE 13: COMMITMENTS AND CONTINGENCIES

Grants Contingencies

The Authority has received federal and state financial assistance for costs related to capital improvements and disaster assistance on Santa Rosa Island. The disbursement of funds received under these programs is subject to review and audit by grantor agencies. Any disbursements disallowed by these agencies could become a liability of the Authority. In the opinion of management, any such claims should not have a material adverse effect on the financial statements.

NOTE 13: COMMITMENTS AND CONTINGENCIES (Continued)

Windstorm

The insurance policy for windstorm coverage includes a deductible amount for named hurricane storms estimated at approximately $60,000. In addition, the Authority's windstorm policy is underwritten by the State of Florida's Citizens Property Insurance Corporation (Citizens). In the event Citizens incurs a deficit that exceeds the amount collected via regular premiums, an emergency assessment may be levied. The Authority may be required to pay substantially more in insurance premiums relating to the year for which the emergency assessment is levied.

Litigation

The Authority is involved in various lawsuits and claims incidental to the normal course of its operations. In the opinion of management, the ultimate liability, if any, resulting from such litigation will not materially affect the financial position or results of operations of the Authority.

Supplementary Information

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Changes in the Net OPEB Liability and Related Ratios
(Last 10 Fiscal Years)

September 30,	2022	2021	2020	2019	2018
Total OPEB Liability:					
Service cost	$ 4,855	$ 4,235	$ 4,966	$ 4,907	$ 5,051
Interest	2,416	2,473	3,628	3,195	2,814
Difference between expected and actual experience	(8,558)	-	(6,024)	-	-
Changes of assumptions and other inputs	14,927	1,327	(1,834)	(2,654)	(3,243)
Benefit payments	(5,511)	(4,819)	(4,755)	(4,358)	(3,565)
Net change in total OPEB liability	8,129	3,216	(4,019)	1,090	1,057
Total OPEB liability, beginning	114,419	111,203	115,222	114,132	113,075
Total OPEB liability, ending	$ 122,548	$ 114,419	$ 111,203	$ 115,222	$ 114,132
Covered employee payroll	$ 698,414	$ 698,414	$ 734,288	$ 665,479	$ 665,279
Net OPEB liability as a percentage of covered employee payroll	17.55%	16.38%	15.14%	17.31%	17.16%

Note: Data was unavailable prior to 2018.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Proportionate Share of Net Pension Liability – Florida Retirement System (Last 10 Fiscal Years)

	2022	2021	2020	2019	2018	2017	2016	2015	2014
Authority's proportion of the net pension liability (asset)	0.001711%	0.002135%	0.001797%	0.001892%	0.001833%	0.001811%	0.002740%	0.004716%	0.004534%
Authority's proportionate share of the net pension liability (asset)	$ 636,661	$ 161,262	$ 779,064	$ 651,585	$ 552,053	$ 535,669	$ 691,797	$ 609,193	$ 276,640
Authority's covered - employee payroll	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Authority's proportionate share of the net pension liability (asset) as a percentage of its own covered-employee payroll	96.20%	20.10%	117.46%	96.82%	86.87%	87.58%	76.02%	39.47%	24.68%
FRS Plan fiduciary net position as a percentage of the total pension liability	82.89%	96.40%	78.85%	82.61%	84.26%	83.89%	84.88%	92.00%	96.09%

Note: Data was unavailable prior to 2014.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Contributions –
Florida Retirement System (Last 10 Fiscal Years)

	2022	2021	2020	2019	2018	2017	2016	2015	2014
Contractually required contribution	$ 89,445	$ 84,273	$ 69,448	$ 62,386	$ 61,341	$ 47,790	$ 60,147	$ 122,187	$ 113,898
Contributions in relation to the contractually required contribution	89,445	84,273	69,448	62,386	61,341	47,790	60,147	122,187	113,898
Contribution deficiency (excess)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Authority's covered-employee payroll	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Contributions as a percentage of covered-employee payroll	13.5%	10.5%	10.5%	9.3%	9.7%	7.8%	8.6%	7.3%	6.9%

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Proportionate Share of Net Pension Liability – Health Insurance Subsidy Program (Last 10 Fiscal Years)

	2022	2021	2020	2019	2018	2017	2016	2015	2014
Authority's proportion of the net pension liability (asset)	0.002044%	0.002094%	0.001974%	0.002070%	0.002027%	0.002066%	0.003198%	0.005492%	0.005467%
Authority's proportionate share of the net pension liability (asset)	$ 216,519	$ 256,871	$ 241,000	$ 231,642	$ 214,524	$ 220,892	$ 372,749	$ 560,130	$ 511,138
Authority's covered - employee payroll	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Authority's proportionate share of the net pension liability (asset) as a percentage of its own covered-employee payroll	32.7%	32.0%	36.3%	34.4%	33.8%	36.1%	53.2%	33.3%	31.1%
FRS Plan fiduciary net position as a percentage of the total pension liability	4.81%	3.56%	3.00%	2.63%	2.15%	1.64%	0.97%	0.50%	0.99%

Note: Data was unavailable prior to 2014.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Contributions –
Health Insurance Subsidy Program (Last 10 Fiscal Years)

	2022	2021	2020	2019	2018	2017	2016	2015	2014
Contractually required contribution	$ 16,210	$ 16,774	$ 16,929	$ 15,691	$ 16,266	$ 13,538	$ 17,829	$ 25,197	$ 25,197
Contributions in relation to the contractually required contribution	16,210	16,774	16,929	15,691	16,266	13,538	17,829	25,197	25,197
Contribution deficiency (excess)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Authority's covered-employee payroll	$ 661,810	$ 802,299	$ 663,259	$ 672,986	$ 635,493	$ 611,634	$ 700,715	$ 1,681,563	$ 1,641,364
Contributions as a percentage of covered-employee payroll	2.4%	2.1%	2.6%	2.3%	2.6%	2.2%	2.5%	1.5%	1.5%

NOTE 1: OPEB PLAN

The actuarial methods and assumptions used to calculate the total OPEB liability are described in Note 11 to the financial statements.

The net OPEB liability amount presented for each fiscal year was determined as of September 30 measurement date prior to the fiscal year-end.

The schedule is intended to present ten years of data. Additional years of data will be presented as they become available.

The Authority has not presented a Schedule of Contributions since an actuarially determined contribution has not been calculated and there is no contractually or statutorily determined contribution applicable to the Authority.

NOTE 2: PENSION PLAN

The actuarial methods and assumptions used to calculate the total pension liability (asset) are described in Note 10 to the financial statements.

The net pension liability amounts presented for each fiscal year were determined as of the June 30 measurement date prior to the fiscal year-end.

The schedules are intended to present ten years of data. Additional years of data will be presented as they become available.

FRS: The long-term expected rate of return decreased from 6.8% to 6.7%

HIS: The municipal bond rate used to determine total pension liability was increased from 2.16% to 3.54%.

Santa Rosa Island Authority
(A Component Unit of Escambia County, Florida)
Schedule of Operating Revenues and Expenses – Budget and Actual

For the year ended September 30,	2022				
	Actual (GAAP Basis)	**Adjustment to Budgetary Basis**	**Actual (Budgetary Basis)**	**Budget**	**Variance Favorable (Unfavorable)**
Operating revenues					
Lease fees					
Commercial	$ 4,836,581	$ -	$ 4,836,581	$ 3,071,570	$ 1,765,011
Residential	1,196,254	-	1,196,254	1,363,688	(167,434)
Interest income	11,790	-	11,790	-	11,790
Other operating revenue	153,558	-	153,558	-	153,558
Total operating revenues	6,198,183	-	6,198,183	4,435,258	1,762,925
Operating expenses					
Personal services	1,312,741	-	1,312,741	1,571,322	258,581
Contractual and professional services	414,753	-	414,753	867,882	453,129
Supplies	14,490	-	14,490	24,575	10,085
Utilities	42,767	-	42,767	50,000	7,233
Advertising and promotion	739,333	-	739,333	656,750	(82,583)
Capital outlay	402,612	-	402,612	1,029,900	627,288
Other operating expense	314,138	-	314,138	348,590	34,452
Total operating expenses before depreciation	3,240,834	-	3,240,834	4,549,019	1,308,185
Depreciation	46,334	(46,334)	-	-	-
Total operating expenses	3,287,168	(46,334)	3,240,834	4,549,019	1,308,185
Operating income (loss)	2,911,015	46,334	2,957,349	(113,761)	3,071,110
Non-operating revenues (expenses)					
Grant revenues	185,944	-	185,944	-	185,944
Grant project expenses	(212,594)	-	(212,594)	(1,000,000)	787,406
Payments to Escambia County - fire and rescue	(206,000)	-	(206,000)	(206,000)	-
Other income	84,103	-	84,103	30,000	54,103
Net non-operating revenues (expenses)	(148,547)	-	(148,547)	(1,176,000)	1,027,453
Change in net position	$ 2,762,468	$ 46,334	$ 2,808,802	$ (1,289,761)	$ 4,098,563

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INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Supervisors
Santa Rosa Island Authority
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities of Santa Rosa Island Authority (hereinafter referred to as the "Authority"), as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements, and have issued our report thereon dated February 17, 2023.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Authority's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. We did identify a deficiency in internal control, IC 2022-001, described in the attached schedule of findings that we consider to be a material weakness.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Santa Rosa Island Authority's Response to Findings

Santa Rosa Island Authority's response to the findings identified in our audit is described in the attached schedule. Santa Rosa Island Authority's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 17, 2023

Finding IC2022-001: Financial Close Process

Criteria: Rules 10.557(3)(i) and 10.556(3) of the Florida Auditor General, along with other rules and laws, require that the Authority's financial statements be in accordance with the GASB *Codification of Governmental Accounting and Financial Reporting Standards*. The statements should be prepared in accordance with generally accepted accounting principles (GAAP).

Condition: One of the principal methods that a government uses to document accountability for public resources it receives and uses is by the information included in its financial statements. As such, Authority personnel should ensure that the financial information is accurate. In addition, during our audit procedures, while most areas were prepared accurately and correctly, audit adjusting entries were required to correct certain items. These include:

- The balances for grant revenue, deferred revenue and grant receivables were not adjusted to account for current year activity.
- Certain pension and other post-employment benefit liabilities.
- Net position balances.
- Capital assets.
- Other miscellaneous adjustments.

Cause: The above adjustments occurred mainly as a result of a lack of knowledge regarding complicated accounting pronouncements or simple errors. We were able to identify the necessary adjustments during our audit procedures to ensure the Authority's financial statements and supplementary information were properly reported, and Authority personnel accepted these adjustments. However, our audit procedures cannot substitute for management's responsibility to ensure that the Authority's financial statements are completely accurate.

Effect: The Authority's financial statements could contain inaccuracies.

Recommendation: The Authority should improve its financial reporting procedures to ensure that financial statement account balances and transactions are properly reported. Such procedures may include enhanced review to ensure accuracy of the financial statements.

Management's response: The costs of internally preparing the financial statements outweigh the benefit; therefore the Authority will continue to have Carr, Riggs & Ingram, LLC assist in drafting the financial statements.

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MANAGEMENT LETTER

To the Board of Directors and Chief Executive Officer
Santa Rosa Island Authority
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Santa Rosa Island Authority ("Authority") as of and for the fiscal year ended September 30, 2022, and have issued our report thereon dated February 17, 2023.

Auditors' Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Florida Auditor General.

Other Reporting Requirements

We have issued our Independent Auditors' Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Accountant's Report on an examination conducted in accordance with AICPA Professional Standards, AT-C 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports and schedule, which are dated February 17, 2023, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. Corrective actions have been taken to partially address findings and recommendations made in the preceding financial audit report. Certain aspects of prior year finding IC2021-001, such as grant revenues and pension liabilities, have been repeated in the current year. That comment was also included in the second preceding fiscal year audit report. The Authority's response to the comment identified in our audit is described on page 39.

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. This information is disclosed in the notes to the financial statements.

Financial Condition and Management

Section 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, requires us to apply appropriate procedures and communicate the results of our determination as to whether or not the Authority met one or more conditions described in Section 218.503(1), Florida Statutes, and to identify the specific conditions met. In connection with our audit, we determined that the Authority did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Sections 10.554(1)(i)5.b. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Authority. It is management's responsibility to monitor Authority's financial condition, and our financial condition assessment was based in part on representation made by management and review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Specific Information

As required by Section 218.39(3)(c), Florida Statutes, and Section 10.554(1)(i)6., Rules of the Auditor General, the Santa Rosa Island Authority reported:

a. The total number of authority employees compensated in the last pay period of the authority's fiscal year as 13.
b. The total number of independent contractors to whom nonemployee compensation was paid in the last month of the authority's fiscal year as 0.
c. All compensation earned by or awarded to employees, whether paid or accrued, regardless of contingency as $802,192.
d. All compensation earned by or awarded to nonemployee independent contractors, whether paid or accrued, regardless of contingency as $0
e. The Authority did not identify any construction projects with a total cost of at least $65,000 approved by the Authority that are scheduled to begin on or after October 1 of the fiscal year begin reported.
f. The Authority did not amend its final adopted budget under Section 189.016(6), Florida Statutes.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but warrants the

attention of those charged with governance. In connection with our audit, we did not have any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 17, 2023

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INDEPENDENT ACCOUNTANTS' REPORT

To the Board Members and Chief Executive Officer
Santa Rosa Island Authority
Pensacola, Florida

We have examined Santa Rosa Island Authority's compliance with the requirements of Section 218.415, Florida Statutes, *Local Government Investment Policies*, during the year ended September 30, 2022. Management of the Authority is responsible for the Authority's compliance with the specified requirements. Our responsibility is to express an opinion on the Authority's compliance with the specified requirements based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standard require that we plan and perform the examination to obtain reasonable assurance about whether the Authority complied, in all material respects, with the specified requirement referenced above. An examination involves performing procedures to obtain evidence about whether the Authority complied with the specified requirements. The nature, timing and extent of the procedures selected depend on our judgment, including an assessment of the risks of material noncompliance, whether due to fraud or error. We believe that our examination provides a reasonable basis for our opinion.

Our examination does not provide a legal determination on the Authority's compliance with specified requirements.

In our opinion, the Authority complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2022.

This report is intended solely for the information and use of management and the State of Florida Auditor General and is not intended to be and should not be used by anyone other than these specified parties.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Miramar Beach, Florida
February 17, 2023

Tourist Promotion Fund

108

West Florida Historic Preservation

26

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at a rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in the first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

__ Submit a fully completed Agency Funding Request Application

__ Submit a copy of your organization's current W-9

__ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

__ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

__ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: ___West Florida Historic Preservation, Inc. dba UWF Historic Trust_____

Agency Address: ___120 Church Street Pensacola, FL 32502_____

Program Name for which funding is being requested: Museum Operations Support and Historic Site Preservation and Conservation_____

Amount Requested: $____**265,000**_____

Program Contact: ____Robert Overton / Amy Eve _____

Contact Email: _roverton@uwf.edu / aeve@uwf.edu _____ Contact Phone: (850) 595-5985

25-Word Description of Program: _The UWF Historic Trust operates Historic Pensacola Village, the Pensacola Children's Museum, Voices of Pensacola Multicultural Center, the Pensacola Museum of History, and the Pensacola Museum of Art. We also assist in the preservation, interpretation and sharing the stories of many of our historic cemeteries within the community. In prior years, our funding allocation was awarded to us for UWFHT operations only. Per the county's request, in recent years we have combined our ask with the cemeteries who also previously received funding in order to streamline operations and administration of these sites.

How many years has your organization been providing services in the County? ___50+_____

How many years has your organization received funding from the County? _____50+_____

Explain how receiving funds from the County would have a significant impact on your organization: The funding we receive allows us to continue the support of the over fifty-year partnership between the UWF Historic Trust and Escambia County for the preservation of our local cultural resources including local historic cemeteries. In particular the funds allow us to market the historic, cultural. and artistic assets that we manage as well as insure them. Without funding we would see a significant decrease in visitation which would adversely affect our local economy that depends heavily on tourism. It would also not be possible to maintain the cemeteries included in this request nor preserve Escambia County history.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: ___$250,000_____

Briefly discuss how last year's funds were used? The funds received were used for program expenses, marketing and advertising our operations, covering a portion of our annual printing costs for items such as brochures, rack cards, and lesson plans. and general office supplies and insurance. We also coordinated clean-ups and worked to interpret the local historic cemeteries as well as conserve the masonry structures.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? The funds we received last year were used to continue the support of the over fifty-year partnership between the UWF Historic Trust and Escambia County for the preservation of our precious cultural resources. These resources, which serve as a cultural heritage tourism engine, attracted over 212,000 visitors and 8,000 schoolchildren last year. Our visitation continues to grow each year. Funding for historic cemeteries primarily supports landscaping, ensuring these sites remain accessible for both local residents and national visitors, including those seeking family history and participating in cemetery tourism. While each of our historic cemeteries has a different built environment, the economic impact of maintaining these spaces can generally be seen in the surrounding neighborhoods.

_____

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? UWFHT will promote tourism by maintaining and promoting Escambia County's historic properties. The historic sites that are under the management of UWFHT serve as Escambia County's number one cultural heritage tourism engine. These resources had over 212,000 site visitors and over 8,000 school children visits in 2024-2025.The requested funding will be used towards a) the costs of marketing our operation to both locals and tourists, b) the printing of brochures, rack cards, lesson plans, and other printed operational materials, c) the purchase of consumable office supplies used to conduct business and general site maintenance costs, and d) the expense of insuring the historic properties. We also have some administrative costs associated with assisting with the preservation, maintenance, interpretation, and marketing of some of our historic cemeteries as outdoor museums to our citizens and visitors promoting them as heritage tourism sites. **We are requesting a total of $265,000 which includes: $155k for the Historic Trust, $25k for St, Michael's Cemetery, $35k for AME Magnolia Zion Cemetery, $25k for Mt. Zion Cemetery, and $25k for Good Hope Cemetery.** _____

Is your program a governmental function or requirement? If a governmental request, please site

regulatory/statutory requirement. Please explain: ____N/A_____

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: We make consistent efforts to collaborate and coordinate with local non-profits to develop and implement community programming and events. We have worked with organizations like the Public Library, the Symphony, and Ballet Pensacola. the Arts Festival, Fiesta. and other similar groups.

Explain how you are the best partnering agency for your program. Please differentiate your program from a

similar program. The UWF Historic Trust is the center of Pensacola's robust cultural ecosystem that is unique to our city. Our campus of museums and cultural entities are key economic drivers in addition to serving as a critical public space that connects the businesses and organizations in Pensacola's vibrant downtown thereby enhancing the City and Escambia County. Additionally, we are distinctive in that we coordinate clean-up and interpretation for the local historic cemeteries which also serve as public spaces for the community.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____%
- Percentage for direct programming costs: _100_____%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? Reduced funding would severely limit our ability to market the historic, cultural. and artistic assets that we manage and well as limit our ability to insure them. It would not be possible to maintain the cemeteries included in this request nor preserve Escambia County history.

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: All grants received for special projects and programs require varying amounts of cash match. The approximate estimate is 15% of our annual budget is bound by matching fund requirements, but we can match funds from operations income and will not rely on program funds for match.

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. City of Pensacola - $2,400.00 annual operating support

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only) _____These funds will be used to produce print materials, signage, billboard advertising and social media advertising to help promote events, programming and educational opportunities at the UWF Historic Trust and Pensacola Museum of Art. These events are attractive to tourists who are looking to learn more about the history of Pensacola and the art and culture shared throughout our museums. _____

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only) __Our admission tickets provide entrance to the Pensacola Museum of Art, the Pensacola Museum of History, the Pensacola Children's Museum, and the museums of Historic Pensacola Village for seven (7) days from the date of presentation at a museum service desk. Included with admission are our guided Historic House Tours at 11:00, 1:00, and 2:00 Tuesday through Saturday in Historic Pensacola Village, which includes the Lavalle House, Old Christ Church, Dorr House, and the Lear/Rocheblave House. Admission tickets are as follows: Adults are $12; AAA/Military/Senior Citizen 65+ are $11; Children 3-14 are $7; and Children under 3 are free. Our Sunday admission tickets are half price and good for one day only for admission to the Pensacola Museum of Art, Pensacola Museum of History, and the Pensacola Children's Museum. The cemeteries are public spaces the benefit of maintaining spaces can be seen throughout the neighboring community._____

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Serving as an economic engine by attracting and sharing our art and history with a broader cultural heritage tourism audience.	90,384	200,000	210,000	%
2. The education of Escambia County and regional schoolchildren and their families.	2,904	25,000	27,000	%
3. Collecting, preserving, interpreting, and sharing the art and history of Escambia County and the broader region of Northwest Florida.	110,487	220,000	220,000	%

5. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Measure the increase in the number of annual visitors to our site and track visitor profiles in order to determine tourism impact.	10%
2. Measure the increase in the annual number of schoolchildren served.	10%
3. Measure an increase in community engagement by increasing annual volunteer participation.	10%

6. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1. Hosted 186,000 plus site visitors. We can estimate that the cemeteries saw more than 3,000 visitors last year.	200,000

2. Over 16,000 schoolchildren visited our sites in school field trips last year. We are adding new programs and expect even more this next fiscal year.	20,000
3. UWFHT hosted 150 volunteers who donated 2,800 hours and the three cemeteries combined had more than 50 volunteers donating time exceeding 5000 hours.	200 /5,000

We are considering changing our metrics to align more with the new TDT suggestions:
Site visitors/Attendance
Schoolchildren
Website visits or social media? or Percentage out of town (tracking zipcodes)

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$10,000	$15,000	$ 10,000
Programmatic Income	$397,625	$400,825	$625,000
County Funding/Direct Contribution	$250,000	$250,000	$265,000
County Funding by Other Source (a)	$0	$0	$0
City Funding	$2,400	$2,400	$2,400
Local Non-Profit Funding	$0	$0	$107,000
State Funding	$45,000	$20,000	$
Federal Funding	$0	$0	$
Memberships	$45,000	$45,000	$45,000
Investment Income	$0	$	$
Other Income (b)	$400,000	$644,000	$365,600
Total Income	$1,150,025	$1,377,225	$1,420,000

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____N/A_____
_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____
_ Museum store income, short-term facility rental income, parking fees, and long term leases. Funds requested to be used for programming and operating expenses only.

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	25	33	34
Salaries and Wages	$100,000	$150,000	$150,000
Employee Benefits	$	$	$
Professional Services	$90,000	$105,000	$125,000
Contractual Services	$176,000	$218,000	$225,000
Travel Expenses	$28,000	$27,000	$26,000
Rentals and Leases	$30,000	$30,000	$35,000
Communication	$5,000	$5,000	$5,000
Postage and Freight	$8,000	$4,000	$5,000
Repair and Maintenance	$320,000	$400,000	$425,000
Printing and Binding	$36,000	$38,000	$42,000
Marketing and Promotion	$60,000	$60,000	$65,000
Fuel	$10,000	$4,000	$4,000
Supplies	$190,000	$210,000	$200,000
Event Expenses	$23,500	$25,000	$26,000
Capitalizable Assets for County Funding (a)	$	$	$87,000
Other Expenses (b)	$51,325	$71225	$
Total Expenses	$1,127,825	$1,347,225	$1,420,000
Net Income - (Revenue minus Expense)	$22,200	$30,000	$

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. ___ We budget roughly 10-25k annually for Capital Outlay, which includes office furniture. fixtures. and equipment. These funds will not be used for permanent assets but may be applied towards semi-permanent structures created as part of our exhibitions.

(b) Please explain any request listed in the "Other Expenses" line item. _____ Other expenses included in the budget are related to our line item for retail resale and will not be included in the funding request._____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? __ Our fiscal year runs July 1 to June 30 in accordance with UWF and the State of Florida.

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. _____ Our audited Financial Statements incorporate some of our University activity and salaries, which is managed by the University of West Florida. The budget presented here is our independent 501 c3 which we operate independently for programming and site management._____

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? ____Any net income received will be carried forward to cover growing facility and maintenance costs, as we have a rolling list of projects needed maintain properties.

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
Robert Overton	Executive Director	$ 122,885
Ross Pristera	Historic Preservationist	$ 90,720
Nicholas Croghan	Director - PMA	$ 72,824
Richard Sivley	Maintenance Supervisor	$ 63,265
Amy Eve	Business Manager	$ 62,400

5. Please provide the total amount of cash and investments on hand. _____

__ $366,086.86, Restricted Funds:$ 172,789, Endowments: $1,137,814.65_____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

Admission Tickets

Purchase Online	Admission
Adult	$12.00
AAA Member	$11.00**
Military & Dependents	$11.00**
Senior 65+	$11.00**
UWF Alumni	$11.00
Child 3-14	$7.00
Child Under 3	FREE*
Members	FREE
UWF Students	FREE
SNAP/EBT Cardholders	FREE***

7. Does your organization require background checks from volunteers and staff? __YES___

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1.What is your agency's Strategic Plan? __N/A _____

2.How many jobs were created this year over last year by zip code? ___N/A_____

3.What is the net cost per job created? ____N/A_____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? ____N/A_____
2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   __N/A_____
3. Was there any increase in membership for the local chambers? _____N/A_____
4. What are your agency's statistics on business creation and minority businesses by zip code?

   ______N/A_____
5. Can we reduce the taxpayer subsidy? ___N/A_____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.



Name

Executive Director 03/31/2025
Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants

Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

UWF Historic Trust

2 Business name/disregarded entity name, if different from above.

West Florida Historic Preservation, Inc.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) 501c3

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

120 Church Street

6 City, state, and ZIP code

Pensacola FL 32502

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

2	3	–	7	0	0	9	3	1	9

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person [signature] Date 2/1/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Internal Revenue Service

Date: MAR 12 2002

Department of the Treasury
P.O. Box 2508
Cincinnati, Ohio 45201

Employer Identification Number:
23-7009319
Person to Contact:
Diane Gentry 31-03919
Contact Telephone Number:
877-829-5500

West Florida Historic Preservation Inc.
120 Church St.
Pensacola, FL 32501-5941

Dear Sir or Madam:

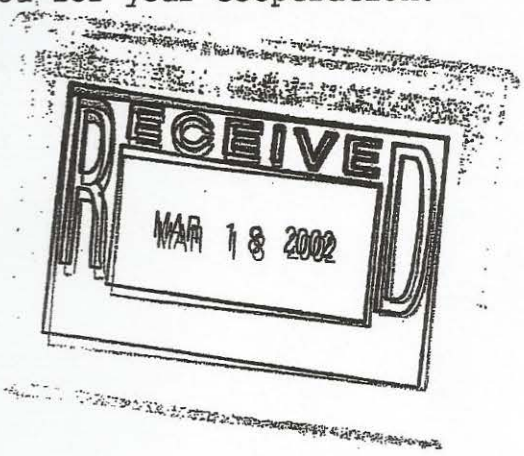
Thank you for the information recently submitted regarding your change in activities. We have made it part of your file.

1. The organization has changed its name from Historic Pensacola Inc. to West Florida Historic Preservation Inc.

2. The organization will continue to receive its support from State of Florida and will continue to conduct the same activities of assisting in carrying out the historic preservation and historic preservation education activities for the City of Pensacola, Escambia County and West Florida University. The Florida State legislature abolished the Historic Pensacola Preservation Board of Trustees (Historic), whom the organization formerly supported, and transferred their duties to the University of West Florida to manage state-owned properties formerly managed by Historic. The organization will receive, hold, invest and administer property and make expenditures to or for the benefit of the University of West Florida.

The changes indicated do not adversely affect your exempt status and the exemption letter issued to you continues in effect. Your foundation status, however, has changed. You were formerly considered not to be a private foundation because you were described in sections 509(a)(1) and 170(b)(1)(A)(vi). You are now considered not to be a private foundation because you are described in sections 509(a)(1) and 170(b)(1)(A)(iv). In addition, you are no longer required to file Form 990 as your are considered an affiliate of a governmental unit.

Please let us know about any future changes in the character, purposes, method of operation, name or address of your organization. This is a requirement for retaining your exempt status.
Thank you for your cooperation.



Sincerely yours,

Steven T. Miller

Steven T. Miller
Director, Exempt Organizations

Internal Revenue Service

Department of the Treasury

P. O. Box 2508
Cincinnati, OH 45201

Date: December 4, 2001

West Florida Historic Preservation, Inc.
120 Church Street
Pensacola, FL 32501-5941

Person to Contact:
Shirley Rudolph 31-03949
Customer Service Representative
Toll Free Telephone Number:
8:00 a.m. to 6:30 p.m. EST
877-829-5500
Fax Number:
513-263-3756
Federal Identification Number:
23-7009319

Dear Sir or Madam:

This is in response to the amendment to your organization's Articles of Incorporation filed with the state on August 29, 2001. We have updated our records to reflect the name change as indicated above.

Our records indicate that a determination letter issued in March 1969, granted your organization exemption from federal income tax under section 501(c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) & 170(b)(1)(A)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than $25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of $20 a day, up to a maximum of $10,000, when a return is filed late, unless there is reasonable cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of $100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

West Florida Historic Preservation, Inc.
2002-03748

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. If your organization had a copy of its application for recognition of exemption on July 15, 1987, it is also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of $20 a day for each day you do not make these documents available for public inspection (up to a maximum of $10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

This letter affirms your organization's exempt status.

Sincerely,

John E. Ricketts

John E. Ricketts, Director, TE/GE
Customer Account Services

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

WEST FLORIDA HISTORIC PRESERVATION, INC.
D/B/A UNIVERSITY OF WEST FLORIDA HISTORIC TRUST

(A COMPONENT UNIT OF
THE UNIVERSITY OF WEST FLORIDA)

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

WEST FLORIDA HISTORIC PRESERVATION, INC.
D/B/A UNIVERSITY OF WEST FLORIDA HISTORIC TRUST

(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

Opinion

We have audited the financial statements of the governmental activities and the entity-wide activities of West Florida Historic Preservation, Inc. d/b/a University of West Florida Historic Trust ("the Trust"), (a component unit of the University of West Florida), as of and for the years ended June 30, 2024 and 2023, and the related notes to the financial statements, which collectively comprise the Trust's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements present fairly, in all material respects, the respective financial position of the governmental activities and the entity-wide activities of the Trust as of June 30, 2024 and 2023, and the respective changes in financial position for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards* (GAS), issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Trust and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Trust's ability to continue as a going concern for twelve months beyond the financial statement date, including any known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS and GAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Trust's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Trust's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and budgetary comparison information be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context.

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 3, 2024, on our consideration of the Trust's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Trust's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
September 3, 2024

WEST FLORIDA HISTORIC PRESERVATION, INC.
D/B/A UNIVERSITY OF WEST FLORIDA HISTORIC TRUST
(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2024 AND 2023

The following is a narrative overview and analysis of the West Florida Historic Preservation, Inc. d/b/a University of West Florida Historic Trust's ("the Trust") significant financial activities for the fiscal year ended June 30, 2024.

Operational Highlights

- We will receive $1,025,000 one-time funding in this year's state budget. The funds were awarded in the form of two grants, one for $275,000 and the second for $750,000. We were not allowed to proceed with spending the funds until we received the grant agreements. We received the agreement for the $275,000 grant in January 2024 but didn't receive the agreement for the $750,000 grant until June 2024. Upon completion of grant deliverables, we will receive grant payment.

- Our parking management agreement with Premium Parking has generated increased parking revenues 50% over the budgeted amount.

- Visitation decreased by 15%, long-term rental income was 22% over the budgeted amount, and ticket sales were 5% over the budgeted amount.

- We held our third annual Bootleg Ball fundraiser on January 25th at the Museum of Commerce. After all expenses were covered, we made $5,026 and created a great deal of buzz which will help us with next year's event.

- In 2023, we received a $45,000 special category grant for window and door restoration at the Dorr House. We completed these repairs this year.

- We completed restoration of the #12 locomotive.

- We completed the train covering at the Museum of Industry.

- We completed the exterior restoration of the Pensacola Museum of Art.

- We completed all code required upgrades to the site elevators.

- We received insurance payout for roof repairs and replacement of damaged floors due to water damage at the Pensacola Museum of Art.

- We published our inaugural edition of Historic Pensacola Magazine. Copies have been placed in local hotels and businesses to spread awareness of all the happenings at the Trust. This will help increase visibility and drive in new customers.

- We underwent a risk assessment audit by the UWF internal auditors. This audit helped us identify potential risks and take corrective actions to ensure that potential risks were negated.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Trust's basic financial statements. They are: 1) entity-wide and governmental fund financial statements and 2) notes to the financial statements.

Entity-wide financial statements are designed to provide readers with a broad overview of the Trust's finances in a manner similar to a private-sector business. Governmental fund financial statements focus on near-term inflows and outflows of spendable resources, as well as on balances of spendable resources available at the end of the fiscal year. Such information may be useful in evaluating a government's near-term financing requirements.

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the financial statements can be found starting on page 9 of this report.

Summary of Financial Condition

West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Net Position

	2024	2023	2022
Total assets, excluding capital assets	$ 3,020,015	$ 2,611,792	$ 2,212,801
Capital assets	4,096,545	3,792,264	3,809,884
Total assets	$ 7,116,560	$ 6,404,056	$ 6,022,685
Current liabilities	$ 233,736	$ 133,659	$ 124,921
Invested in capital assets	4,096,545	3,792,264	3,809,884
Reserved	215,816	210,449	213,489
Designated	38,798	38,790	38,782
PMA designated	33,966	33,966	33,966
Undesignated	2,497,699	2,194,928	1,801,643
Total fund balance/net position	6,882,824	6,270,397	5,897,764
Total liabilities and net position	$ 7,116,560	$ 6,404,056	$ 6,022,685

A review of the Trust's Statements of Net Position at June 30, 2024, 2023, and 2022, shows that the Trust continues to maintain its financial position.

Summary of Financial Condition (Continued)

West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Revenues, Expenses, and Changes in Net Position

	2024	2023	2022
Program revenues	$ 1,932,715	$ 1,414,917	$ 1,209,494
General revenues	337,906	223,988	190,951
Total revenues	2,270,621	1,638,905	1,400,445
Historic Pensacola Village and museum activities	67,968	68,660	73,892
Historic preservation and education programs	250,096	185,495	232,463
Pensacola Museum of Art	272,314	221,916	179,258
Management and general	864,400	529,278	695,262
Depreciation	203,416	260,923	327,359
Total expenditures/expenses	1,658,194	1,266,272	1,508,234
Change in net position	$ 612,427	$ 372,633	$ (107,789)

The Statements of Revenues, Expenses, and Changes Net Position for the 2024 fiscal year indicate the Trust's continued operations. Fiscal year 2022 was at a net loss due to the effects of COVID-19.

Capital Assets

The Trust's investment in capital assets totaled $4,096,545 (net of accumulated depreciation of $3,364,286). Capital assets include land, buildings and improvements, and furniture, fixtures and equipment.

Economic Factors

Budgetary constraints of state and local governments can affect the Trust's funding.

Requests for Information

Questions concerning any of the information provided in this report or requests for additional financial information should be directed to the following address:

West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Attn: Executive Director
P.O. Box 12866
Pensacola, FL 32591-2866

WEST FLORIDA HISTORIC PRESERVATION, INC.
DBA UNIVERSITY OF WEST FLORIDA HISTORIC TRUST
(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)
STATEMENTS OF NET POSITION AND GOVERNMENTAL FUND BALANCE SHEETS
JUNE 30, 2024 AND 2023

	2024			2023		
	General Fund	Adjustments (Note 1)	Statement of Net Position	General Fund	Adjustments (Note 1)	Statement of Net Position
Assets:						
Cash	$ 399,990	$ -	$ 399,990	$ 704,276	$ -	$ 704,276
Certificates of deposit	138,798	-	138,798	179,739	-	179,739
Due from UWF Foundation	1,269,157	-	1,269,157	1,137,815	-	1,137,815
Grants and local support receivable	879,148	-	879,148	253,329	-	253,329
Accrued interest receivable	41	-	41	57	-	57
Inventory	67,763	-	67,763	73,463	-	73,463
Prepaid assets	15,070	-	15,070	13,065	-	13,065
Historical properties, antiques and collections	249,214	-	249,214	249,214	-	249,214
Deposits	834	-	834	834	-	834
Capital assets -						
Non-depreciable	-	1,010,660	1,010,660	-	1,010,660	1,010,660
Depreciable, net of accumulated depreciation	-	3,085,885	3,085,885	-	2,781,604	2,781,604
Total Assets	$ 3,020,015	$ 4,096,545	$ 7,116,560	$ 2,611,792	$ 3,792,264	$ 6,404,056
Liabilities:						
Accounts payable	$ 143,582	$ -	$ 143,582	$ 37,571	$ -	$ 37,571
Deferred revenue	90,154	-	90,154	91,572	-	91,572
Due to AME Magnolia Cemetery	-	-	-	4,516	-	4,516
Total liabilities	233,736	-	233,736	133,659	-	133,659
Fund Balance/Net Position:						
Invested in capital assets	-	4,096,545	4,096,545	-	3,792,264	3,792,264
Nonspendable	332,881	(332,881)	-	336,576	(336,576)	-
Restricted/reserved	215,816	-	215,816	210,449	-	210,449
Assigned/designated	38,798	-	38,798	38,790	-	38,790
PMA assigned/designated	33,966	-	33,966	33,966	-	33,966
Unassigned/undesignated	2,164,818	332,881	2,497,699	1,858,352	336,576	2,194,928
Total fund balance/net position	2,786,279	4,096,545	6,882,824	2,478,133	3,792,264	6,270,397
Total Liabilities and Fund Balance/Net Position	$ 3,020,015	$ 4,096,545	$ 7,116,560	$ 2,611,792	$ 3,792,264	$ 6,404,056

The accompanying notes are an integral part of these financial statements.

WEST FLORIDA HISTORIC PRESERVATION, INC.
DBA UNIVERSITY OF WEST FLORIDA HISTORIC TRUST
(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)
STATEMENTS OF ACTIVITIES AND GOVERNMENTAL FUND REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE/NET POSITION
YEARS ENDED JUNE 30, 2024 AND 2023

	2024			2023		
	General Fund	Adjustments (Note 1)	Statement of Activities	General Fund	Adjustments (Note 1)	Statement of Activities
Program Revenues:						
Grants and local support	$ 1,024,234	$ -	$ 1,024,234	$ 433,315	$ -	$ 433,315
Admissions, including tours, Pensacola Museum of Art and school programs	495,214	-	495,214	527,704	-	527,704
Rents and leases	409,125	-	409,125	431,713	-	431,713
Museum store income, net	4,142	-	4,142	22,185	-	22,185
Total program revenues	1,932,715	-	1,932,715	1,414,917	-	1,414,917
General Revenues:						
Interest and dividends	29,259	-	29,259	25,929	-	25,929
Miscellaneous	188,905	-	188,905	99,062	-	99,062
Realized and unrealized gains	119,742	-	119,742	98,997	-	98,997
Total general revenues	337,906	-	337,906	223,988	-	223,988
Total revenues	2,270,621	-	2,270,621	1,638,905	-	1,638,905
Expenditures/Expenses:						
Historic Pensacola Village and museum activities	67,968	-	67,968	68,660	-	68,660
Historic preservation and education programs	250,096	-	250,096	185,495	-	185,495
Pensacola Museum of Art	272,314	-	272,314	221,916	-	221,916
Management and general	864,400	-	864,400	529,278	-	529,278
Depreciation	-	203,416	203,416	-	260,923	260,923
Capital outlay	507,697	(507,697)	-	243,303	(243,303)	-
Total expenditures/expenses	1,962,475	(304,281)	1,658,194	1,248,652	17,620	1,266,272
Change in fund balance/net position	308,146	304,281	612,427	390,253	(17,620)	372,633
Fund Balance/Net Position, Beginning of Year	2,478,133	3,792,264	6,270,397	2,087,880	3,809,884	5,897,764
Fund Balance/Net Position, End of Year	$ 2,786,279	$ 4,096,545	$ 6,882,824	$ 2,478,133	$ 3,792,264	$ 6,270,397

The accompanying notes are an integral part of these financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Purpose:

West Florida Historic Preservation, Inc. ("WFHPI"), formerly Historic Pensacola, Inc., was organized as a not-for-profit corporation under Section 266.0018, Florida Statutes, to engage in the restoration and exhibition of historical landmarks in the vicinity of Pensacola, Florida. In 2001, Section 266.0018, Florida Statutes was repealed, at which time the legislature transferred the historic preservation responsibilities to the University of West Florida ("UWF"). On July 1, 2001, WFHPI was designated as a direct support organization of UWF under Section 267.1732, Florida Statutes, in order to assist UWF in carrying out its dual historic preservation and historic preservation education purposes and responsibilities. In November 2013, West Florida Historic Preservation, Inc. changed its name to West Florida Historic Preservation, Inc., d/b/a University of West Florida Historic Trust ("the Trust").

The general operating authority of the Trust is contained in Section 267.1732, Florida Statutes (Chapter 2001-199, Laws of Florida). The Trust operates under an operating agreement with UWF and is considered a component unit of UWF.

Expenses paid by the Trust to renovate or modify property controlled by UWF and leased by the Trust are capitalized and reflected in buildings and improvements in these financial statements. The Trust assists UWF in operating, preserving and maintaining various historical properties owned by the State of Florida and controlled by UWF. Certain expenses related to these activities are directly paid by UWF and are not included in these financial statements. Those expenses, which are not reflected in these financial statements, are as follows:

	2024	2023
Telephone	$ 11,386	$ 10,345
Operating supplies	20,008	10,889
Office equipment rental	464	5,657
Electricity	69,101	135,322
Natural gas	1,925	26,134
Other utilities	12,441	45,620
Repairs and maintenance	54,768	93,548
Equipment	847	17,861
Contractual services	9,126	30,831
Professional services	5,809	17,568
Security	12,699	34,728
Insurance	28,784	29,010
Other	-	1,545
Totals	$ 227,358	$ 459,058

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Organization and Purpose (Continued):

Salaries of UWF employees who staff the Trust are paid directly by UWF. These in-kind salaries amounted to $1,265,373 and $1,171,949 for the years ended June 30, 2024 and 2023, respectively, and are not reflected in the books of the Trust. Additionally, UWF donates office space in the Bowden Building located at 120 Church Street in downtown Pensacola, Florida to the Trust. Management estimates the fair value of this donated office space to be $280,000 and $241,984 for the years ended June 30, 2024 and 2023, respectively.

In November 2013, the Trust entered into a Memorandum of Understanding ("MOU") with the University of West Florida Foundation ("UWFF"), a direct service organization of UWF, where all membership income is handled and recorded by UWFF. Membership income held by UWFF amounted to $57,656 and $55,949 as of June 30, 2024 and 2023, respectively.

Each state university board of trustees is authorized to permit the use of property, facilities, and personal services at any state university by any university direct support organization per Section 1004.28, Florida Statutes. Administrative and fiscal services, office space, and other miscellaneous support services are provided to UWF direct support organizations by UWF at no cost. No value is assigned to administrative and fiscal services in the accompanying statements of activities and governmental fund revenues, expenditures, and changes in fund balance/net position.

Pensacola Museum of Art:

On July 1, 2016, the assets of the Pensacola Museum of Art ("PMA"), an independent not-for-profit corporation, became part of UWF. On that date, UWFF was gifted a historic building, land, a fine arts collection, furniture and equipment, cash and cash equivalents, a permanent endowment, and other current assets from the dissolving entity totaling approximately $4.2 million. UWFF transferred the historic building and land to UWF and the fine arts collection, furniture and equipment, and all other assets were transferred to the Trust, with the exception of the permanent endowment. The Trust maintains a management agreement with UWF covering the preservation of historic properties for UWF. UWFF will continue to steward the endowment for purposes of the PMA, now a division of the Trust. The new PMA division has a non-governing advisory board that reports to the Trust's board of directors. Under the agreement, UWFF will handle all and record all unified membership income for the PMA. PMA unified membership income held by UWFF amounted to $15,094 and $19,054 as of June 30, 2024 and 2023, respectively.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

DeFuniak Springs Landmark:

On March 20, 2024, the Trust entered into a gift agreement with DeFuniak Springs Landmarks, Inc. ("Landmarks"), and UWFF. Landmarks is a Florida not-for-profit corporation formed to preserve, protect and promote historic and cultural sites in the City of DeFuniak Springs, Florida. Upon dissolution of Landmarks, UWFF and the Trust will be gifted all assets, cash and investments. UWFF will maintain all cash and investments. The Trust began administration of Landmarks mission of public education, archeological study and research, and funding of historic preservation projects during fiscal year 2024.

Measurement Focus, Basis of Accounting and Financial Statement Presentation:

These financial statements have been prepared in conformity with the accounting principles and reporting guidelines established by the Governmental Accounting Standards Board ("GASB"). The Trust utilizes the following fund type:

- General Fund, a governmental fund, is used to account for all revenues and expenditures applicable to the general operations of the Trust that are not required either legally or by accounting principles generally accepted in the United States of America ("GAAP") to be accounted for in another fund.

Government-Wide Financial Statements:

The government-wide financial statements (i.e., the statements of net position and governmental fund balance sheets and the statements of activities and governmental fund revenues, expenditures, and changes in fund balance/net position) report information on all of the activities of the Trust. Governments typically report activities as either governmental activities, which are supported by grants and other intergovernmental revenues, or business-type activities, which rely to a significant extent on fees and charges for support. The Trust reports its activities as governmental activities.

Because the Trust reports only governmental activities and only one program, it is considered to be a special-purpose government for financial reporting purposes under GAAP. As such, the government-wide financial statements are presented together with the governmental fund financial statements with an adjustment column presented to reconcile the two sets of statements.

The Trust has one governmental fund type, which is the General Fund. The General Fund is used to account for all resources and operations. Governmental funds are accounted for on a "spending" or "financial flow" measurement focus. This means that only current assets and current liabilities are generally included on the balance sheet. Governmental fund operating statements present increases (revenues and other financing sources) and decreases (expenditures and other financing uses) in net current assets.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Government-Wide Financial Statements (Continued):

Basis of accounting refers to when revenues and expenditures are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash flows take place.

Governmental Funds:

The General Fund is accounted for using the modified accrual basis of accounting. Under the modified accrual basis of accounting, revenues are recognized when susceptible to accrual; that is, when they are measurable and available. Measurable means the amount of the transaction can be determined and available means collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, the Trust considers revenues to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures are generally recorded when the related liability is incurred. Primary revenues consist of charges for services, licenses, and permits. All of these revenues are susceptible to accrual.

Use of Estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Inventory:

Inventory consists of merchandise held for resale in the museum gift shops. Inventory is stated at lower of cost or market and is accounted for under the first-in, first-out method.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Capital Assets:

Property and equipment are recorded at cost. Donated capital assets are recorded at their estimated fair market value on the date of contribution. Expenditures which equal or exceed $5,000 that materially increase values, change capacities, or extend useful lives are capitalized. Repairs and maintenance costs are charged to operations when incurred.

Depreciation is computed using the straight-line method. Estimated useful lives of property and equipment range as follows:

Buildings and improvements	10 - 40 years
Furniture, fixtures and equipment	5 - 10 years

Historical Properties, Antiques, and Collections:

Purchased historical properties, antiques, and collections that are held for educational and curatorial purposes are recorded at cost. Donated items are not capitalized but are recorded both as revenue and expense in the government-wide statement of activities. Whether purchased or donated, each item is cataloged, preserved, and cared for, and activities verifying their existence and assessing their condition are performed continuously.

Historical properties, antiques, and collections are acquired for purposes of preservation and display. Management considers these items to be historically significant and should be preserved perpetually. Accordingly, depreciation is not recorded for these items.

Program Revenue:

Program revenue from local governments and government grants is recorded based upon the terms of the grantor allotment which generally provides that revenue is earned when the allowable costs of the specific grant provisions have been incurred or the performance of the services has been rendered. Such revenue is subject to audit by the grantor. If the examination results in a deficiency of allowable expenses, the Trust will be required to refund any deficiencies.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes:

The Trust is exempt from federal income taxes under Internal Revenue Service Code Section 501(c)(3). As a result, there is no provision for taxes in the accompanying financial statements.

Donated Services, Materials, and Facilities:

The Trust receives donated services from a variety of unpaid volunteers assisting in the museum and education programs. No amounts have been recognized in the accompanying statements of activities for these donated services.

As discussed previously, UWF pays certain expenses and donates office space to the Trust.

Adjustments Between Governmental Fund Balance Sheets and Statements of Net Position:

Capital assets are not financial resources and therefore are not reported in the governmental fund. Adjustment is made to include capital assets in the entity-wide statements of net position.

Nonspendable fund balance represents amounts that cannot be spent because they are either (1) not in spendable form or (2) legally or contractually required to be maintained intact. Nonspendable amounts are not reported in the entity-wide statements of net position, therefore, an adjustment is made to exclude the nonspendable fund balance category from the entity-wide statements of net position.

Adjustments Between Governmental Fund Statements of Revenue, Expenditures, and Changes in Fund Balances and Statements of Activities:

Because capital assets are not reported in the governmental fund, no depreciation is recognized in the governmental fund statements of revenues, expenditures, and changes in fund balances. Instead, capital outlays are reported as expenditures. Adjustment is made to include depreciation expense and remove capital outlays in the entity-wide statements of activities.

NOTE 2 - DEPOSITS AND INVESTMENTS

The Trust's deposits and investments consist of demand deposits and certificates of deposit. The carrying amount of the Trust's deposits and investments at June 30, 2024 and 2023 was $537,403 and $882,630, respectively, and the bank balance was $555,806 and $929,127, respectively. The Trust's cash balances held by financial institutions are insured by the Federal Deposit Insurance Corporation up to certain limits.

NOTE 3 - DUE FROM UWFF/UWF

In March 2013, the Trust entered into a MOU with UWFF, where the Trust may transfer current cash assets to UWFF to invest on the Trust's behalf. These funds are invested as a Quasi-Endowment with UWFF and are part of the overall investment pool subject to spending and investment policies of UWFF as agreed to in the MOU. The Trust's investment with UWFF amounted to $1,269,157 and $1,137,815 at June 30, 2024 and 2023, respectively.

NOTE 4 - CAPITAL ASSETS

Capital assets consist of the following:

June 30, 2024:	Beginning Balance	Increases	Decreases	Ending Balance
Historic Pensacola Village				
Land	$ 1,010,660	$ -	$ -	$ 1,010,660
Buildings and improvements	5,362,165	175,616	(35,361)	5,502,420
Furniture, fixtures and equipment	4,923	-	(2,159)	2,764
Barkley House				
Furniture, fixtures and equipment	17,489	-	-	17,489
Pensacola Museum of Art				
Furniture, fixtures and equipment	101,775	-	-	101,775
General and Administrative				
Furniture, fixtures and equipment	449,799	64,947	(7,785)	506,961
Construction in progress	44,001	318,762	(44,001)	318,762
	6,990,812	559,325	(89,306)	7,460,831
Less accumulated depreciation	3,198,548	203,416	(37,678)	3,364,286
	$ 3,792,264	$ 355,909	$ (51,628)	$ 4,096,545

NOTE 4 - CAPITAL ASSETS (Continued)

June 30, 2023:	Beginning Balance	Increases	Decreases	Ending Balance
Historic Pensacola Village				
Land	$ 1,010,660	$ -	$ -	$ 1,010,660
Buildings and improvements	5,222,917	139,248	-	5,362,165
Furniture, fixtures and equipment	4,923	-	-	4,923
Barkley House				
Furniture, fixtures and equipment	17,489	-	-	17,489
Pensacola Museum of Art				
Furniture, fixtures and equipment	63,974	37,801	-	101,775
General and Administrative				
Furniture, fixtures and equipment	427,546	22,253	-	449,799
Construction in progress	-	44,001	-	44,001
	6,747,509	243,303	-	6,990,812
Less accumulated depreciation	2,937,625	260,923		3,198,548
	$ 3,809,884	$ (17,620)	$ -	$ 3,792,264

Depreciation expense was $203,416 and $260,923 for the years ended June 30, 2024 and 2023, respectively.

NOTE 5 - DEFERRED REVENUE

Rental revenue is considered earned when the event has occurred or the performance of the services has been rendered. Amounts received by the Trust in advance of the date of the event or performance of services are recorded as deferred revenue until the event has occurred or services are rendered. Total deferred revenue amounted to $90,154 and $91,572 at June 30, 2024 and 2023, respectively.

NOTE 6 - FUND BALANCE/NET POSITION

In the financial statements, fund balances/net position are classified as follows:

Nonspendable Fund Balance:

Nonspendable fund balance represents amounts that cannot be spent either because they are in a nonspendable form or because they are legally or contractually required to be maintained intact. Nonspendable fund balances as of June 30, 2024 and 2023 are presented as follows:

	2024	2023
Nonspendable -		
Inventory	$ 67,763	$ 73,463
Prepaid assets and deposits	15,904	13,899
Historical properties, antiques and collections	249,214	249,214
	$ 332,881	$ 336,576

Restricted Fund Balance / Reserved Net Position:

Restricted fund balance or reserved net position represent amounts that can be spent only for specific purposes required by law or other externally imposed conditions by grantors or creditors. Restricted fund balances/reserved net position as of June 30, 2024 and 2023 are presented as follows:

	2024	2023
Restricted -		
Old Christ Church fund	$ 141,004	$ 140,949
Kranc Property	57,500	57,500
Cemetery Projects	17,312	12,000
	$ 215,816	$ 210,449

NOTE 6 - FUND BALANCE/NET POSITION (Continued)

Assigned Fund Balance / Designated Net Position:

Assigned fund balance or designated net position represent amounts that are designated by the Board of Directors, under authorization governed in the Trust's By-Laws, for a particular purpose but not spendable until a majority vote of approval by the Board of Directors. The assigned fund balance/designated net position of $38,798 and $38,790 as of June 30, 2024 and 2023, respectively, represents the remaining cash balance in the Veal Education Fund.

PMA assigned fund balance or designated net position represents amounts that are designated by the Board of Directors but are not spendable until a majority vote of approval. In 2017, the Pensacola Museum of Art received a BP claim and the Board of Directors approved to designate these funds for future purchases of artwork and collections to be held at the museum. The assigned fund balance/designated net position of $33,966 as of June 30, 2024 and 2023, represents the remaining designated BP funds.

Use of Restricted Resources:

When an expense is incurred that can be paid using either restricted or unrestricted resources (net position), the Trust's policy is to first apply the expense toward restricted resources and then toward unrestricted resources. In governmental funds, the Trust's policy is to first apply the expenditure toward restricted fund balance and then to other, less-restrictive classifications, committed and then assigned fund balances, if any, before using unassigned fund balances.

NOTE 7 - COMMITMENTS AND CONTINGENCIES

Dependency on Government Support:

The Trust receives a substantial amount of support from UWF, and state and local government agencies. A reduction in the level of future support from these entities could have a substantial effect on the Trust's programs and activities.

UWF Agreement:

As discussed in Note 1, the Trust is committed to assist UWF under an operating agreement which extends for an indefinite term.

NOTE 8 - RISK MANAGEMENT

The Trust is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. The Trust is insured for these risks. There were no insurance losses related to these risks in excess of insurance coverage in any of the three prior fiscal years. The Trust is not aware of any liabilities related to these risks as of June 30, 2024.

OTHER REPORT

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*), the financial statements of the governmental activities and the entity-wide activities of West Florida Historic Preservation, Inc., d/b/a University of West Florida Historic Trust ("the Trust"), (a component unit of the University of West Florida), as of and for the year ended June 30, 2024 and 2023, and the related notes to the financial statements, which collectively comprise the Trust's basic financial statements, and have issued our report thereon dated September 3, 2024, 2024.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Trust's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Trust's internal control. Accordingly, we do not express an opinion on the effectiveness of the Trust's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the Trust's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Trust's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Governmental Auditing Standards.*

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Trust's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Trust's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
September 3, 2024

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

WEST FLORIDA HISTORIC PRESERVATION, INC.
D/B/A UNIVERSITY OF WEST FLORIDA HISTORIC TRUST

(A COMPONENT UNIT OF
THE UNIVERSITY OF WEST FLORIDA)

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

JUNE 30, 2023 AND 2022

WEST FLORIDA HISTORIC PRESERVATION, INC.
D/B/A UNIVERSITY OF WEST FLORIDA HISTORIC TRUST

(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

JUNE 30, 2023 AND 2022

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the governmental activities and the entity-wide activities of West Florida Historic Preservation, Inc. d/b/a University of West Florida Historic Trust ("the Trust"), (a component unit of the University of West Florida), which collectively comprise the statements of net position and governmental fund balance sheets as of June 30, 2023 and 2022, and the related statements of activities and governmental fund revenues, expenditures, and changes in fund balance/net position for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial positions of the governmental activities and the entity-wide activities of the Trust as of June 30, 2023 and 2022, and the changes in financial position for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Trust and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Trust's ability to continue as a going concern for twelve months beyond the financial statement date, including any known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Trust's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Trust's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and budgetary comparison information be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context.

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated August 31, 2023, on our consideration of the Trust's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Trust's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Trust's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
August 31, 2023

WEST FLORIDA HISTORIC PRESERVATION, INC.
D/B/A UNIVERSITY OF WEST FLORIDA HISTORIC TRUST
(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)
MANAGEMENT'S DISCUSSION AND ANALYSIS
JUNE 30, 2023 AND 2022

The following is a narrative overview and analysis of the West Florida Historic Preservation, Inc. d/b/a University of West Florida Historic Trust's ("the Trust") significant financial activities for the fiscal year ended June 30, 2023.

Operational Highlights

- In January we increased our unified admission ticket price by $2.00. This and increased admission numbers have resulted in increased admission revenue of over 30% for the year compared to last fiscal year.
- We modified our existing parking management agreement with Premium Parking and entered into an additional agreement for four more of our parking lots. The modification and new agreement pay us 50% of parking fees collected instead of a fixed monthly rent. The result was an increase in our parking revenue of over $70,000 compared to last fiscal year.
- Visitation increased by 26%, long-term rental income increased by 4.7%, educational programming income increased by 206% and ticket sales increased by 31%.
- In fiscal year 2022-23, we received over $100,000 in grants.
- We did some significant preservation and maintenance work on some of our properties. This includes repairs, repainting, lighting, and graphics upgrades to the Bowden building, preservation repairs to the Dorr House, and major elevator repairs at the Pensacola Museum of Art.
- In January we increased our rental rates for our event venues. This rate increase resulted in a 4% increase to event rental revenue for the year. Also, once the train covering is completed, we will be able to add the Museum of Industry to our list of rentable venues, further increasing our event rental income.
- In partnership with Visit Pensacola, we hosted a pre-screening of the Emmy Award winning PBS show *A Taste of History: Pensacola* on Thursday September 29th at the Museum of Commerce. The event was a fundraiser for the Historic Trust and brought in over $10,000.
- We held our second annual Bootleg Ball fundraiser on Friday January 13th at the Museum of Commerce. After all expenses were covered we made $16,000 and created a great deal of buzz which will help us with next year's event.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Trust's basic financial statements. They are: 1) entity-wide and governmental fund financial statements and 2) notes to the financial statements.

Entity-wide financial statements are designed to provide readers with a broad overview of the Trust's finances in a manner similar to a private-sector business. Governmental fund financial statements focus on near-term inflows and outflows of spendable resources, as well as on balances of spendable resources available at the end of the fiscal year. Such information may be useful in evaluating a government's near-term financing requirements.

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the financial statements can be found starting on page 9 of this report.

Summary of Financial Condition

West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Net Position

	2023	2022	2021
Total assets, excluding capital assets	$ 2,611,792	$ 2,212,801	$ 2,265,352
Capital assets	3,792,264	3,809,884	4,137,243
Total assets	$ 6,404,056	$ 6,022,685	$ 6,402,595
Current liabilities	$ 133,659	$ 124,921	$ 397,042
Invested in capital assets	3,792,264	3,809,884	4,137,243
Reserved	210,449	213,489	209,429
Designated	38,790	38,782	38,774
PMA designated	33,966	33,966	33,966
Undesignated	2,194,928	1,801,643	1,586,141
Total fund balance/net position	6,270,397	5,897,764	6,005,553
Total liabilities and net position	$ 6,404,056	$ 6,022,685	$ 6,402,595

A review of the Trust's Statements of Net Position at June 30, 2023, 2022 and 2021, shows that the Trust continues to maintain its financial position.

Summary of Financial Condition (Continued)

West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Revenues, Expenses, and Changes in Net Position

	2023	2022	2021
Program revenues	$ 1,414,917	$ 1,209,494	$ 731,858
General revenues	223,988	190,951	419,508
Total revenues	1,638,905	1,400,445	1,151,366
Historic Pensacola Village and museum activities	68,660	73,892	49,695
Historic preservation and education programs	185,495	232,463	220,220
Pensacola Museum of Art	221,916	179,258	197,775
Management and general	529,278	695,262	603,084
Depreciation	260,923	327,359	430,967
Total expenditures/expenses	1,266,272	1,508,234	1,501,741
Change in net position	$ 372,633	$ (107,789)	$ (350,375)

The Statements of Revenues, Expenses, and Changes Net Position for the 2023 fiscal year indicate the Trust's continued operations. Fiscal years 2022 and 2021 were at a net loss due to the effects of COVID-19.

Capital Assets

The Trust's investment in capital assets totaled $3,792,264 (net of accumulated depreciation of $3,198,548). Capital assets include land, buildings and improvements, and furniture, fixtures and equipment.

Economic Factors

Budgetary constraints of state and local governments can affect the Trust's funding.

Requests for Information

Questions concerning any of the information provided in this report or requests for additional financial information should be directed to the following address:

West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Attn: Executive Director
P.O. Box 12866
Pensacola, FL 32591-2866

WEST FLORIDA HISTORIC PRESERVATION, INC.
DBA UNIVERSITY OF WEST FLORIDA HISTORIC TRUST
(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)
STATEMENTS OF NET POSITION AND GOVERNMENTAL FUND BALANCE SHEETS
JUNE 30, 2023 AND 2022

	2023			2022		
	General Fund	Adjustments (Note 1)	Statement of Net Position	General Fund	Adjustments (Note 1)	Statement of Net Position
Assets:						
Cash	$ 704,276	$ -	$ 704,276	$ 368,466	$ -	$ 368,466
Certificates of deposit	179,739	-	179,739	179,655	-	179,655
Due from UWF Foundation	1,137,815	-	1,137,815	1,085,446	-	1,085,446
Grants and local support receivable	253,329	-	253,329	241,815	-	241,815
Accrued interest receivable	57	-	57	111	-	111
Inventory	73,463	-	73,463	75,486	-	75,486
Prepaid assets	13,065	-	13,065	11,774	-	11,774
Historical properties, antiques and collections	249,214	-	249,214	249,214	-	249,214
Deposits	834	-	834	834	-	834
Capital assets -						
Non-depreciable	-	1,010,660	1,010,660	-	1,010,660	1,010,660
Depreciable, net of accumulated depreciation	-	2,781,604	2,781,604	-	2,799,224	2,799,224
Total Assets	$ 2,611,792	$ 3,792,264	$ 6,404,056	$ 2,212,801	$ 3,809,884	$ 6,022,685
Liabilities:						
Accounts payable	$ 37,571	$ -	$ 37,571	$ 26,040	$ -	$ 26,040
Deferred revenue	91,572	-	91,572	98,881	-	98,881
Due to AME Magnolia Cemetery	4,516	-	4,516	-	-	-
Total liabilities	133,659	-	133,659	124,921	-	124,921
Fund Balance/Net Position:						
Invested in capital assets	-	3,792,264	3,792,264	-	3,809,884	3,809,884
Nonspendable	336,576	(336,576)	-	337,308	(337,308)	-
Restricted/reserved	210,449	-	210,449	213,489	-	213,489
Assigned/designated	38,790	-	38,790	38,782	-	38,782
PMA assigned/designated	33,966	-	33,966	33,966	-	33,966
Unassigned/undesignated	1,858,352	336,576	2,194,928	1,464,335	337,308	1,801,643
Total fund balance/net position	2,478,133	3,792,264	6,270,397	2,087,880	3,809,884	5,897,764
Total Liabilities and Fund Balance/Net Position	$ 2,611,792	$ 3,792,264	$ 6,404,056	$ 2,212,801	$ 3,809,884	$ 6,022,685

The accompanying notes are an integral part of these financial statements.

WEST FLORIDA HISTORIC PRESERVATION, INC.
DBA UNIVERSITY OF WEST FLORIDA HISTORIC TRUST
(A COMPONENT UNIT OF THE UNIVERSITY OF WEST FLORIDA)
STATEMENTS OF ACTIVITIES AND GOVERNMENTAL FUND REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE/NET POSITION
YEARS ENDED JUNE 30, 2023 AND 2022

	2023			2022		
	General Fund	Adjustments (Note 1)	Statement of Activities	General Fund	Adjustments (Note 1)	Statement of Activities
Program Revenues:						
Grants and local support	$ 433,315	$ -	$ 433,315	$ 431,872	$ -	$ 431,872
Admissions, including tours, Pensacola Museum of Art and school programs	527,704	-	527,704	378,046	-	378,046
Rents and leases	431,713	-	431,713	397,422	-	397,422
Museum store income, net	22,185	-	22,185	2,154	-	2,154
Total program revenues	1,414,917	-	1,414,917	1,209,494	-	1,209,494
General Revenues:						
Interest and dividends	25,929	-	25,929	15,620	-	15,620
Miscellaneous	99,062	-	99,062	35,730	-	35,730
Realized/unrealized gains (losses)	98,997	-	98,997	(187,270)	-	(187,270)
Forgiveness of Paycheck Protection Program loan	-	-	-	278,690	-	278,690
Other COVID-19 income	-	-	-	48,181	-	48,181
Total general revenues	223,988	-	223,988	190,951	-	190,951
Total revenues	1,638,905	-	1,638,905	1,400,445	-	1,400,445
Expenditures/Expenses:						
Historic Pensacola Village and museum activities	68,660	-	68,660	73,892	-	73,892
Historic preservation and education programs	185,495	-	185,495	232,463	-	232,463
Pensacola Museum of Art	221,916	-	221,916	179,258	-	179,258
Management and general	529,278	-	529,278	695,262	-	695,262
Depreciation	-	260,923	260,923	-	327,359	327,359
Capital outlay	243,303	(243,303)	-	-	-	-
Total expenditures/expenses	1,248,652	17,620	1,266,272	1,180,875	327,359	1,508,234
Change in fund balance/net position	390,253	(17,620)	372,633	219,570	(327,359)	(107,789)
Fund Balance/Net Position, Beginning of Year	2,087,880	3,809,884	5,897,764	1,868,310	4,137,243	6,005,553
Fund Balance/Net Position, End of Year	$ 2,478,133	$ 3,792,264	$ 6,270,397	$ 2,087,880	$ 3,809,884	$ 5,897,764

The accompanying notes are an integral part of these financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Purpose:

West Florida Historic Preservation, Inc. ("WFHPI"), formerly Historic Pensacola, Inc., was organized as a not-for-profit corporation under Section 266.0018, Florida Statutes, to engage in the restoration and exhibition of historical landmarks in the vicinity of Pensacola, Florida. In 2001, Section 266.0018, Florida Statutes was repealed, at which time the legislature transferred the historic preservation responsibilities to the University of West Florida ("UWF"). On July 1, 2001, WFHPI was designated as a direct support organization of UWF under Section 267.1732, Florida Statutes, in order to assist UWF in carrying out its dual historic preservation and historic preservation education purposes and responsibilities. In November 2013, West Florida Historic Preservation, Inc. changed its name to West Florida Historic Preservation, Inc., d/b/a University of West Florida Historic Trust ("the Trust").

The general operating authority of the Trust is contained in Section 267.1732, Florida Statutes (Chapter 2001-199, Laws of Florida). The Trust operates under an operating agreement with UWF and is considered a component unit of UWF.

Expenses paid by the Trust to renovate or modify property controlled by UWF and leased by the Trust are capitalized and reflected in buildings and improvements in these financial statements. The Trust assists UWF in operating, preserving and maintaining various historical properties owned by the State of Florida and controlled by UWF. Certain expenses related to these activities are directly paid by UWF and are not included in these financial statements. Those expenses, which are not reflected in these financial statements, are as follows:

	2023	2022
Telephone	$ 10,345	$ 10,758
Operating supplies	10,889	-
Office equipment rental	5,657	2,582
Electricity	135,322	26,656
Natural gas	26,134	10,642
Other utilities	45,620	9,493
Repairs and maintenance	93,548	36,820
Equipment	17,861	1,574
Contractual services	30,831	7,649
Professional services	17,568	-
Security	34,728	9,223
Insurance	29,010	13,641
Other	1,545	1,142
Totals	$ 459,058	$ 130,180

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Organization and Purpose (Continued):

Salaries of UWF employees who staff the Trust are paid directly by UWF. These in-kind salaries amounted to $1,171,949 and $1,263,999 for the years ended June 30, 2023 and 2022, respectively, and are not reflected in the books of the Trust. Additionally, UWF donates office space in the Bowden Building located at 120 Church Street in downtown Pensacola, Florida to the Trust. Management estimates the fair value of this donated office space to be $241,984 and $216,512 for the years ended June 30, 2023 and 2022, respectively.

In November 2013, the Trust entered into a Memorandum of Understanding ("MOU") with the University of West Florida Foundation ("UWFF"), a direct service organization of UWF, where all membership income is handled and recorded by UWFF. Membership income held by UWFF amounted to $55,949 and $55,714 as of June 30, 2023 and 2022, respectively.

Each state university board of trustees is authorized to permit the use of property, facilities, and personal services at any state university by any university direct support organization per Section 1004.28, Florida Statutes. Administrative and fiscal services, office space, and other miscellaneous support services are provided to UWF direct support organizations by UWF at no cost. No value is assigned to administrative and fiscal services in the accompanying statements of activities and governmental fund revenues, expenditures, and changes in fund balance/net position.

Pensacola Museum of Art:

On July 1, 2016, the assets of the Pensacola Museum of Art ("PMA"), an independent not-for-profit corporation, became part of UWF. On that date, UWFF was gifted a historic building, land, a fine arts collection, furniture and equipment, cash and cash equivalents, a permanent endowment, and other current assets from the dissolving entity totaling approximately $4.2 million. UWFF transferred the historic building and land to UWF and the fine arts collection, furniture and equipment, and all other assets were transferred to the Trust, with the exception of the permanent endowment. The Trust maintains a management agreement with UWF covering the preservation of historic properties for UWF. UWFF will continue to steward the endowment for purposes of the PMA, now a division of the Trust. The new PMA division has a non-governing advisory board that reports to the Trust's board of directors. Under the agreement, UWFF will handle all and record all unified membership income for the PMA. PMA unified membership income held by UWFF amounted to $19,054 and $33,300 as of June 30, 2023 and 2022, respectively.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Measurement Focus, Basis of Accounting and Financial Statement Presentation:

These financial statements have been prepared in conformity with the accounting principles and reporting guidelines established by the Governmental Accounting Standards Board ("GASB"). The Trust utilizes the following fund type:

- General Fund, a governmental fund, is used to account for all revenues and expenditures applicable to the general operations of the Trust that are not required either legally or by accounting principles generally accepted in the United States of America ("GAAP") to be accounted for in another fund.

Government-Wide Financial Statements:

The government-wide financial statements (i.e., the statements of net position and governmental fund balance sheets and the statements of activities and governmental fund revenues, expenditures, and changes in fund balance/net position) report information on all of the activities of the Trust. Governments typically report activities as either governmental activities, which are supported by grants and other intergovernmental revenues, or business-type activities, which rely to a significant extent on fees and charges for support. The Trust reports its activities as governmental activities.

Because the Trust reports only governmental activities and only one program, it is considered to be a special-purpose government for financial reporting purposes under GAAP. As such, the government-wide financial statements are presented together with the governmental fund financial statements with an adjustment column presented to reconcile the two sets of statements.

The Trust has one governmental fund type, which is the General Fund. The General Fund is used to account for all resources and operations. Governmental funds are accounted for on a "spending" or "financial flow" measurement focus. This means that only current assets and current liabilities are generally included on the balance sheet. Governmental fund operating statements present increases (revenues and other financing sources) and decreases (expenditures and other financing uses) in net current assets.

Basis of accounting refers to when revenues and expenditures are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash flows take place.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Governmental Funds:

The General Fund is accounted for using the modified accrual basis of accounting. Under the modified accrual basis of accounting, revenues are recognized when susceptible to accrual; that is, when they are measurable and available. Measurable means the amount of the transaction can be determined and available means collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, the Trust considers revenues to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures are generally recorded when the related liability is incurred. Primary revenues consist of charges for services, licenses, and permits. All of these revenues are susceptible to accrual.

Use of Estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Inventory:

Inventory consists of merchandise held for resale in the museum gift shops. Inventory is stated at lower of cost or market and is accounted for under the first-in, first-out method.

Capital Assets:

Property and equipment are recorded at cost. Donated capital assets are recorded at their estimated fair market value on the date of contribution. Expenditures which equal or exceed $5,000 that materially increase values, change capacities, or extend useful lives are capitalized. Repairs and maintenance costs are charged to operations when incurred.

Depreciation is computed using the straight-line method. Estimated useful lives of property and equipment range as follows:

Buildings and improvements	10 - 40 years
Furniture, fixtures and equipment	5 - 10 years

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Historical Properties, Antiques, and Collections:

Purchased historical properties, antiques, and collections that are held for educational and curatorial purposes are recorded at cost. Donated items are not capitalized but are recorded both as revenue and expense in the government-wide statement of activities. Whether purchased or donated, each item is cataloged, preserved, and cared for, and activities verifying their existence and assessing their condition are performed continuously.

Historical properties, antiques, and collections are acquired for purposes of preservation and display. Management considers these items to be historically significant and should be preserved perpetually. Accordingly, depreciation is not recorded for these items.

Program Revenue:

Program revenue from local governments and government grants is recorded based upon the terms of the grantor allotment which generally provides that revenue is earned when the allowable costs of the specific grant provisions have been incurred or the performance of the services has been rendered. Such revenue is subject to audit by the grantor. If the examination results in a deficiency of allowable expenses, the Trust will be required to refund any deficiencies.

Income Taxes:

The Trust is exempt from federal income taxes under Internal Revenue Service Code Section 501(c)(3). As a result, there is no provision for taxes in the accompanying financial statements.

Donated Services, Materials, and Facilities:

The Trust receives donated services from a variety of unpaid volunteers assisting in the museum and education programs. No amounts have been recognized in the accompanying statements of activities for these donated services.

As discussed previously, UWF pays certain expenses and donates office space to the Trust.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Adjustments Between Governmental Fund Balance Sheets and Statements of Net Position:

Capital assets are not financial resources and therefore are not reported in the governmental fund. Adjustment is made to include capital assets in the entity-wide statements of net position.

Nonspendable fund balance represents amounts that cannot be spent because they are either (1) not in spendable for or (2) legally or contractually required to be maintained intact. Nonspendable amounts are not reported in the entity-wide statements of net position, therefore, an adjustment is made to exclude the nonspendable fund balance category from the entity-wide statements of net position.

Adjustments Between Governmental Fund Statements of Revenue, Expenditures, and Changes in Fund Balances and Statements of Activities:

Because capital assets are not reported in the governmental fund, no depreciation is recognized in the governmental fund statements of revenues, expenditures, and changes in fund balances. Instead, capital outlays are reported as expenditures. Adjustment is made to include depreciation expense and remove capital outlays in the entity-wide statements of activities.

Recent Accounting Pronouncements:

In June 2017, the Governmental Accounting Standards Board ("GASB") issued Statement No. 87, *Leases ("GASB 87"),* which addresses accounting and financial reporting for leases by governments. This statement requires recognition of certain lease assets and liabilities for leases that are currently classified as operating leases and recognized as inflows of resources or outflows of resources. GASB 87 establishes the lessee's requirement to recognize a lease liability and an intangible right-to-use asset. GASB 87 was effective for the Trust for the year ended June 30, 2022. Adoption of GASB 87 did not have a significant impact on the Trust's financial statements.

NOTE 2 - DEPOSITS AND INVESTMENTS

The Trust's deposits and investments consist of demand deposits and certificates of deposit. The carrying amount of the Trust's deposits and investments at June 30, 2023 and 2022 was $882,630 and $546,736, respectively, and the bank balance was $929,127 and $629,052, respectively. The Trust's cash balances held by financial institutions are insured by the Federal Deposit Insurance Corporation up to certain limits.

NOTE 3 - DUE FROM UWFF/UWF

In March 2013, the Trust entered into a MOU with UWFF, where the Trust may transfer current cash assets to UWFF to invest on the Trust's behalf. These funds are invested as a Quasi-Endowment with UWFF and are part of the overall investment pool subject to spending and investment policies of UWFF as agreed to in the MOU. The Trust's investment with UWFF amounted to $1,137,815 and $1,085,446 at June 30, 2023 and 2022, respectively.

During the year ended June 30, 2022, a transfer was made from UWF for unused Paycheck Protection Program ("PPP") loan proceeds, which were used for general expenses in 2022.

NOTE 4 - CAPITAL ASSETS

Capital assets consist of the following:

June 30, 2023:	Beginning Balance	Increases	Decreases	Ending Balance
Historic Pensacola Village				
Land	$ 1,010,660	$ -	$ -	$ 1,010,660
Buildings and improvements	5,222,917	139,248	-	5,362,165
Furniture, fixtures and equipment	4,923	-	-	4,923
Barkley House				
Furniture, fixtures and equipment	17,489	-	-	17,489
Pensacola Museum of Art				
Furniture, fixtures and equipment	63,974	37,801	-	101,775
General and Administrative				
Furniture, fixtures and equipment	427,546	22,253	-	449,799
Construction in progress	-	44,001	-	44,001
	6,747,509	243,303	-	6,990,812
Less accumulated depreciation	2,937,625	260,923		3,198,548
	$ 3,809,884	$ (17,620)	$ -	$ 3,792,264

NOTE 4 - CAPITAL ASSETS (Continued)

June 30, 2022:	Beginning Balance	Increases	Decreases	Ending Balance
Historic Pensacola Village				
Land	$ 1,010,660	$ -	$ -	$ 1,010,660
Buildings and improvements	5,222,917	-	-	5,222,917
Furniture, fixtures and equipment	8,012	-	(3,089)	4,923
Barkley House				
Furniture, fixtures and equipment	17,489	-	-	17,489
Pensacola Museum of Art				
Furniture, fixtures and equipment	63,974	-	-	63,974
General and Administrative				
Furniture, fixtures and equipment	428,225	-	(679)	427,546
	6,751,277	-	(3,768)	6,747,509
Less accumulated depreciation	2,614,034	327,359	(3,768)	2,937,625
	$ 4,137,243	$ (327,359)	$ -	$ 3,809,884

Depreciation expense was $260,923 and $327,539 for the years ended June 30, 2023 and 2022, respectively.

NOTE 5 - DEFERRED REVENUE

Rental revenue is considered earned when the event has occurred or the performance of the services has been rendered. Amounts received by the Trust in advance of the date of the event or performance of services are recorded as deferred revenue until the event has occurred or services are rendered. Total deferred revenue amounted to $91,572 and $98,881 at June 30, 2023 and 2022, respectively.

NOTE 6 - FUND BALANCE/NET POSITION

In the financial statements, fund balances/net position are classified as follows:

Nonspendable Fund Balance:

Nonspendable fund balance represents amounts that cannot be spent either because they are in a nonspendable form or because they are legally or contractually required to be maintained intact. Nonspendable fund balances as of June 30, 2023 and 2022 are presented as follows:

	2023	2022
Nonspendable -		
Inventory	$ 73,463	$ 75,486
Prepaid assets and deposits	13,899	12,608
Historical properties, antiques and collections	249,214	249,214
	$ 336,576	$ 337,308

Restricted Fund Balance / Reserved Net Position:

Restricted fund balance or reserved net position represent amounts that can be spent only for specific purposes required by law or other externally imposed conditions by grantors or creditors. Restricted fund balances/reserved net position as of June 30, 2023 and 2022 are presented as follows:

	2023	2022
Restricted -		
Old Christ Church fund	$ 140,949	$ 140,873
Kranc Property	57,500	57,500
Florida Conference AME Holding	-	3,116
Cemetery Projects	12,000	12,000
	$ 210,449	$ 213,489

NOTE 6 - FUND BALANCE/NET POSITION (Continued)

Assigned Fund Balance / Designated Net Position:

Assigned fund balance or designated net position represent amounts that are designated by the Board of Directors, under authorization governed in the Trust's By-Laws, for a particular purpose but not spendable until a majority vote of approval by the Board of Directors. The assigned fund balance/designated net position of $38,790 and $38,782 as of June 30, 2023 and 2022, respectively, represents the remaining cash balance in the Veal Education Fund.

PMA assigned fund balance or designated net position represents amounts that are designated by the Board of Directors but are not spendable until a majority vote of approval. In 2017, the Pensacola Museum of Art received a BP claim and the Board of Directors approved to designate these funds for future purchases of artwork and collections to be held at the museum. The assigned fund balance/designated net position of $33,966 as of June 30, 2023 and 2022, represents the remaining designated BP funds.

Use of Restricted Resources:

When an expense is incurred that can be paid using either restricted or unrestricted resources (net position), the Trust's policy is to first apply the expense toward restricted resources and then toward unrestricted resources. In governmental funds, the Trust's policy is to first apply the expenditure toward restricted fund balance and then to other, less-restrictive classifications, committed and then assigned fund balances, if any, before using unassigned fund balances.

NOTE 7 - COMMITMENTS AND CONTINGENCIES

Dependency on Government Support:

The Trust receives a substantial amount of support from UWF, and state and local government agencies. A reduction in the level of future support from these entities could have a substantial effect on the Trust's programs and activities.

UWF Agreement:

As discussed in Note 1, the Trust is committed to assist UWF under an operating agreement which extends for an indefinite term.

NOTE 8 - RISK MANAGEMENT

The Trust is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. The Trust is insured for these risks. There were no insurance losses related to these risks in excess of insurance coverage in any of the three prior fiscal years. The Trust is not aware of any liabilities related to these risks as of June 30, 2023.

NOTE 9 - COVID-19 RELATED INCOME

The Trust received loan proceeds in the amount of $278,690 under the PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act ("CARES Act"). The PPP loan's principal and accrued interest were forgivable to the extent that the proceeds were used for eligible purposes, subject to certain limitations. During the year ended June 30, 2022, the loan proceeds were used for eligible purposes, and the loan was forgiven. Accordingly, the Trust recognized $278,690 as other income during the year ended June 30, 2022.

The Trust was also awarded a grant totaling $29,254 from the Florida American Rescue Plan Cultural Grant Program ("Florida ARP") which is funded by the Florida Department of State Division of Arts and Culture and from Florida Humanities. The funds were to be used for general operating expenses for the Trust. Accordingly, the Trust recognized $29,254 as other income during the year ended June 30, 2022.

In addition, the Trust received $18,927 from the Small Business Administration to assist in general operations of the Trust. Accordingly, the Trust recognized $18,927 as other income during the year ended June 30, 2022.

OTHER REPORTS

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Governmental Auditing Standards* issued by the Comptroller General of the United States, the financial statements of West Florida Historic Preservation, Inc., d/b/a University of West Florida Historic Trust ("the Trust"), (a component unit of the University of West Florida), which comprise the statement of net position and governmental fund balance sheet as of June 30, 2023, and the related statement of activities and governmental fund revenues, expenditures, and changes in fund balance/net position for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated August 31, 2023.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Trust's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Trust's internal control. Accordingly, we do not express an opinion on the effectiveness of the Trust's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the Trust's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
West Florida Historic Preservation, Inc.
d/b/a University of West Florida Historic Trust
Pensacola, Florida

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Trust's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Governmental Auditing Standards.*

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Trust's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Trust's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
August 31, 2023

Tourist Promotion Fund

108

William Banks Enterprises – Gulf Coast Jazz Festival

27

Outlook

[EXTERNAL]Fw: Jazz Fest Hotel Spending 2021-2024

From William Banks Sr <banksenterprise@bellsouth.net>
Date Wed 7/2/2025 11:07 AM
To Stephan D. Hall <sdhall@myescambia.com>
Cc Allyson M. Parden <amparden@myescambia.com>; District3 <District3@co.escambia.fl.us>; davidmbear@aol.com <davidmbear@aol.com>

WARNING! This email originated from an outside network. **DO NOT CLICK** links or attachments unless you recognize the sender and know the content is safe.

Please add this statement to my answer for the August meeting. These numbers are from Highpointe Corporation. These are the amounts that I actually spent on hotels for Artists. This is not from TDC funds

Thanks.

Sent from AT&T Yahoo Mail for iPhone

Begin forwarded message:

On Wednesday, July 2, 2025, 10:54 AM, Christy Manderson <christy@highpointe.com> wrote:

> Good Morning Mr. Banks,
> See below for Jazz Fest hotel expense for 2021 – 2024. We appreciate your business so much, as well as all the great music you've brought to Pensacola over the years 😊 . Let me know if you need anything else, and have a great day!
> Christy
>
> | | | |
> |---|---|---|
> | 2021 | ~ | $25,070.13 |
> | 2022 | ~ | $32,860.64 |
> | 2023 | ~ | $25,369.44 |
> | 2024 | ~ | $24,087.45 |
> | **TOTAL** | **~** | **$107,387.66** |

Outlook

[EXTERNAL]TDC JUNE 17, 2025 QUESTIONS

From William Banks Sr <banksenterprise@bellsouth.net>
Date Tue 6/24/2025 9:58 AM
To Allyson M. Parden <amparden@myescambia.com>

WARNING! This email originated from an outside network. **DO NOT CLICK** links or attachments unless you recognize the sender and know the content is safe.

1. It was stated by one council member that only one (1) sheet of tax return was submitted.
That is false. According to the County Budget Office, fifteen (15) pages of tax returns was submitted to the TDC board.

2. It was also stated by a council member that my application was not signed.That is also false.
The application was submitted on time to the County Budget Office with my name on the last page of the application according the budget office. Please be advised that a signature is not required on the application.

3. It was also stated by a council woman that I was requesting more than fifty percent. Florida Statute 125.0104 does not place a limit on the amount of funds that can be requested to promote tourism.

4. One council member was concern about the expenses table, specifically regarding salaries that showed zero. Please be advised that we use volunteers. However, we do feed the volunteers three meals a day and give the comp tickets for family and friends.

5. A council member asked how we calculate room nights: Estimated Room Nights=Attendance x Spent Night in Escambia County in Paid Accommodation ÷ Average Party Size x Average Length of Stay x Event is the Main Reason for Visiting.

Note: Please be advised that Jeff Shusterman, President & CEO of Majority Opinion Research will be speaking on my behalf at the August 19th meeting.

6. A council member mention numbers going down for 2026, but we won't have 2026 numbers until the survey next year. And, of course, we won't even have 2025 numbers until after this year's event. We only have

projections of Economic Impact for 2025 and 2026.

Finally, I have come to the conclusion that based on what I heard at the June 17th TDC meeting that it really didn't matter if it showed the event had a two million dollar economic impact, it was going to get vote against on any technicalities. It should be noted that the board never considered or mention the 2024 economic impact which was $1.9 million dollars, which is 20 times the return on the County investment for a two day event. Why, because they was not concern about economic impact or heads-in-beds.

All TDC board members should take the time to read Florida Statutes 125.0104(3)(l)4.

4. Promote and advertise tourism in the State of Florida and nationally and internationally; however, if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event SHALL (which is mandatory language in a Statute) have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists.

2022 Economic Impact $703,950
2023 Economic Impact $1,500,762
2024 Economic Impact $1,960,682
2025 Economic Impact Projections $2,615,925
2026 Economic Impact Projections $2,869,049

Looking at the above number I have fulfilled what Florida Statutes 125.0104(3)(l)4 requires. I sincerely hope that we can move forward and keep this event in Escambia County which brings in people into Escambia County nationally and internationally..

Respectfully submitted,

William "Cadillac" Banks

William "Cadillac" Banks, CEO
William Banks Enterprise, Inc.
Pensacola, FL 32506

Tel: (850) 393-3028
Websites: www.banksenterprize.com
www.gulfcoastsummerfestjazzedition.com

Email: banksenterprise@bellsouth.net
Fax: (877) 434-8825

February 28, 2025

TO: Tourist Promotion Partners
RE: Requests for funding for Fiscal Year (FY) 2026

Dear Potential Funding Recipient:

Attached please find the Escambia County Tourism Promotion Agency Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Monday, March 31, 2025

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is required. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Important Note: As a requirement to receive County TDT grant monies, your organization will be **required** to submit both quarterly metrics and an annual report. Your required metrics report will be derived from the metric information within your application. Specific instructions to complete your annual report are included in the **Attachment A** "Annual Narrative Form", attached to this application.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is an application check list to ensure all required documents are submitted. Please check each box to confirm that these items are included with your funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,
Stephan Hall
Finance Director

FISCAL YEAR 2026

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Monday, March 31, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: William Banks Enterprises Inc.

Agency Address: 1372 Buttonwillow Trail, Pensacola, FL 32506

Program Name for which funding is being requested: Gulf Coast Jazz Festival

Amount Requested: $250,000

Program Contact: William Banks

Contact Email: banksterprise@bellsouth.net Contact Phone: (__) ___-____

25-Word Description of Program: Tourist to and residents of Escambia County come together to enjoy a multi-day jazz event at the Gulf Coast Jazz Festival. The festival hosts top names in smooth jazz which attracts jazz lovers from a wide area to Pensacola.

How many years has your organization been providing services in the County? 14 years

How many years has your organization received funding from the County? 9 years with the last 5 years creating a valulbe economic impact for Escambia County.

Explain how receiving funds from the County would have a significant impact on your organization: The cost to produce the jazz festival increases every year. Artists cost alone is up each year between 20 to 30% and production costs are up too. Without the assistance from the County, it would be a struggle to provide the high value entertainment of the Jazz Festival. The return on investment is supported by the increase in economic impact in Escambia County every year.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $250,000

Briefly discuss how last year's funds were used? The funds for 2024-25 were used to add an additional day to the festival. The additional day came with additional cost including artists costs, security, venue rental, etc.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? The Economic impact statement for 2024 produced $1.9 million in economic impact. Report is attached hereto as Exhibit "A". Th Economic Impact projections for 2025 is estimated at $2.6 million and for 2026 it is estimated at $2.8 million. These projections are also attached as Exhibit "B". Although these statements are only projections, they substantiate the Gulf Coast Jazz Festival as being an economic driver for Escambia County.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? Funding will be used to secure artists, venues, media ads, etc. We wil also use these funds to continue the four nights/three day length of the festival.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: It is not.

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. _____

William Banks Enterprises is the best partner for this program because it is the only entity in Escambia County that produces a jazz festival. The experience that William Banks Enterprises brings to the table helps ensure a festival with a positive economic impact year after year.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____%
- Percentage for direct programming costs: 100 %

If Escambia County funding can only fund a portion of your request, how will you offset the difference? We will solicit extra funding from the City Government

_____

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: N/A

_____

_____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. There is no duplication of funding

_____

_____

_____

_____

Please describe and provide your marketing plan for your event or tourism related activity. (TDT Tourism funding applicants only) My marketing plan consist of (1) placing a full page ad in Smooth Jazz News, which is a national magazine which goes out all over the country. (2) Radio ads in the outer market, (3) social media ads and 4) Ad buys in Cable and Local TV in the outer markets

Please provide the detail and information regarding ticket sales or sponsorships for your tourism event or activity: (TDT Tourism funding applicants only) Gulf Coast Jazz Festival tickets are sold by Ticketmaster, which can be purchase all over the Country online or at the Pensacola Bay Center Box office.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23-24	FY24-25	FY25-26	% Change
1. Total Attending the event	2,601	3,200	5,000	%
2. Total non-Escambia County residents attending the event	1,743	2,800	3,378	%
3. Total room nights generated	1,318	2,700	3,000	%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Total Attending the Event	5,000
2. Total non-Escambia County residents attending the event	4,500
3. Room nights generated	3,000

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1. Total Attending the Event	3,378
2. Total non-Escambia County Residents attending the event	2,027
3. Room nights generated	2,240

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$	$	$
County Funding/Direct Contribution	$150,000	$250,000	$250,000
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$112,585	$130,000	$175,000
Other Income (b)	$	$	$
Total Income	$262,585	$380,000	$425,000

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _____

_____

_____

_____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$	$	$
Employee Benefits	$	$	$
Professional Services	$	$	$
Contractual Services	$150,000	$175,000	$200,000
Travel Expenses	$	$	$
Rentals and Leases	$	$	$
Communication	$	$	$
Postage and Freight	$	$	$
Repair and Maintenance	$	$	$
Printing and Binding	$13,052	$15,000	$20,000
Marketing and Promotion	$40,000	$50,000	$60,000
Fuel	$	$	$
Supplies	$	$	$
Event Expenses	$100,000	$140,000	$145,000
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$	$	$
Total Expenses	$303,052	$380,000	$425,000
Net Income - (Revenue minus Expense)	$-40,401	$0	$0

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. _____

_____

_____

_____

(b) Please explain any request listed in the "Other Expenses" line item. _____

_____

_____

_____

_____

_____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Calendar

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. _____N/A_____

_____

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? _____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
There are no employees		$
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. $125,000

6. Does your organization charge fees for services? If so, provide a list of fees charged.
The Gulf Coast Jzz Festival does not charge fees for services, but we do sell tickets for the event. Tickets are $150 for three days.

7. Does your organization require background checks from volunteers and staff? No

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? _____

_____

_____

_____

_____

_____

2. How many jobs were created this year over last year by zip code? _____

_____

_____

_____

3. What is the net cost per job created? _____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

_____

_____

_____

_____

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

_____

_____

_____

_____

3. Was there any increase in membership for the local chambers? _____

_____

_____

_____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

_____

_____

_____

_____

_____

5. Can we reduce the taxpayer subsidy? _____

_____

_____

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

William E. Banks, Sr.
Name

CEO 3/27/25
Title Date

Attachment A: Annual Narrative Form

Annual Report Narrative Instructions for Organizations that are granted TDT Funds:

Your organization has received funds from Escambia County from the Tourist Development Tax (TDT) Fund related to the advertisement & promotion of tourism. Florida Statutes 125.0104(5)(a)(3) states "if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event must have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists".

Organizations that are granted TDT funds need to provide the required information below in an annual report regarding the expenditure of their funds. Please include the following information in your annual report:

TDT Grantee Information:

Name of Organization (must match W9):
Contact:
Title:
Mailing Address:
Grant Amount Received:

Tourism Activity Description:

Brief description of the organization/event.
What impact did your organization/event have on the citizens of Escambia County?
Is this a new or repeat grant?
If Repeat, how many years?

Tourism Metrics:

How did your organization fulfill a special need within the tourism industry and/or enhance the overall local tourism product by increasing the number and quality of tourist activities?

How did your organization/event benefit tourism in Escambia County?

How were Tourist Development Tax Dollars spent?

Please provide the number of hotel/motel room nights generated from your event. What is the source of your room night data and metrics?

Please attach a copy of your completed Marketing plan. Please provide details regarding the success of your executed plan.

Examples of metrics should include the following:

Attendance/Spectators
Ticket Sales
Participants
Vendors/Exhibitors
Sponsorship Support
Media Coverage
Website Visits
Social Media Engagement
Hotel/Motel Room Nights Generated

4th Quarterly Metrics Summary

Please provide your quarterly metrics as approved by the BOCC in your MAA:

Goals and Metrics Scorecard: XXX Example Organization FY 23-24	1st QTR	2nd QTR	3rd QTR	4th QTR
How many people attended/visited your organization/event?	**10**	**200**	**50**	**150**
How many people who attended/visited your organization/event stayed in area hotel/motels?	**50**	**100**	**25**	**75**
How many nights did those people stay in area hotels/motels?	**1**	**2**	**2**	**3**
On average, how much did each family spend at the organization/event?	**$200**	**$300**	**$400**	**$500**

Tourism Narrative Summary:

Brief summary of your organization's success and the positive impact it created for the citizens of Escambia County and overall impact to tourism. Pictures are a nice addition to your summary.

Exhibit "A"



2024 Gulf Coast Jazz Festival
Fall Edition

Event Impact Study

October 2024

Majority Opinion Research

Foreword

Purpose & Methodology

The purpose of this research is to measure the economic impact of the Gulf Coast Jazz Festival Fall Edition in Escambia County.

Interviewers from Majority Opinion Research surveyed event attendees at the event on Friday, October 18th and Saturday, October 19th 2024.

204 surveys were completed with event attendees in 2024.

Contents

Key Impact Metrics	4
Attendee Profile	5
Accommodations & Spending	6

Event Impact Summary



The 2024 Gulf Coast Jazz Festival Fall Edition attracted 3,378 unique individuals to the event (30% more than last year).

40% of the attendees were residents of Escambia County and 60% were visiting from outside of the county. 47% of visitors were visiting for the first time.

Among visitors, 2,240 room nights were generated by this festival (70% more than last year).

More than $1.3M ($1,307,122) was spent in Escambia County among those attending the festival, which, based on IMPLAN's Economic Model for Escambia County, resulted in an economic impact of $1.96M ($1,960,682) in the County. The impact of the 2024 festival was 31% higher than last year's event.

Based on the tax rates for each category of spending (accommodations, food & beverage in restaurants, entertainment/activities outside of the festival, groceries, gasoline, etc.), it is further calculated that the 2024 Gulf Coast Jazz Festival Fall Edition generated $25,323 in tax revenue for Escambia County, which is a 21% increase in tax collection over last year.

Overall, for every $1 that Escambia County invested in the 2024 Gulf Coast Jazz Festival Fall Edition, $26 was infused into the county, a gain of 26 times the investment made. This is a 31% increase in ROI year-over-year.

Key Impact Metrics

2024 Gulf Coast Jazz Festival Fall Edition

Metric	Impact	
	2023	2024
Total of Unique Individuals Attending	2,601	3,378
Residents Attending	853 (33%)	1,351 (40%)
Visitors Attending	1,743 (67%)	2,027 (60%)
Direct Spending [1]	$1,000,508	$1,307,122
Economic Impact [2]	$1,500,762	$1,960,682
Room Nights Generated [3]	1,318	2,240
Total County Taxes Generated [4]	$20,939	$25,323
Escambia County's Return on Investment [5]	$20.01 per $1 (20 x investment)	$26.14 per $1 (26 x investment)

[1] (Average spend per resident party x estimated number of resident parties) + (Average spend per visiting party x estimated number of visiting parties)

[2] Using IMPLAN economic modeling to calculate the multiplier on direct expenditure data.

[3] Estimated Room Nights = Attendance x Spent Night in Escambia County in Paid Accommodations ÷ Average Party Size x Average Length of Stay x Event Main Reason for Visiting

[4] 0.015% on lodging, food and beverage, entertainment, shopping, and anything else + 0.125 per gallon of gasoline + TDT Tax of 0.04% on lodging dollars

[5] Economic Impact ÷ Escambia County Investment ($75,000) in 2024 Gulf Coast Jazz Festival

Majority Opinion Research

Exhibit "B"



Gulf Coast Jazz Festival 2025 & 2026 Economic Impact Projections

Majority Opinion Research

Foreword

The purpose of this analysis is to project the economic impact for Escambia County from the 2025 and 2026 Gulf Coast Jazz Festival Fall Edition.

The analysis is based on trends from previous economic studies for this event, format changes to the event (an additional day of performances added), increased desire for travel to events in general, and the increased costs, and subsequently prices, in hospitality categories, such as accommodations and food in restaurants.

Unknown situations, such as weather and / or economic drivers, may impact these projections.

Economic Impact Projects

The economic impact of the Gulf Coast Jazz Festival increased 31% from 2023 ($1,500,762) to 2024 ($1,960,682).

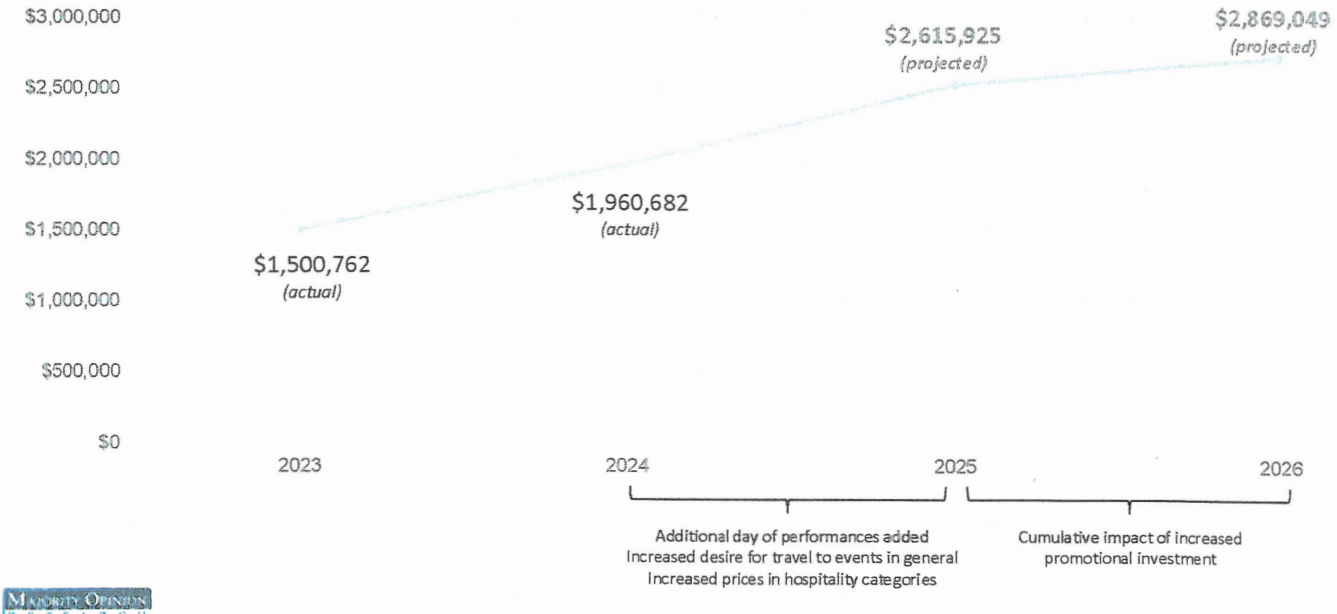
As of the 2025 edition of this event, an additional day of performances will be added.

Additional research shows that there is an increased desire and demand for travel in general and specifically for events.

Additional research also shows increases in consumer prices in general and within the hospitality sector specifically.

Based on these factors, it is projected that the 2025 Edition of the Gulf Coast Jazz Festival will have an economic impact of $2,615,925 and that the 2026 edition of the event will have an economic impact of $2,869,049.

Gulf Coast Jazz Festival Economic Impact



MAJORITY OPINION RESEARCH

For Additional Information Contact:

MAJORITY OPINION
RESEARCH

6350 Lake Oconee Parkway
Suite 110-73
Greensboro, GA 30642

1-877-5-ASK-MOR
www.majorityopinionresearch.com



2023 Gulf Coast Jazz Festival
Fall Edition

Event Impact Study

October 2023

Majority Opinion Research

Foreword

Purpose & Methodology

The purpose of this research is to measure the economic impact of the Gulf Coast Jazz Festival Fall Edition in Escambia County.

Interviewers from Majority Opinion Research surveyed event attendees at the event on Saturday, October 7th and Sunday October 8th 2023.

A total of 105 surveys was completed.

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MAJORITY OPINION RESEARCH

Key Impact Metrics



The 2023 Gulf Coast Jazz Festival Fall Edition attracted 2,601 unique individuals to the event. 90% attended both October 7th and October 8th and 10% attended one of the two days. 340 also attended the October 6th kick-off party.

33% of the attendees were residents of Escambia County and 67% were visiting from outside of the county. 24% of visitors were visiting for the first time.

Among visitors, 1,318 room nights were generated by this festival.

More than $1M ($1,000,508) was spent in Escambia County among those attending the festival, which, based on IMPLAN's Economic Model for Escambia County, resulted in an economic impact of $1.5M ($1,500,762) in the County.

Based on the tax rates for each category of spending (accommodations, food & beverage in restaurants, entertainment/activities outside of the festival, groceries, gasoline, etc.), it is further calculated that the 2023 Gulf Coast Jazz Festival Fall Edition generated $20,939 in tax revenue for Escambia County.

Overall, for every $1 that Escambia County invested in the 2023 Gulf Coast Jazz Festival Fall Edition, $20 was infused into the county. A gain of 20 times the investment made.

Total of Unique Individuals Attending:	2,601
Attended Both Days:	2,341 (90%)
Attended One Day:	260 (10%)
Residents Attending:	858 (33%)
Visitors Attending:	1,743 (67%)
Direct Spending[1]:	$1,000,508
Economic Impact[2]:	$1,500,762
Room Nights Generated[3]:	1,318
Total County Taxes Generated[4]:	$20,939
Escambia County's Return on Investment[5]:	$20.01 *(20 times investment)*

[1] (Average spend per resident party x estimated number of resident parties) + (Average spend per visiting party x estimated number of visiting parties)

[2] Using IMPLAN economic modeling to calculate the multiplier on direct expenditure data.

[3] Estimated Room Nights = Attendance x Spent Night in Escambia County in Paid Accommodations ÷ Average Party Size x Average Length of Stay x Event Main Reason for Visiting

[4] 0.015% on lodging, food and beverage, entertainment, shopping, and anything else + 0.11% per gallon of gasoline + TDT Tax of 0.04% on lodging dollars

[5] Economic Impact ÷ Escambia County Investment ($75,000) in 2023 Gulf Coast Jazz Festival

Attendee Profile



Resident and Visitor Attendance	
Resident	33%
Visitor	67%
First Time Visitor	24%
Repeat Visitor	76%

Attending	
One day	10%
Both days	90%

Event Main Reason for Visiting	
Yes	90%

Party Size	
1	5%
2	44%
3	17%
4	15%
5 or more	10%
Average Party Size	3.3

Age	
Under 25	8%
25 - 34	10%
35 - 44	18%
45 - 54	16%
55 - 64	31%
65 or older	17%
Average Age	50

Generation	
Centennials	10%
Millennials	27%
Generation X	29%
Baby Boomers	32%
Silent Generation	2%

Household Income	
Less than $50,000	18%
$50 000 - $74,999	16%
$75,000 - $99,999	34%
$100,000 - $149,999	14%
$150,000 or more	17%
Average Income	$97,597

Majority Opinion Research

Accommodations & Spending

Accommodations	
Stayed in Paid Accommodations	77%
Average Length of Stay	3.6 nights
Room Nights Generated*	1,389

	Visitors	Residents
Accommodations	$687.79	NA
Food & Drink in Restaurants	$309.67	$119.42
Entertainment/Activities	$318.53	$194.86
Shopping	$189.70	$75.61
Gasoline	$72.91	NA
Groceries	$89.57	NA
Anything Else	$23.64	$21.86
Average Spend per Party	$1,691.81	$411.74

* Estimated Room Nights = Visitor Attendance x Spent Night in Escambia County in Paid Accommodations ÷ Average Party Size x Average Length of Stay x Event Main Reason for Visiting

For Additional Information Contact:

MAJORITY OPINION
RESEARCH

6350 Lake Oconee Parkway
Suite 110-73
Greensboro, GA 30642

1-877-5-ASK-MOR
www.majorityopinionresearch.com

VISIT PENSACOLA

Economic Impact of the Gulf Coast Summer Jazz Festival 2022

September 3rd – 4th, 2022



Pensacola
VISITPENSACOLA.COM

downs & st. germain
RESEARCH

EXECUTIVE SUMMARY

- The Gulf Coast Summer Jazz Festival 2022 attracted **2,100**[1] unique attendees, 800 out-of-county attendees and 1,300 locals
- **38%** of attendees were out-of-county visitors
- Out-of-county visitors spent **$469,300**[2] in the Pensacola area during this event, generating **$703,950 in economic impact**[3]
- Out-of-county visitors who attended the Gulf Coast Summer Jazz Festival generated **710** nights in paid accommodations in the Pensacola area
- The typical out-of-county attendee traveled in parties of **3.1 people** with an average length of stay of **3.5 nights**
- **72% of visitors** chose to stay in overnight in **paid accommodations** while attending this event, staying an average of **3.8** nights
- **69%** of out-of-county visitors said this event was their main reason for coming to the Pensacola area
- On average, out-of-county visitor travel parties spent **$858** in the Pensacola area while attending this event

[1] The Gulf Coast Summer Jazz Festival estimated attendance was 4,000. Downs & St. Germain Research determined that there were 2,100 unique attendees. "Unique" attendees are visitors who may attend more than one day of the event and is based on the total event attendee estimate divided by the average days of attendance. Economic Impact is calculated based on "unique" visitors rather than the full attendance estimate.
[2] Spending by **out-of-county visitors** on accommodations, restaurants, groceries, transportation, attractions, entertainment, tickets, shopping, and "other" expenses.
[3] Indirect effects are increased business spending resulting from tourism dollars. Induced effects are increased household spending resulting from tourism dollars.
Local spending does not affect total economic impact.

ECONOMIC IMPACT METRICS

	2021	2022
Total Unique Attendees	1,700	2,100
Unique Out-of-Town Attendees	950	800
Unique Locals	750	1,300
Economic Impact[1]	$940,950	$703,950
Direct Spending[2]	$627,300	$469,300
Local Spending[3]	$91,400	$192,300
Room Nights	1,150	710

[1] Including indirect and induced effects of direct spending. Indirect effects are increased business spending resulting from tourism dollars. Induced effects are increased household spending resulting from tourism dollars. Downs & St. Germain Research uses IMPLAN economic modeling to calculate the multiplier on direct expenditure data. Pensacola's multiplier is 1.5.
[2] For accommodations, restaurants, groceries, transportation, attractions, entertainment, tickets, shopping, and "other" expenses.
[3] Locals are defined as Escambia County residents.
Spending by locals does NOT directly affect economic impact.

OUT-OF-COUNTY VISITOR KEY METRICS

	2021	2022
Out-of-County Visitors	57%	38%
Travel Party Size	2.2	3.1
Length of Stay	3.3	3.5
Staying in paid Accommodations	67%	72%
Event Was Main Reason for Visiting	94%	69%
Average Travel Party Spend	$880	$858

VISIT PENSACOLA

Economic Impact of the Gulf Coast Summer Jazz Festival 2022

September 3rd - 4th, 2022

Downs & St. Germain Research
contact@dsg-research.com
850-906-3111 | www.dsg-research.com



2024 TAX Return

WILLIAM BANKS ENTERPRISE

Form **1120-S**

Department of the Treasury
Internal Revenue Service

U.S. Income Tax Return for an S Corporation

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.
Go to www.irs.gov/Form1120S for instructions and the latest information.

OMB No. 1545-0123

2024

For calendar year 2024 or tax year beginning , 2024, ending , 20

A S election effective date: 09-20-2018		Name: WILLIAM BANKS ENTERPRISE	**D** Employer ID number: 83-1965844
B Business activity code number (see instructions): 711100	**TYPE OR PRINT**	Number, street, and room or suite no. If a P.O. box, see instructions.: 1372 BUTTONWILLOW TRL	**E** Date incorporated: 09-19-2018
C Check if Sch. M-3 attached ☐		City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32503	**F** Total assets (see inst.): $ 0

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions. ☐ Yes ☒ No

H Check if: (1) ☐ Final return (2) ☐ Name change (3) ☐ Address change (4) ☐ Amended return (5) ☐ S election termination

I Enter the number of shareholders who were shareholders during any part of the tax year 1

J Check if corporation: (1) ☐ Aggregated activities for section 465 at-risk purposes (2) ☐ Grouped activities for section 469 passive activity purposes

Caution: Include **only** trade or business income and expenses on lines 1a through 22. See the instructions for more information.

Income	1a	Gross receipts or sales: 262,585	b Less returns and allowances	c Balance	1c: 262,585
	2	Cost of goods sold (attach Form 1125-A)			2:
	3	Gross profit. Subtract line 2 from line 1c			3: 262,585
	4	Net gain (loss) from Form 4797, Part II, line 17 (attach Form 4797)			4:
	5	Other income (loss) (see instructions--attach statement)			5:
	6	**Total income (loss).** Add lines 3 through 5			6: 262,585
Deductions (see instructions for limitations)	7	Compensation of officers (see instructions--attach Form 1125-E)			7:
	8	Salaries and wages (less employment credits)			8: 188,207
	9	Repairs and maintenance			9:
	10	Bad debts			10:
	11	Rents			11:
	12	Taxes and licenses			12:
	13	Interest (see instructions)			13:
	14	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)			14:
	15	Depletion **(do not deduct oil and gas depletion)**			15:
	16	Advertising			16: 11,416
	17	Pension, profit-sharing, etc., plans			17:
	18	Employee benefit programs			18:
	19	Energy efficient commercial buildings deduction (attach Form 7205)			19:
	20	Other deductions (attach statement)			20: 103,429#1
	21	**Total deductions.** Add lines 7 through 20			21: 303,052
	22	**Ordinary business income (loss). Subtract** line 21 from line 6			22: -40,467
Tax and Payments	23a	Excess net passive income or LIFO recapture tax (see instructions)	23a		
	b	Tax from Schedule D (Form 1120-S)	23b		
	c	Add lines 23a and 23b (see instructions for additional taxes)			23c: 0
	24a	Current year's estimated tax payments and preceding year's overpayment credited to the current year	24a		
	b	Tax deposited with Form 7004	24b		
	c	Credit for federal tax paid on fuels (attach Form 4136)	24c		
	d	Elective payment election amount from Form 3800	24d		
	z	Add lines 24a through 24d			24z: 0
	25	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐			25:
	26	**Amount owed.** If line 24z is smaller than the total of lines 23c and 25, enter amount owed			26: 0
	27	**Overpayment.** If line 24z is larger than the total of lines 23c and 25, enter amount overpaid			27:
	28	Enter amount from line 27: **Credited to 2025 estimated tax** 0 **Refunded**			28: 0

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer | Date | PRESIDENT Title

May the IRS discuss this return with the preparer shown below? See instructions. ☒ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name: SHARON HOLLIS	Preparer's signature	Date	Check ☐ if self-employed; PTIN: P01283893
Firm's name: HRB TAX GROUP INC			Firm's EIN: 431871840
Firm's address: 1301 MAIN ST STE 101B KANSAS CITY MO 64105			Phone no. (800)472-5625

Schedule B Other Information (see instructions)

		Yes	No
1	Check accounting method: a [X] Cash b [ ] Accrual c [ ] Other (specify)		
2	See the instructions and enter the: a Business activity ENTERTAINMENT b Product or service SERVICE		
3	At any time during the tax year, was any shareholder of the corporation a disregarded entity, a trust, an estate, or a nominee or similar person? If "Yes," attach Schedule B-1, Information on Certain Shareholders of an S Corporation		X
4	At the end of the tax year, did the corporation:		
a	Own directly 20% or more, or own, directly or indirectly, 50% or more of the total stock issued and outstanding of any foreign or domestic corporation? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		X

(i) Name of Corporation	(ii) Employer Identification Number (if any)	(iii) Country of Incorporation	(iv) Percentage of Stock Owned	(v) If Percentage in (iv) Is 100%, Enter the Date (if applicable) a Qualified Subchapter S Subsidiary Election Was Made

b	Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in the profit, loss, or capital in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		X

(i) Name of Entity	(ii) Employer Identification Number (if any)	(iii) Type of Entity	(iv) Country of Organization	(v) Maximum Percentage Owned in Profit, Loss, or Capital

5a	At the end of the tax year, did the corporation have any outstanding shares of restricted stock? If "Yes," complete lines (i) and (ii) below.		X
	(i) Total shares of restricted stock		
	(ii) Total shares of non-restricted stock		
b	At the end of the tax year, did the corporation have any outstanding stock options, warrants, or similar instruments? If "Yes," complete lines (i) and (ii) below.		X
	(i) Total shares of stock outstanding at the end of the tax year		
	(ii) Total shares of stock outstanding if all instruments were executed		
6	Has this corporation filed, or is it required to file, **Form 8918,** Material Advisor Disclosure Statement, to provide information on any reportable transaction?		X
7	Check this box if the corporation issued publicly offered debt instruments with original issue discount [ ] If checked, the corporation may have to file **Form 8281,** Information Return for Publicly Offered Original Issue Discount Instruments.		
8	If the corporation **(a)** was a C corporation before it elected to be an S corporation **or** the corporation acquired an asset with a basis determined by reference to the basis of the asset (or the basis of any other property) in the hands of a C corporation, **and (b)** has net unrealized built-in gain in excess of the net recognized built-in gain from prior years, enter the net unrealized built-in gain reduced by net recognized built-in gain from prior years. See instructions $		
9	Did the corporation have an election under section 163(j) for any real property trade or business or any farming business in effect during the tax year? See instructions		X
10	Does the corporation satisfy one or more of the following? See instructions		X
a	The corporation owns a pass-through entity with current, or prior year carryover, excess business interest expense.		
b	The corporation's aggregate average annual gross receipts (determined under section 448(c)) for the 3 tax years preceding the current tax year are more than $30 million and the corporation has business interest expense.		
c	The corporation is a tax shelter and the corporation has business interest expense. If "Yes," complete and attach **Form 8990,** Limitation on Business Interest Expense Under Section 163(j).		
11	Does the corporation satisfy **both** of the following conditions?	X	
a	The corporation's total receipts (see instructions) for the tax year were less than $250,000.		
b	The corporation's total assets at the end of the tax year were less than $250,000. If "Yes," the corporation is not required to complete Schedules L and M-1.		

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Schedule K	Shareholders' Pro Rata Share Items (continued)		Total amount
Other Information	17a Investment income	17a	
	b Investment expenses	17b	
	c Dividend distributions paid from accumulated earnings and profits	17c	
	d Other items and amounts (attach statement) SEE ATTACHED SCHEDULE		
Reconciliation	18 **Income (loss) reconciliation.** Combine the total amounts on lines 1 through 10. From the result, subtract the sum of the amounts on lines 11 through 12e and 16f	18	-40,467

Schedule L Balance Sheets per Books		Beginning of tax year		End of tax year	
	Assets	(a)	(b)	(c)	(d)
1	Cash				
2a	Trade notes and accounts receivable				
b	Less allowance for bad debts	( )		( )	
3	Inventories				
4	U.S. government obligations				
5	Tax-exempt securities (see instructions)				
6	Other current assets (attach statement)				
7	Loans to shareholders				
8	Mortgage and real estate loans				
9	Other investments (attach statement)				
10a	Buildings and other depreciable assets				
b	Less accumulated depreciation	( )		( )	
11a	Depletable assets				
b	Less accumulated depletion	( )		( )	
12	Land (net of any amortization)				
13a	Intangible assets (amortizable only)				
b	Less accumulated amortization	( )		( )	
14	Other assets (attach statement)				
15	Total assets				
	Liabilities and Shareholders' Equity				
16	Accounts payable				
17	Mortgages, notes, bonds payable in less than 1 year				
18	Other current liabilities (attach statement)				
19	Loans from shareholders				
20	Mortgages, notes, bonds payable in 1 year or more				
21	Other liabilities (attach statement)				
22	Capital stock				
23	Additional paid-in capital				
24	Retained earnings				
25	Adjustments to shareholders' equity (attach stmt.)				
26	Less cost of treasury stock		( )		( )
27	Total liabilities and shareholders' equity				

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2023 TAX Return

WILLIAM BANKS ENTERPRISE

Form **1120-S**

Department of the Treasury
Internal Revenue Service

U.S. Income Tax Return for an S Corporation

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Go to www.irs.gov/Form1120S for instructions and the latest information.

OMB No. 1545-0123

2023

For calendar year 2023 or tax year beginning , 2023, ending , 20

A S election effective date 09-20-2018		Name WILLIAM BANKS ENTERPRISE	**D** Employer ID number 83-1965844
B Business activity code number (see instructions) 711100	**TYPE** **OR** **PRINT**	Number, street, and room or suite no. If a P.O. box, see instructions. 1372 BUTTONWILLOW TRL	**E** Date incorporated 09-19-2018
C Check if Sch. M-3 attached ☐		City or town, state or province, country, and ZIP or foreign postal code PENSACOLA FL 32503	**F** Total assets (see inst.) $ 0

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions. ☐ Yes ☒ No

H Check if: (1) ☐ Final return (2) ☐ Name change (3) ☐ Address change (4) ☐ Amended return (5) ☐ S election termination

I Enter the number of shareholders who were shareholders during any part of the tax year 1

J Check if corporation: (1) ☐ Aggregated activities for section 465 at-risk purposes (2) ☐ Grouped activities for section 469 passive activity purposes

Caution: Include **only** trade or business income and expenses on lines 1a through 22. See the instructions for more information.

Income	1a	Gross receipts or sales 362,146	b Less returns and allowances	c Balance	1c 362,146
	2	Cost of goods sold (attach Form 1125-A)			2
	3	Gross profit. Subtract line 2 from line 1c			3 362,146
	4	Net gain (loss) from Form 4797, line 17 (attach Form 4797)			4
	5	Other income (loss) (see instructions—attach statement)			5
	6	**Total income (loss).** Add lines 3 through 5			6 362,146
Deductions (see instructions for limitations)	7	Compensation of officers (see instructions—attach Form 1125-E)			7
	8	Salaries and wages (less employment credits)			8 370,813
	9	Repairs and maintenance			9
	10	Bad debts			10
	11	Rents			11
	12	Taxes and licenses			12
	13	Interest (see instructions)			13
	14	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)			14
	15	Depletion **(Do not deduct oil and gas depletion.)**			15
	16	Advertising			16 20,742
	17	Pension, profit-sharing, etc., plans			17
	18	Employee benefit programs			18
	19	Energy efficient commercial buildings deduction (attach Form 7205)			19
	20	Other deductions (attach statement)			20 64,412#1
	21	**Total deductions.** Add lines 7 through 20			21 455,967
	22	**Ordinary business income (loss).** Subtract line 21 from line 6			22 -93,821
Tax and Payments	23a	Excess net passive income or LIFO recapture tax (see instructions)	23a		
	b	Tax from Schedule D (Form 1120-S)	23b		
	c	Add lines 23a and 23b (see instructions for additional taxes)			23c 0
	24a	Current year's estimated tax payments and preceding year's overpayment credited to the current year	24a		
	b	Tax deposited with Form 7004	24b		
	c	Credit for federal tax paid on fuels (attach Form 4136)	24c		
	d	Elective payment election amount from Form 3800	24d		
	z	Add lines 24a through 24d			24z 0
	25	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐			25
	26	**Amount owed.** If line 24z is smaller than the total of lines 23c and 25, enter amount owed			26 0
	27	**Overpayment.** If line 24z is larger than the total of lines 23c and 25, enter amount overpaid			27
	28	Enter amount from line 27: **Credited to 2024 estimated tax** 0 **Refunded**			28 0

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer | Date | PRESIDENT Title

May the IRS discuss this return with the preparer shown below? See instructions. ☒ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
SHARON HOLLIS				P01283893

Firm's name HRB TAX GROUP INC — Firm's EIN 431871840

Firm's address 1301 MAIN ST STE 101B, KANSAS CITY MO 64105 — Phone no. (800)472-5625

Schedule B Other Information (see instructions)

		Yes	No
1	Check accounting method: a [X] Cash b [ ] Accrual c [ ] Other (specify)		
2	See the instructions and enter the: a Business activity ENTERTAINMENT b Product or service SERVICE		
3	At any time during the tax year, was any shareholder of the corporation a disregarded entity, a trust, an estate, or a nominee or similar person? If "Yes," attach Schedule B-1, Information on Certain Shareholders of an S Corporation		X
4	At the end of the tax year, did the corporation:		
a	Own directly 20% or more, or own, directly or indirectly, 50% or more of the total stock issued and outstanding of any foreign or domestic corporation? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		X

(i) Name of Corporation	(ii) Employer Identification Number (if any)	(iii) Country of Incorporation	(iv) Percentage of Stock Owned	(v) If Percentage in (iv) Is 100%, Enter the Date (if applicable) a Qualified Subchapter S Subsidiary Election Was Made

b	Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in the profit, loss, or capital in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		X

(i) Name of Entity	(ii) Employer Identification Number (if any)	(iii) Type of Entity	(iv) Country of Organization	(v) Maximum Percentage Owned in Profit, Loss, or Capital

5a	At the end of the tax year, did the corporation have any outstanding shares of restricted stock? If "Yes," complete lines (i) and (ii) below.		X
	(i) Total shares of restricted stock		
	(ii) Total shares of non-restricted stock		
b	At the end of the tax year, did the corporation have any outstanding stock options, warrants, or similar instruments? If "Yes," complete lines (i) and (ii) below.		X
	(i) Total shares of stock outstanding at the end of the tax year		
	(ii) Total shares of stock outstanding if all instruments were executed		
6	Has this corporation filed, or is it required to file, **Form 8918,** Material Advisor Disclosure Statement, to provide information on any reportable transaction?		X
7	Check this box if the corporation issued publicly offered debt instruments with original issue discount [ ] If checked, the corporation may have to file **Form 8281,** Information Return for Publicly Offered Original Issue Discount Instruments.		
8	If the corporation **(a)** was a C corporation before it elected to be an S corporation **or** the corporation acquired an asset with a basis determined by reference to the basis of the asset (or the basis of any other property) in the hands of a C corporation, **and (b)** has net unrealized built-in gain in excess of the net recognized built-in gain from prior years, enter the net unrealized built-in gain reduced by net recognized built-in gain from prior years. See instructions $		
9	Did the corporation have an election under section 163(j) for any real property trade or business or any farming business in effect during the tax year? See instructions		X
10	Does the corporation satisfy one or more of the following? See instructions		X
a	The corporation owns a pass-through entity with current, or prior year carryover, excess business interest expense.		
b	The corporation's aggregate average annual gross receipts (determined under section 448(c)) for the 3 tax years preceding the current tax year are more than $29 million and the corporation has business interest expense.		
c	The corporation is a tax shelter and the corporation has business interest expense. If "Yes," complete and attach **Form 8990,** Limitation on Business Interest Expense Under Section 163(j).		
11	Does the corporation satisfy **both** of the following conditions?	X	
a	The corporation's total receipts (see instructions) for the tax year were less than $250,000.		
b	The corporation's total assets at the end of the tax year were less than $250,000. If "Yes," the corporation is not required to complete Schedules L and M-1.		

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Schedule B Other Information (see instructions) (continued)		Yes	No
12	During the tax year, did the corporation have any non-shareholder debt that was canceled, was forgiven, or had the terms modified so as to reduce the principal amount of the debt?		X
	If "Yes," enter the amount of principal reduction $		
13	During the tax year, was a qualified subchapter S subsidiary election terminated or revoked? If "Yes," see instructions		X
14a	Did the corporation make any payments in 2023 that would require it to file Form(s) 1099?		X
b	If "Yes," did or will the corporation file required Form(s) 1099?		
15	Is the corporation attaching Form 8996 to certify as a Qualified Opportunity Fund?		X
	If "Yes," enter the amount from Form 8996, line 15 $		
16	At any time during the tax year, did the corporation: (a) receive (as a reward, award, or payment for property or services); or (b) sell, exchange, or otherwise dispose of a digital asset (or a financial interest in a digital asset)? See instructions		X

Schedule K Shareholders' Pro Rata Share Items					Total amount
Income (Loss)	1	Ordinary business income (loss) (page 1, line 22)		1	-93821
	2	Net rental real estate income (loss) (attach Form 8825)		2	
	3a	Other gross rental income (loss)	3a		
	b	Expenses from other rental activities (attach statement)	3b		
	c	Other net rental income (loss). Subtract line 3b from line 3a		3c	
	4	Interest income		4	
	5	Dividends: a Ordinary dividends		5a	
		b Qualified dividends	5b		
	6	Royalties		6	
	7	Net short-term capital gain (loss) (attach Schedule D (Form 1120-S))		7	
	8a	Net long-term capital gain (loss) (attach Schedule D (Form 1120-S))		8a	
	b	Collectibles (28%) gain (loss)	8b		
	c	Unrecaptured section 1250 gain (attach statement)	8c		
	9	Net section 1231 gain (loss) (attach Form 4797)		9	
	10	Other income (loss) (see instructions) Type:		10	
Deductions	11	Section 179 deduction (attach Form 4562)		11	
	12a	Charitable contributions		12a	
	b	Investment interest expense		12b	
	c	Section 59(e)(2) expenditures Type:		12c	
	d	Other deductions (see instructions) Type:		12d	
Credits	13a	Low-income housing credit (section 42(j)(5))		13a	
	b	Low-income housing credit (other)		13b	
	c	Qualified rehabilitation expenditures (rental real estate) (attach Form 3468, if applicable)		13c	
	d	Other rental real estate credits (see instructions) Type:		13d	
	e	Other rental credits (see instructions) Type:		13e	
	f	Biofuel producer credit (attach Form 6478)		13f	
	g	Other credits (see instructions) Type:		13g	
International	14	Attach Schedule K-2 (Form 1120-S), Shareholders' Pro Rata Share Items--International, and check this box to indicate you are reporting items of international tax relevance			
Alternative Minimum Tax (AMT) Items	15a	Post-1986 depreciation adjustment		15a	
	b	Adjusted gain or loss		15b	
	c	Depletion (other than oil and gas)		15c	
	d	Oil, gas, and geothermal properties--gross income		15d	
	e	Oil, gas, and geothermal properties--deductions		15e	
	f	Other AMT items (attach statement)		15f	
Items Affecting Shareholder Basis	16a	Tax-exempt interest income		16a	
	b	Other tax-exempt income		16b	
	c	Nondeductible expenses		16c	
	d	Distributions (attach statement if required) (see instructions)		16d	
	e	Repayment of loans from shareholders		16e	
	f	Foreign taxes paid or accrued		16f	

Schedule K	Shareholders' Pro Rata Share Items (continued)		Total amount
Other Information	17a Investment income	17a	
	b Investment expenses	17b	
	c Dividend distributions paid from accumulated earnings and profits	17c	
	d Other items and amounts (attach statement) SEE ATTACHED SCHEDULE		
Reconciliation	18 **Income (loss) reconciliation.** Combine the total amounts on lines 1 through 10. From the result, subtract the sum of the amounts on lines 11 through 12d and 16f	18	-93,821

Schedule L Balance Sheets per Books	Beginning of tax year		End of tax year	
Assets	(a)	(b)	(c)	(d)
1 Cash				
2a Trade notes and accounts receivable				
b Less allowance for bad debts	( )		( )	
3 Inventories				
4 U.S. government obligations				
5 Tax-exempt securities (see instructions)				
6 Other current assets (attach statement)				
7 Loans to shareholders				
8 Mortgage and real estate loans				
9 Other investments (attach statement)				
10a Buildings and other depreciable assets				
b Less accumulated depreciation	( )		( )	
11a Depletable assets				
b Less accumulated depletion	( )		( )	
12 Land (net of any amortization)				
13a Intangible assets (amortizable only)				
b Less accumulated amortization	( )		( )	
14 Other assets (attach statement)				
15 Total assets				
Liabilities and Shareholders' Equity				
16 Accounts payable				
17 Mortgages, notes, bonds payable in less than 1 year				
18 Other current liabilities (attach statement)				
19 Loans from shareholders				
20 Mortgages, notes, bonds payable in 1 year or more				
21 Other liabilities (attach statement)				
22 Capital stock				
23 Additional paid-in capital				
24 Retained earnings				
25 Adjustments to shareholders' equity (attach stmt.)				
26 Less cost of treasury stock		( )		( )
27 Total liabilities and shareholders' equity				

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2022 TAX Return

Form **1120-S**

Department of the Treasury
Internal Revenue Service

U.S. Income Tax Return for an S Corporation

Do not file this form unless the corporation has filed or is attaching Form 2553 to elect to be an S corporation.
Go to www.irs.gov/Form1120S for instructions and the latest information.

OMB No. 1545-0123

2022

For calendar year 2022 or tax year beginning , 2022, ending , 20

A S election effective date: 09-20-2018	Name: WILLIAM BANKS ENTERPRISE	**D** Employer ID number: 83-1965844
B Business activity code number (see instructions): 711100	**TYPE** / **OR** / **PRINT** Number, street, and room or suite no. If a P.O. box, see instructions.: 1372 BUTTONWILLOW TRL	**E** Date incorporated: 09-19-2018
C Check if Sch. M-3 attached ☐	City or town, state or province, country, and ZIP or foreign postal code: PENSACOLA FL 32503	**F** Total assets (see inst.): $ 0

G Is the corporation electing to be an S corporation beginning with this tax year? See instructions. ☐ Yes ☒ No

H Check if: (1) ☐ Final return (2) ☐ Name change (3) ☐ Address change (4) ☐ Amended return (5) ☐ S election termination

I Enter the number of shareholders who were shareholders during any part of the tax year 1

J Check if corporation: (1) ☐ Aggregated activities for section 465 at-risk purposes (2) ☐ Grouped activities for section 469 passive activity purposes

Caution: Include **only** trade or business income and expenses on lines 1a through 21. See the instructions for more information.

Income	1a	Gross receipts or sales	1a	186,402	
	b	Returns and allowances	1b		
	c	Balance. Subtract line 1b from line 1a			1c 186,402
	2	Cost of goods sold (attach Form 1125-A)			2
	3	Gross profit. Subtract line 2 from line 1c			3 186,402
	4	Net gain (loss) from Form 4797, line 17 (attach Form 4797)			4
	5	Other income (loss) (see instructions--attach statement)			5
	6	**Total income (loss).** Add lines 3 through 5			6 186,402
Deductions (see instructions for limitations)	7	Compensation of officers (see instructions--attach Form 1125-E)			7
	8	Salaries and wages (less employment credits)			8 197,233
	9	Repairs and maintenance			9
	10	Bad debts			10
	11	Rents			11
	12	Taxes and licenses			12
	13	Interest (see instructions)			13
	14	Depreciation from Form 4562 not claimed on Form 1125-A or elsewhere on return (attach Form 4562)			14
	15	Depletion **(Do not deduct oil and gas depletion.)**			15
	16	Advertising			16 33,115
	17	Pension, profit-sharing, etc., plans			17
	18	Employee benefit programs			18
	19	Other deductions (attach statement)			19 39,261#1
	20	**Total deductions.** Add lines 7 through 19			20 269,609
	21	**Ordinary business income (loss).** Subtract line 20 from line 6			21 -83,207
Tax and Payments	22a	Excess net passive income or LIFO recapture tax (see instructions)	22a		
	b	Tax from Schedule D (Form 1120-S)	22b		
	c	Add lines 22a and 22b (see instructions for additional taxes)			22c 0
	23a	2022 estimated tax payments and 2021 overpayment credited to 2022	23a		
	b	Tax deposited with Form 7004	23b		
	c	Credit for federal tax paid on fuels (attach Form 4136)	23c		
	d	Add lines 23a through 23c			23d 0
	24	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐			24
	25	**Amount owed.** If line 23d is smaller than the total of lines 22c and 24, enter amount owed			25 0
	26	**Overpayment.** If line 23d is larger than the total of lines 22c and 24, enter amount overpaid			26
	27	Enter amount from line 26: **Credited to 2023 estimated tax** 0 **Refunded**			27 0

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer | Date | PRESIDENT Title

May the IRS discuss this return with the preparer shown below? See instructions. ☒ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name: SHARON HOLLIS	Preparer's signature	Date	Check ☐ if self-employed; PTIN: P01283893
Firm's name: HRB TAX GROUP INC			Firm's EIN: 431871840
Firm's address: 5007 N DAVIS HWY STE 12B PENSACOLA FL 32503			Phone no.: (850)475-5900

For Paperwork Reduction Act Notice, see separate instructions.

Form **1120-S** (2022)

Schedule B Other Information (see instructions)

		Yes	No
1	Check accounting method: a [X] Cash b [ ] Accrual c [ ] Other (specify)		
2	See the instructions and enter the: a Business activity ENTERTAINMENT b Product or service SERVICE		
3	At any time during the tax year, was any shareholder of the corporation a disregarded entity, a trust, an estate, or a nominee or similar person? If "Yes," attach Schedule B-1, Information on Certain Shareholders of an S Corporation		X
4	At the end of the tax year, did the corporation:		
a	Own directly 20% or more, or own, directly or indirectly, 50% or more of the total stock issued and outstanding of any foreign or domestic corporation? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		X

(i) Name of Corporation	(ii) Employer Identification Number (if any)	(iii) Country of Incorporation	(iv) Percentage of Stock Owned	(v) If Percentage in (iv) Is 100%, Enter the Date (if applicable) a Qualified Subchapter S Subsidiary Election Was Made

b	Own directly an interest of 20% or more, or own, directly or indirectly, an interest of 50% or more in the profit, loss, or capital in any foreign or domestic partnership (including an entity treated as a partnership) or in the beneficial interest of a trust? For rules of constructive ownership, see instructions. If "Yes," complete (i) through (v) below		X

(i) Name of Entity	(ii) Employer Identification Number (if any)	(iii) Type of Entity	(iv) Country of Organization	(v) Maximum Percentage Owned in Profit, Loss, or Capital

5a	At the end of the tax year, did the corporation have any outstanding shares of restricted stock? If "Yes," complete lines (i) and (ii) below.		X
	(i) Total shares of restricted stock		
	(ii) Total shares of non-restricted stock		
b	At the end of the tax year, did the corporation have any outstanding stock options, warrants, or similar instruments? If "Yes," complete lines (i) and (ii) below.		X
	(i) Total shares of stock outstanding at the end of the tax year		
	(ii) Total shares of stock outstanding if all instruments were executed		
6	Has this corporation filed, or is it required to file, **Form 8918,** Material Advisor Disclosure Statement, to provide information on any reportable transaction?		X
7	Check this box if the corporation issued publicly offered debt instruments with original issue discount [ ] If checked, the corporation may have to file **Form 8281,** Information Return for Publicly Offered Original Issue Discount Instruments.		
8	If the corporation **(a)** was a C corporation before it elected to be an S corporation **or** the corporation acquired an asset with a basis determined by reference to the basis of the asset (or the basis of any other property) in the hands of a C corporation, **and (b)** has net unrealized built-in gain in excess of the net recognized built-in gain from prior years, enter the net unrealized built-in gain reduced by net recognized built-in gain from prior years. See instructions $		
9	Did the corporation have an election under section 163(j) for any real property trade or business or any farming business in effect during the tax year? See instructions		X
10	Does the corporation satisfy one or more of the following? See instructions		X
a	The corporation owns a pass-through entity with current, or prior year carryover, excess business interest expense.		
b	The corporation's aggregate average annual gross receipts (determined under section 448(c)) for the 3 tax years preceding the current tax year are more than $27 million and the corporation has business interest expense.		
c	The corporation is a tax shelter and the corporation has business interest expense. If "Yes," complete and attach **Form 8990,** Limitation on Business Interest Expense Under Section 163(j).		
11	Does the corporation satisfy **both** of the following conditions?	X	
a	The corporation's total receipts (see instructions) for the tax year were less than $250,000.		
b	The corporation's total assets at the end of the tax year were less than $250,000. If "Yes," the corporation is not required to complete Schedules L and M-1.		

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Schedule B Other Information (see instructions) (continued)

		Yes	No
12	During the tax year, did the corporation have any non-shareholder debt that was canceled, was forgiven, or had the terms modified so as to reduce the principal amount of the debt?		X
	If "Yes," enter the amount of principal reduction . . $		
13	During the tax year, was a qualified subchapter S subsidiary election terminated or revoked? If "Yes," see instructions		X
14a	Did the corporation make any payments in 2022 that would require it to file Form(s) 1099?		X
b	If "Yes," did or will the corporation file required Form(s) 1099?		
15	Is the corporation attaching Form 8996 to certify as a Qualified Opportunity Fund?		X
	If "Yes," enter the amount from Form 8996, line 15 . . . . . $		

Schedule K Shareholders' Pro Rata Share Items

				Total amount
Income (Loss)	1	Ordinary business income (loss) (page 1, line 21)	1	-83,207
	2	Net rental real estate income (loss) (attach Form 8825)	2	
	3a	Other gross rental income (loss) . . . 3a		
	b	Expenses from other rental activities (attach statement) . . . 3b		
	c	Other net rental income (loss). Subtract line 3b from line 3a	3c	
	4	Interest income	4	
	5	Dividends: a Ordinary dividends	5a	
		b Qualified dividends . . . 5b		
	6	Royalties	6	
	7	Net short-term capital gain (loss) (attach Schedule D (Form 1120-S))	7	
	8a	Net long-term capital gain (loss) (attach Schedule D (Form 1120-S))	8a	
	b	Collectibles (28%) gain (loss) . . . 8b		
	c	Unrecaptured section 1250 gain (attach statement) . . . 8c		
	9	Net section 1231 gain (loss) (attach Form 4797)	9	
	10	Other income (loss) (see instructions) . . . Type:	10	
Deductions	11	Section 179 deduction (attach Form 4562)	11	
	12a	Charitable contributions	12a	
	b	Investment interest expense	12b	
	c	Section 59(e)(2) expenditures . . . Type:	12c	
	d	Other deductions (see instructions) . . . Type:	12d	
Credits	13a	Low-income housing credit (section 42(j)(5))	13a	
	b	Low-income housing credit (other)	13b	
	c	Qualified rehabilitation expenditures (rental real estate) (attach Form 3468, if applicable)	13c	
	d	Other rental real estate credits (see instructions) . . . Type:	13d	
	e	Other rental credits (see instructions) . . . Type:	13e	
	f	Biofuel producer credit (attach Form 6478)	13f	
	g	Other credits (see instructions) . . . Type:	13g	
International	14	Attach Schedule K-2 (Form 1120-S), Shareholders' Pro Rata Share Items--International, and check this box to indicate you are reporting items of international tax relevance		
Alternative Minimum Tax (AMT) Items	15a	Post-1986 depreciation adjustment	15a	
	b	Adjusted gain or loss	15b	
	c	Depletion (other than oil and gas)	15c	
	d	Oil, gas, and geothermal properties--gross income	15d	
	e	Oil, gas, and geothermal properties--deductions	15e	
	f	Other AMT items (attach statement)	15f	
Items Affecting Shareholder Basis	16a	Tax-exempt interest income	16a	
	b	Other tax-exempt income	16b	
	c	Nondeductible expenses	16c	
	d	Distributions (attach statement if required) (see instructions)	16d	
	e	Repayment of loans from shareholders	16e	
	f	Foreign taxes paid and accrued	16f	

Schedule K	Shareholders' Pro Rata Share Items (continued)		Total amount
Other Information	17a Investment income	17a	
	b Investment expenses	17b	
	c Dividend distributions paid from accumulated earnings and profits	17c	
	d Other items and amounts (attach statement) SEE ATTACHED SCHEDULE		
Reconciliation	18 **Income (loss) reconciliation.** Combine the amounts on lines 1 through 10 in the far right column. From the result, subtract the sum of the amounts on lines 11 through 12d and 16f	18	-83,207

Schedule L Balance Sheets per Books	Beginning of tax year		End of tax year	
Assets	(a)	(b)	(c)	(d)
1 Cash				
2a Trade notes and accounts receivable				
b Less allowance for bad debts	( )		( )	
3 Inventories				
4 U.S. government obligations				
5 Tax-exempt securities (see instructions)				
6 Other current assets (attach statement)				
7 Loans to shareholders				
8 Mortgage and real estate loans				
9 Other investments (attach statement)				
10a Buildings and other depreciable assets				
b Less accumulated depreciation	( )		( )	
11a Depletable assets				
b Less accumulated depletion	( )		( )	
12 Land (net of any amortization)				
13a Intangible assets (amortizable only)				
b Less accumulated amortization	( )		( )	
14 Other assets (attach statement)				
15 Total assets				
Liabilities and Shareholders' Equity				
16 Accounts payable				
17 Mortgages, notes, bonds payable in less than 1 year				
18 Other current liabilities (attach statement)				
19 Loans from shareholders				
20 Mortgages, notes, bonds payable in 1 year or more				
21 Other liabilities (attach statement)				
22 Capital stock				
23 Additional paid-in capital				
24 Retained earnings				
25 Adjustments to shareholders' equity (attach stmt.)				
26 Less cost of treasury stock		( )		( )
27 Total liabilities and shareholders' equity				

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Local Option Sales Tax

353

Center for Independent Living

28

Local Option Sales Tax

353

Center for Independent Living

28

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

__ Submit a fully completed Agency Funding Request Application

__ Submit a copy of your organization's current W-9

__ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

__ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

__ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: Center for Independent Living of Northwest Florida, Inc.

Agency Address: 21 South Tarragona Street, Suite 101, Pensacola, FL 32502

Program Name for which funding is being requested: Employment Program for People with Disabilities

Amount Requested: $60,000

Program Contact: Carolyn Grawi

Contact Email: carolyn@cilnwf.org Contact Phone: 850-595-5566

25-Word Description of Program: This program will provide employment training services to adults and youth with disabilities.

How many years has your organization been providing services in the County? 45

How many years has your organization received funding from the County? 5

Explain how receiving funds from the County would have a significant impact on your organization: It allows us to conduct employment services for adults and youth with disabilities for success and independence. Employment readiness and economic opportunity in Escambia County furthers both our organization and Escambia County's goals for success.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $30,000

Briefly discuss how last year's funds were used? The funding for 2024-2025 is being used to operate the Employment Program for Adults and Youth with disabilities.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? We anticipated being able to reach individuals and conduct the program on a larger scale, however the community agencies that could potentially make referrals have not done so. CILNWF has been very diligent in not utilizing funds unnecessarily and will continue to be transparent in utilization of funding to meet programatic needs.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? Adults and youth with disabilities will be trained to prepare for employment. Training will include resume building, soft skills training, disability disclosure and requesting reasonable accommodations. Adults and youth with disabilities who gain these valuable skills are less likely to depend on public benefits as a means of support. The outcomes will lead to better utilization of public dollars.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: Youth transitions is an unfunded federal requirement for Centers for Independent Living. People with disabilities having economic self-sufficiency is vital for the community. With the full amount of requested funding ($60,000), we could hire a dedicated team member in an effort to reach our projected outcomes. We have been unable to expand program staff with the approved funding appropriations in past years. ($30,000)

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: We are a vendor under contract with Vocational Rehabilitation to provide Employment Training Services for adults and youth with disabilities.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. The Center is run BY and FOR people with disabilities. As peers, we are uniquely qualified to assist people with disabilities with developing their abilities and help them gain confidence, as well as make sure they are aware of, educated about and given tools to navigate their rights as it relates to employment.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 10 %
- Percentage for direct programming costs: 90 %

If Escambia County funding can only fund a portion of your request, how will you offset the difference? We will have to re-work out budget to run a smaller program.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: While not an official match, we continually seek additional funding from other sources to create a program that reaches a maximum number of participants. The current request will only pay for one position and some base program funding to support growth of employment services from CILNWF to Escambia County.

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. No duplication. We have recently applied for funding in the amount of $20,000 from United Way of West Florida to support our assistive technology and durable medical equipment program.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Number of individuals who completed pre-employment training.	2	3	20 projected	%
2.				%
3.				%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. This program will strive to provide pre-employment training to 20 individuals with disabilities so they can gain the necessary skills and increase their opportunities to become gainfully employed.	20
2.	
3.	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. The planned number of individuals who successfully complete the pre-employment training program.	20 projected
2.	
3.	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$ -0-	$ 6,000	$ 12,000
County Funding/Direct Contribution	$ 4,114.25	$ 30,000	$ 60,000
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$ 1,260.00	$ 9,000	$ 18,000
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$ 5,374.25	$ 45,000	$ 90,000
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) na

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. na

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff			
Salaries and Wages	$ 3,032.41	$ 30,000	$ 60,000
Employee Benefits	$ 454.86	$ 4,500	$ 9,000
Professional Services	$	$ 350	$ 700
Contractual Services	$	$	$ 500
Travel Expenses	$	$ 250	$
Rentals and Leases	$	$	$
Communication	$	$	$
Postage and Freight	$	$ 25	$ 50
Repair and Maintenance	$	$	$
Printing and Binding	$	$	$
Marketing and Promotion	$	$ 500	$ 1,000
Fuel	$	$	$
Supplies	$	$ 250	$ 500
Event Expenses	$	$	$
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$ 627.00	$ 9,125	$ 18,250
Total Expenses	$ 4,114.27	$ 45,000	$ 90,000
Net Income - (Revenue minus Expense)	$ 1,259.98	$ 0	$ 0

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. na

(b) Please explain any request listed in the "Other Expenses" line item. Computer expense and overhead allocations

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Calendar
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. The amounts shown in the revenue/expense tables are applicable to this program and will not agree with the audited financial statements of the CIL of Northwest Florida.
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? Funding will be reinvested in CILNWF programs and services.

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Carolyn Grawi	Executive Director	$ 107,880
Glenn McDuffy	Associate Director	$ 77,250
Deb Sizemore	Fiscal Manager	$ 61,884
Danny Broxson	Independent Living Specialist	$ 45,074
Diana Arnold	Administrative Assistance	$ 40,248

5. Please provide the total amount of cash and investments on hand. $766,347 as of 05/31/2025

6. Does your organization charge fees for services? If so, provide a list of fees charged.
No

7. Does your organization require background checks from volunteers and staff? Yes, Level II

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan? It is our purpose to encourage, motivate, train and guide consumers to achieve the highest level of independence possible that they choose. It is fundamental to the Independent Living Philosophy. It is important that people with disabilities have a foundation to improve quality of life, decreasing the potential for poverty, by teaching independent living and employment skills.

2. How many jobs were created this year over last year by zip code? na
3 individuals have obtained and sustained employment during the present appropriation cycle. The path from skills training to employment is a multifaceted process that varies widely among individuals, shaped by the type and severity of disability, the responsiveness and flexibility of employers, and the presence of accessible supports and accomodations.

3. What is the net cost per job created? na

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? This program does not cover an entire population. We were working with one person at a time. When a person in our program becomes gainfully employed, we have given them the opportunity to address their own economic well-being. This program does not erase societal pockets of poverty as a whole.

2. Did your agency receive any grants? List the amount and a detailed use of the funds. Our agency receives annual contracts/grants from the US. Department of Health and Human Services, Florida Department of Education-Division of Vocational Rehabilitation and the Florida Alliance for Assistive Services and Technology to conduct Centers for Independent Living Programs and services.

3. Was there any increase in membership for the local chambers? CILNWF is a member of Pensacola Are, Gulf Coast Minority and Perdido Key Chambers of Commerce.

4. What are your agency's statistics on business creation and minority businesses by zip code? na

5. Can we reduce the taxpayer subsidy? Yes, providing citizens with the skills and abilities to lead an independent life reduces and/or eliminates their reliance on taxpayer subsidies.

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Carolyn Grawi
Name

Executive Director 03/25/2025
Title Date

Internal Revenue Service
District Director

Department of the Treasury

Date: [illegible]

Employer Identification Number:
59-2288751
Accounting Period Ending:
December 31
Form 990 Required: ☑ Yes ☐ No

Center for Independent Living
of Northwest Florida, Inc.
908 W. Lakeview Ave.
Pensacola, FL 32501

Person to Contact:
Terry Watkins/jdf
Contact Telephone Number:
(404) 221-4516
File Folder Number:
580031951

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code.

We have further determined that you are not a private foundation within the meaning of section 509(a) of the Code, because you are an organization described in section 170(b)(1)(A)(vi) & 509(a)(1).

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status and foundation status. Also, you should inform us of all changes in your name or address.

Generally, you are not liable for social security (FICA) taxes unless you file a waiver of exemption certificate as provided in the Federal Insurance Contributions Act. If you have paid FICA taxes without filing the waiver, you should contact us. You are not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Since you are not a private foundation, you are not subject to the excise taxes under Chapter 42 of the Code. However, you are not automatically exempt from other Federal excise taxes. If you have any questions about excise, employment, or other Federal taxes, please let us know.

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

The box checked in the heading of this letter shows whether you must file Form 990, Return of Organization Exempt from Income tax. If Yes is checked, you are required to file Form 990 only if your gross receipts each year are normally more than $10,000. If a return is required, it must be filed by the 15th day of of the fifth month after the end of your annual accounting period. The law imposes a penalty of $10 a day, up to a maximum of $5,000, when a return is filed late, unless there is reasonable caus[illegible] the delay.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T. In this letter, we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees.

If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

Because this letter could help resolve any questions about your exempt status and foundation status, you should keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

Michael J. Murphy

District Director

Enclosure:
Form 990, Schedule A and Instructions
See Attachment

Center for Independent Living of Northwest Fla Inc.

EIN: 59-2288751 | Pensacola, Florida, United States

Other Names

CENTER FOR INDEPENDENT LIVING OF NW FL INC

Publication 78 Data

Organizations eligible to receive tax-deductible charitable contributions. Users may rely on this list in determining deductibility of their contributions.

On Publication 78 Data List: Yes

Deductibility Code: PC

Copies of Returns (990, 990-EZ, 990-PF, 990-T)

Electronic copies (images) of Forms 990, 990-EZ, 990-PF or 990-T returns filed with the IRS by charities and non-profits.

- Tax Year 2020 Form 990
- Tax Year 2019 Form 990
- Tax Year 2018 Form 990
- Tax Year 2017 Form 990
- Tax Year 2016 Form 990

990EF	EF Transmission Status (Keep for your records)	2023

Name(s) as shown on return

Center For Independent Living Of NW FL Inc

EIN number

59-2288751

The following will be transmitted to the IRS. ☒ 990 ☐ 990-T ☐ Amended 990 ☐ Amended 990-T

☐ 8868 ☐ 4720 ☐ FinCEN 114

The following state returns will be transmitted:

The following returns have been suppressed or are not eligible and will NOT be transmitted.

EF Notes

Acknowledgement and General Information for Entities That File Returns Electronically

2023

Name(s) as shown on return: **Center For Independent Living Of NW FL Inc**

Tax ID Number: ****-***8751**

Entity address

21 South Tarragona Street Suite 101

Pensacola, FL 32502

Thank you for participating in IRS e-file.

1. [X] 2023 **8868-01** income tax return for **Federal** was filed electronically.
   The electronic filing services were provided by **Kim K. Enikeieff, CPA** .

2. [X] **8868-01** income tax return was accepted on **05-13-2024** using a Personal Identification Number (PIN) as an electronic signature. The entity entered a PIN or authorized the Electronic Return Originator (ERO) to enter or generate a PIN signature.
   The submission ID assigned to this return is **59854320241 34krilgtc** .

PLEASE DO NOT SEND A PAPER COPY OF ENTITY'S RETURN TO THE IRS. IF YOU DO, IT WILL DELAY THE PROCESSING OF THE RETURN.

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning , 2023, and ending , 20

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Center For Independent Living Of NW FL Inc
Doing business as: CIL of Northwest Florida
Number and street (or P.O. box if mail is not delivered to street address): 21 South Tarragona Street Suite 101
Room/suite:
City or town, state or province, country, and ZIP or foreign postal code: Pensacola, FL 32502

D Employer identification number: 59-2288751

E Telephone number: (850)595-5566

G Gross receipts: $ 819,469

F Name and address of principal officer: Carolyn Grawi
Same as C above

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

H(c) Group exemption number

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ( ) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.cilnwf.org

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1982

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: CIL of Northwest Florida promotes, educates, facilitates, assists and advocates with and on behalf of people with disabilities, in partnership with their communities, to achieve their goals of independence.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	5
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	5
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	0
6	Total number of volunteers (estimate if necessary)	6	10
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	775,628	765,477
9	Program service revenue (Part VIII, line 2g)	36,635	23,274
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	305,206	26,558
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	(16,757)	4,160
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,100,712	819,469

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)		0
14	Benefits paid to or for members (Part IX, column (A), line 4)		0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		0
16a	Professional fundraising fees (Part IX, column (A), line 11e)		0
b	Total fundraising expenses (Part IX, column (D), line 25) 0		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	788,195	839,507
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	788,195	839,507
19	Revenue less expenses. Subtract line 18 from line 12	312,517	(20,038)

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	1,437,668	1,430,216
21	Total liabilities (Part X, line 26)	368,984	352,184
22	Net assets or fund balances. Subtract line 21 from line 20	1,068,684	1,078,032

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Carolyn Grawi
Signature of officer — Date

Carolyn Grawi, Executive Director
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☒ if self-employed	PTIN
Kim K. Enikeieff	Kim K. Enikeieff	05-23-2024		P00989337

Firm's name: Kim K. Enikeieff, CPA
Firm's address: PO Box 8754, Mobile AL 36689
Firm's EIN:
Phone no.: 251-591-1357

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions. Form **990** (2023)

EEA

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III . . . . . ☐

1 Briefly describe the organization's mission:

CIL of Northwest Florida promotes, educates, facilitates, assists and advocates with and on behalf of people with disabilities, in partnership with their communities, to achieve their goals of independence.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ **Yes** ☒ **No**

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ **Yes** ☒ **No**

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ **768,088** including grants of $) (Revenue $ **23,274**)

The Organization provides information, counseling, training, referrals and advocacy to permanently disabled individuals and helps the handicapped to live productive and self-sufficient lifestyles.

4b (Code:) (Expenses $ including grants of $) (Revenue $)

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses **768,088**

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions.	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I.*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III.*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV.*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII.*	11b		X
c	Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X.*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E.*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV.*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions.	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III.*	**22**		**X**
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J.*	**23**		**X**
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a.*	**24a**		**X**
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	**24b**		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	**24c**		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	**24d**		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I.*	**25a**		**X**
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	**25b**		**X**
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II.*	**26**		**X**
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III.*	**27**		**X**
28	Was the organization a party to a business transaction with one of the following parties (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	**28a**		**X**
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	**28b**		**X**
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	**28c**		**X**
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	**29**		**X**
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	**30**		**X**
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	**31**		**X**
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	**32**		**X**
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I.*	**33**		**X**
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	**34**		**X**
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	**35a**		**X**
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	**35b**		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	**36**		**X**
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI.*	**37**		**X**
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O.	**38**	**X**	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	**1a**	**0**		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	**1b**	**0**		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		**1c**	**X**	

Part V **Statements Regarding Other IRS Filings and Tax Compliance** *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	**2a**	**0**		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		**2b**		
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?		**3a**		**X**
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*		**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		**4a**		**X**
b	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		**5a**		**X**
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		**5b**		**X**
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		**6a**		**X**
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		**7a**		**X**
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		**7c**		**X**
d	If "Yes," indicate the number of Forms 8282 filed during the year	**7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		**7e**		**X**
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		**7f**		**X**
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		**7g**		**X**
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		**7h**		**X**
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		**8**		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?		**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		**9b**		
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	**10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	**10b**			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	**11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	**11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	**12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.		**13a**		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	**13b**			
c	Enter the amount of reserves on hand	**13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?		**14a**		**X**
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*		**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.		**15**		**X**
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.		**16**		**X**
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.		**17**		

Part VI **Governance, Management, and Disclosure.** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	**1a**	5		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included in line 1a, above, who are independent	**1b**	5		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		**2**		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?		**3**		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		**4**		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		**5**		X
6	Did the organization have members or stockholders?		**6**		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		**7a**		X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		**7b**		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?		**8a**	X	
b	Each committee with authority to act on behalf of the governing body?		**8b**	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*		**9**		X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	**10a**		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	**10b**		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? . . .	**11a**	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	**12a**	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? . .	**12b**	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	**12c**	X	
13	Did the organization have a written whistleblower policy?	**13**	X	
14	Did the organization have a written document retention and destruction policy?	**14**	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	**15a**	X	
b	Other officers or key employees of the organization	**15b**		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	**16a**		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	**16b**		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records.

Carolyn Grawi (850)595-5566, 21 South Tarragona Street Suite 101, Pensacola, FL 32502

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Carolyn Grawi Executive Director	40.00			X				100,748	0	17,225
(2) Dawn Shumaker-Smith Director	5.00	X						0	0	0
(3) Spencer Blomquist Secretary	7.00	X		X				0	0	0
(4) Jay Fraiser Past President	7.00	X		X				0	0	0
(5) Chris Walker Treasurer	7.00	X		X				0	0	0
(6) John Collins President	7.00	X		X				0	0	0
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal**										
c **Total from continuation sheets to Part VII, Section A**										
d **Total (add lines 1b and 1c)**								**100,748**	**0**	**17,225**

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization **1**

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		**X**
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		**X**
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		**X**

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII . . . . . ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a	5,000			
	b	Membership dues	1b				
	c	Fundraising events	1c	2,029			
	d	Related organizations	1d				
	e	Government grants (contributions)	1e	608,199			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	150,249			
	g	Noncash contributions included in lines 1a-1f	1g	$			
	h	**Total.** Add lines 1a-1f		765,477			
Program Service Revenue			Business Code				
	2a	Fees for service	624310	15,024	15,024		
	b	Program income	624310	8,250	8,250		
	c						
	d						
	e						
	f	All other program service revenue					
	g	**Total.** Add lines 2a-2f		23,274			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		26,558	26,558		
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
			(i) Real	(ii) Personal			
	6a	Gross rents 6a					
	b	Less: rental expenses 6b					
	c	Rental income or (loss) 6c					
	d	Net rental income or (loss)					
			(i) Securities	(ii) Other			
	7a	Gross amount from sales of assets other than inventory 7a					
	b	Less: cost or other basis and sales expenses 7b					
	c	Gain or (loss) 7c					
	d	Net gain or (loss)					
	8a	Gross income from fundraising events (not including $ 2,029 of contributions reported on line 1c). See Part IV, line 18 8a					
	b	Less: direct expenses 8b					
	c	Net income or (loss) from fundraising events					
	9a	Gross income from gaming activities. See Part IV, line 19 9a					
	b	Less: direct expenses 9b					
	c	Net income or (loss) from gaming activities					
	10a	Gross sales of inventory, less returns and allowances 10a					
	b	Less: cost of goods sold 10b					
	c	Net income or (loss) from sales of inventory					
Miscellaneous Revenue			Business Code				
	11a	Miscellaneous	900099	4,160	4,160		
	b						
	c						
	d	All other revenue					
	e	**Total.** Add lines 11a-11d		4,160			
	12	**Total revenue.** See instructions		819,469	53,992	0	0

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits				
10 Payroll taxes				
11 Fees for services (nonemployees):				
a Management				
b Legal				
c Accounting	6,000	5,460	540	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	8,878	8,079	799	
12 Advertising and promotion				
13 Office expenses	24,267	22,395	1,872	
14 Information technology	35,666	32,456	3,210	
15 Royalties				
16 Occupancy	204,501	186,096	18,405	
17 Travel	6,643	6,045	598	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	1,655	1,655		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	12,262	11,158	1,104	
23 Insurance	8,726	7,941	785	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a Leased employees	485,016	441,365	43,651	
b Miscellaneous expenses	2,191	2,191		
c Program expenses	43,555	43,113	442	
d Licenses and taxes	147	134	13	
e All other expenses				
25 **Total functional expenses.** Add lines 1 through 24e	839,507	768,088	71,419	0
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing		125,159	1	122,136
	2	Savings and temporary cash investments			2	
	3	Pledges and grants receivable, net		122,616	3	127,880
	4	Accounts receivable, net		7,560	4	3,682
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		19,342	9	32,176
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 410,654			
	b	Less: accumulated depreciation	10b 78,192	361,055	10c	332,462
	11	Investments - publicly traded securities		801,936	11	811,880
	12	Investments - other securities. See Part IV, line 11			12	
	13	Investments - program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11			15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		1,437,668	16	1,430,216
Liabilities	17	Accounts payable and accrued expenses		30,377	17	35,093
	18	Grants payable		10,000	18	10,000
	19	Deferred revenue		882	19	91,452
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		327,725	25	215,639
	26	**Total liabilities.** Add lines 17 through 25		368,984	26	352,184
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		1,068,684	27	1,078,032
	28	Net assets with donor restrictions			28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		1,068,684	32	1,078,032
	33	Total liabilities and net assets/fund balances		1,437,668	33	1,430,216

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	819,469
2	Total expenses (must equal Part IX, column (A), line 25)	2	839,507
3	Revenue less expenses. Subtract line 2 from line 1	3	(20,038)
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	1,068,684
5	Net unrealized gains (losses) on investments	5	29,386
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,078,032

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

SCHEDULE A (Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Center For Independent Living Of NW FL Inc

Employer identification number

59-2288751

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations . . . . . .

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	607,047	733,855	668,312	775,628	765,477	3,550,319
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	607,047	733,855	668,312	775,628	765,477	3,550,319
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						21,533
6 **Public support.** Subtract line 5 from line 4.						3,528,786

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	607,047	733,855	668,312	775,628	765,477	3,550,319
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	8,174	10,969	12,926	8,136	26,558	66,763
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	12,602	17,116	16,967	19,878	27,434	93,997
11 **Total support.** Add lines 7 through 10						3,711,079

12 Gross receipts from related activities, etc. (see instructions) **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ☐

Section C. Computation of Public Support Percentage

14	Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f))	**14**	**95.09** %
15	Public support percentage from 2022 Schedule A, Part II, line 14	**15**	**96.29** %

16a **33 1/3% support test - 2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☒

b **33 1/3% support test - 2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☐

17a **10%-facts-and-circumstances test - 2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

b **10%-facts-and-circumstances test - 2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here.** Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . ☐

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons . .						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 **Total support.** (Add lines 9, 10c, 11, and 12.)						

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ☐

Section C. Computation of Public Support Percentage

15	Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	%
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f)) . . .	17	%
18	Investment income percentage from **2022** Schedule A, Part III, line 17	18	%

19a **33 1/3% support tests - 2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests - 2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions . . ☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in **Part VI** how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	**1**		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in **Part VI** how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	**2**		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	**3a**		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in **Part VI** when and how the organization made the determination.*	**3b**		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in **Part VI** what controls the organization put in place to ensure such use.*	**3c**		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked 12a or 12b in Part I, answer lines 4b and 4c below.*	**4a**		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in **Part VI** how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	**4b**		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in **Part VI** what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	**4c**		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in **Part VI**, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	**5a**		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	**5b**		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	**5c**		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in **Part VI.***	**6**		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	**7**		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	**8**		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in **Part VI**.*	**9a**		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in **Part VI**.*	**9b**		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in **Part VI**.*	**9c**		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	**10a**		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	**10b**		

Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	**11a**		
b	A family member of a person described on line 11a above?	**11b**		
c	A 35% controlled entity of a person described on 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	**11c**		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	**1**		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	**2**		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	**1**		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	**1**		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	**2**		
3	By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	**3**		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year* ***(see instructions)****.*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in* ***Part VI*** *how you supported a government entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	**2a**		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	**2b**		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	**3a**		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	**3b**		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**).* **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income			(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	**1**		
2	Recoveries of prior-year distributions	**2**		
3	Other gross income (see instructions)	**3**		
4	Add lines 1 through 3.	**4**		
5	Depreciation and depletion	**5**		
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7	Other expenses (see instructions)	**7**		
8	**Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**		

Section B - Minimum Asset Amount			(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a	Average monthly value of securities	**1a**		
b	Average monthly cash balances	**1b**		
c	Fair market value of other non-exempt-use assets	**1c**		
d	**Total** (add lines 1a, 1b, and 1c)	**1d**		
e	**Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2	Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3	Subtract line 2 from line 1d.	**3**		
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**		
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**		
6	Multiply line 5 by 0.035.	**6**		
7	Recoveries of prior-year distributions	**7**		
8	**Minimum Asset Amount** (add line 7 to line 6)	**8**		

Section C - Distributable Amount				Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	**1**		
2	Enter 0.85 of line 1.	**2**		
3	Minimum asset amount for prior year (from Section B, line 8, column A)	**3**		
4	Enter greater of line 2 or line 3.	**4**		
5	Income tax imposed in prior year	**5**		
6	**Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**		

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	**1**	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	**2**	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	**3**	
4	Amounts paid to acquire exempt-use assets	**4**	
5	Qualified set-aside amounts (prior IRS approval required) - *provide details in* ***Part VI*** *)*	**5**	
6	Other distributions *(describe in* ***Part VI****).* See instructions.	**6**	
7	**Total annual distributions.** Add lines 1 through 6.	**7**	
8	Distributions to attentive supported organizations to which the organization is responsive *(provide details in* ***Part VI****).* See instructions.	**8**	
9	Distributable amount for 2023 from Section C, line 6	**9**	
10	Line 8 amount divided by line 9 amount	**10**	

Section E - Distribution Allocations (see instructions)		**(i) Excess Distributions**	**(ii) Underdistributions Pre-2023**	**(iii) Distributable Amount for 2023**
1	Distributable amount for 2023 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required - *explain in* ***Part VI****).* See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e			
g	Applied to underdistributions of prior years			
h	Applied to 2023 distributable amount			
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4	Distributions for 2023 from Section D, line 7: $			
a	Applied to underdistributions of prior years			
b	Applied to 2023 distributable amount			
c	Remainder. Subtract lines 4a and 4b from line 4.			
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI****.* See instructions.			
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI****.* See instructions.			
7	**Excess distributions carryover to 2024**. Add lines 3j and 4c.			
8	Breakdown of line 7:			
a	Excess from 2019			
b	Excess from 2020			
c	Excess from 2021			
d	Excess from 2022			
e	Excess from 2023			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or Form 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization
Center For Independent Living Of NW FL Inc

Employer identification number
59-2288751

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(**3**) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☒ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
Center For Independent Living Of NW FL Inc

Employer identification number
59-2288751

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	FL Dept of Education 2002A Old St. Augustine Road Tallahassee FL 32301	$ 291,753	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	FL Alliance for Assistive Services 3333 West Pensacola Street Tallahassee FL 32304	$ 51,872	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	Impact 100 PO Box 13304 Pensacola FL 32591-3304	$ 95,755	Person [ ] Payroll [ ] Noncash [X] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: Center For Independent Living Of NW FL Inc

Employer identification number: 59-2288751

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
3	Mobility Vehicle 2023 Chrysler Pacifica Tour-L	$ 95,755	12-08-2023
		$	
		$	
		$	
		$	
		$	

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Center For Independent Living Of NW FL Inc

Employer identification number

59-2288751

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included on line 2a	2c	
d	Number of conservation easements included on line 2c, acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

- **a** ☐ Public exhibition
- **b** ☐ Scholarly research
- **c** ☐ Preservation for future generations
- **d** ☐ Loan or exchange program
- **e** ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? . . . . . ☐ **Yes** ☐ **No**

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? . . . . . ☐ **Yes** ☐ **No**

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	**1c**	
d Additions during the year	**1d**	
e Distributions during the year	**1e**	
f Ending balance	**1f**	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? . . . . . ☐ **Yes** ☐ **No**

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII . . . . . ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- **a** Board designated or quasi-endowment _____ %
- **b** Permanent endowment _____ %
- **c** Term endowment _____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	**3a(i)**		
(ii) Related organizations?	**3a(ii)**		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	**3b**		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		**6,798**	**2,832**	**3,966**
d Equipment		**188,217**	**75,360**	**112,857**
e Other **STMD1E**		**215,639**		**215,639**
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B)*				**332,462**

Part VII Investments - Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col.(B))*		

Part VIII Investments - Program Related

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*		

Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15 col. (B))*	

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Lease liability	215,639
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25 col. (B))*	215,639

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			**1**	**848,855**
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	**2a**	**29,386**		
b	Donated services and use of facilities	**2b**			
c	Recoveries of prior year grants	**2c**			
d	Other (Describe in Part XIII.)	**2d**			
e	Add lines **2a** through **2d**			**2e**	**29,386**
3	Subtract line **2e** from line **1**			**3**	**819,469**
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	**4a**			
b	Other (Describe in Part XIII.)	**4b**			
c	Add lines **4a** and **4b**			**4c**	
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			**5**	**819,469**

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			**1**	**839,507**
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	**2a**			
b	Prior year adjustments	**2b**			
c	Other losses	**2c**			
d	Other (Describe in Part XIII.)	**2d**			
e	Add lines **2a** through **2d**			**2e**	
3	Subtract line **2e** from line **1**			**3**	**839,507**
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	**4a**			
b	Other (Describe in Part XIII.)	**4b**			
c	Add lines **4a** and **4b**			**4c**	
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			**5**	**839,507**

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Center For Independent Living Of NW FL Inc

Employer identification number

59-2288751

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- **a** ☐ Mail solicitations
- **b** ☐ Internet and email solicitations
- **c** ☐ Phone solicitations
- **d** ☐ In-person solicitations
- **e** ☐ Solicitation of non-government grants
- **f** ☐ Solicitation of government grants
- **g** ☐ Special fundraising events

2a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

	(i) Name and address of individual or entity (fundraiser)	**(ii)** Activity	**(iii)** Did fundraiser have custody or control of contributions?		**(iv)** Gross receipts from activity	**(v)** Amount paid to (or retained by) fundraiser listed in col. **(i)**	**(vi)** Amount paid to (or retained by) organization
			Yes	**No**			
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
Total							

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II **Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1 (event type)	(b) Event #2 (event type)	(c) Other events (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	1 Gross receipts				
	2 Less: Contributions				
	3 Gross income (line 1 minus line 2)				
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses				
	10 Direct expense summary. Add lines 4 through 9 in column (d)				
	11 Net income summary. Subtract line 10 from line 3, column (d)				

Part III **Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities: _____

a Is the organization licensed to conduct gaming activities in each of these states? ☐ **Yes** ☐ **No**

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ **Yes** ☐ **No**

b If "Yes," explain: _____

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Center For Independent Living Of NW FL Inc

Employer identification number

59-2288751

01. Form 990 governing body review (Part VI, line 11)

The Form 990 and the required schedules were provided to the Board of Directors electronically for their review prior to the return being filed.

02. Conflict of interest policy compliance (Part VI, line 12c)

The Organization, on an annual basis, asks each member of the Board of Directors to review the Conflict of Interest Policy to verify that they do not have any conflicts of interest with the organization.

03. CEO, executive director, top management comp (Part VI, line 15a)

The compensation of the Executive Director was reviewed by the Budget and Finance Committee and approved by the Board of Directors as part of the annual budget.

04. Form 990 availability to public (Part VI, line 18)

The Organization's Form 990 will be mailed to anyone who request a copy of the form.

05. Governing documents, etc, available to public (Part VI, line 19)

The Organization's governing documents, Conflict of Interest Policy, the Annual Audited Financial Statements and the Form 990 are made available to anyone who requests the documents.

Form **8879-TE**

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning , 2023, and ending , 20

Department of the Treasury
Internal Revenue Service

Do not send to the IRS. Keep for your records.
Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2023

Name of filer	EIN or SSN
Center For Independent Living Of NW FL Inc	59-2288751

Name and title of officer or person subject to tax

Carolyn Grawi, Executive Director

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	☒	**b Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	1b	819,469
2a	**Form 990-EZ** check here . . .	☐	**b Total revenue,** if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here. .	☐	**b Total tax** (Form 1120-POL, line 22)	3b	
4a	**Form 990-PF** check here . . .	☐	**b Tax based on investment income** (Form 990-PF, Part V, line 5)	4b	
5a	**Form 8868** check here	☐	**b Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here	☐	**b Total tax** (Form 990-T, Part III, line 4)	6b	
7a	**Form 4720** check here	☐	**b Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here	☐	**b FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here	☐	**b Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here . .	☐	**b Amount of credit payment requested** (Form 8038-CP, Part III, line 22) .	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☐ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize **Kim K. Enikeieff, CPA** to enter my PIN **32561** as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax _____ Date **05-13-2024**

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

598543 32561

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature **Kim K. Enikeieff** Date **05-23-2024**

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Name(s) as shown on return: Center For Independent Living Of NW FL Inc

Tax ID Number: 59-2288751

Form 990 - Schedule D - Part VI - Line 1e

Statement #D1e

Investments - Other

Description of Investment	**Cost/basis** (Investment)	**Cost/basis** (Other)	Depr	**Book** Value
Right-to-use assets (net)	**0**	**215,639**	**0**	**215,639**
Total	**0**	**215,639**	**0**	**215,639**

Form 990 Worksheet

Schedule A, Line 5 - Excess 2% Limitation Contributors

(This page is not filed with the return. It is for your records only.)

2023

Name(s) as shown on return

Center For Independent Living Of NW FL Inc

Tax ID Number

59-2288751

2% of the amount on Schedule A, Part II, line 11, column (f) **74,222**

Name	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total	(g) Excess contributions (col. (f) minus the 2% limitation)
Florida Telecommunications Relay					15,024	15,024	
Impact 100					95,755	95,755	21,533
Total							21,533

FOR TAX YEAR 2023

CENTER FOR INDEPENDENT LIVING OF NW FL INC

Kim K. Enikeieff, CPA

PO Box 8754

Mobile, AL 36689

(251)591-1357

2023 Filing Instructions
Center For Independent Living Of NW FL Inc
Tax year ending 12-31-2023

Form filed:

Form 990 and supplemental forms and schedules

Filing method:

The return will be e-filed once the signed and dated Form 8879-TE has been received by this office. Do not mail the return to the IRS.

Due date:

05-15-2024

The return reflects neither a refund nor a balance due.

Please note:

The Taxpayer First Act requires tax-exempt organizations to electronically file all information returns in the 990 series and related forms for tax years beginning after July 1, 2019. Mailing these returns is no longer allowed.

Kim K. Enikeieff, CPA

PO Box 8754
Mobile, AL 36689
kenikeieff@gmail.com
Phone: (251)591-1357 | Fax:

May 23, 2024

Center For Independent Living Of NW FL Inc
21 South Tarragona Street Suite 101
Pensacola, FL 32502

Subject: Preparation of 2023 Tax Returns

Center For Independent Living Of NW FL Inc:

Thank you for choosing Kim K. Enikeieff, CPA to assist with the 2023 taxes for Center For Independent Living Of NW FL Inc. This letter confirms the terms of the engagement and outlines the nature and extent of the services we will provide.

We will prepare the 2023 federal and state income tax returns for Center For Independent Living Of NW FL Inc. We will depend on management to provide the information we need to prepare complete and accurate returns. We may ask management to clarify some items but will not audit or otherwise verify the data submitted.

We will perform accounting services only as needed to prepare the tax returns. Our work will not include procedures to find defalcations or other irregularities. Accordingly, our engagement should not be relied upon to disclose errors, fraud, or other illegal acts, though it may be necessary for management to clarify some of the information submitted. We will inform management of any material errors, fraud, or other illegal acts we discover.

The law imposes penalties when taxpayers underestimate their tax liability. Call us if there are any concerns about such penalties.

Should we encounter instances of unclear tax law, or of potential conflicts in the interpretation of the law, we will outline the reasonable courses of action and the risks and consequences of each. We will ultimately adopt, on the behalf of Center For Independent Living Of NW FL Inc, the alternative selected by management.

Our fee is based on the time required at standard billing rates plus out-of-pocket expenses. Invoices are due and payable upon presentation. All accounts not paid within thirty (30) days are subject to interest charges to the extent permitted by state law.

We will return the original records to management at the end of this engagement. Store these records, along with all supporting documents, in a secure location. We retain copies of your records and our work papers from your engagement for up to seven years, after which these documents will be destroyed.

If management has not selected to e-file the returns with our office, management will be solely responsible to file the returns with the appropriate taxing authorities. The tax matters representative should review all tax-return documents carefully before signing them. Our engagement to prepare the 2023 tax returns will conclude with the delivery of the completed returns to management, or with e-filed returns, with the tax matters representative's signature and our subsequent submittal of the tax return.

To affirm that this letter correctly summarizes the arrangements for this work, sign the enclosed copy of this letter in the space indicated and return it to us in the envelope provided.

Thank you for the opportunity to be of service. For further assistance with your tax return needs, contact our office at (251)591-1357.

Sincerely,

Kim K. Enikeieff
Kim K. Enikeieff, CPA

Accepted By:

_____
Officer

_____
Date

Kim K. Enikeieff, CPA

PO Box 8754
Mobile, AL 36689
kenikeieff@gmail.com
Phone: (251)591-1357 | Fax:

May 23, 2024

Center For Independent Living Of NW FL Inc
CIL of Northwest Florida
21 South Tarragona Street Suite 101
Pensacola, FL 32502

Center For Independent Living Of NW FL Inc:

Enclosed is the 2023 federal return for a tax-exempt organization, prepared for Center For Independent Living Of NW FL Inc from the information provided. The return will be e-filed with the IRS once we receive a signed Form 8879-TE, IRS e-file Signature Authorization for an Exempt Organization.

The federal return reflects neither a refund nor a balance due.

Thank you for the opportunity to be of service. For further assistance with the organization's tax return needs, contact our office at (251)591-1357.

Sincerely,

Kim K. Enikeieff
Kim K. Enikeieff, CPA

Kim K. Enikeieff, CPA

PO Box 8754
Mobile, AL 36689
kenikeieff@gmail.com
Phone: (251)591-1357 | Fax:

May 23, 2024

Center For Independent Living Of NW FL Inc
21 South Tarragona Street Suite 101
Pensacola, FL 32502

Your privacy is important to us. Read the following privacy policy.

We collect nonpublic personal information about you from various sources, including:

* Interviews regarding your tax situation

* Applications, organizers, or other documents that supply such information as your name, address, telephone number, Social Security Number, number of dependents, income, and other tax-related data

* Tax-related documents you provide that are required for processing tax returns, such as Forms W-2, 1099R, 1099-INT and 1099-DIV, and stock transactions

We do not disclose any nonpublic personal information about our clients or former clients to anyone, except as requested by our clients or as required by law.

We restrict access to personal information concerning you, except to our employees who need such information in order to provide products or services to you. We maintain physical, electronic, and procedural safeguards that comply with federal regulations to guard your personal information.

If you have any questions about our privacy policy, contact our office at (251)591-1357.

Sincerely,

Kim K. Enikeieff
Kim K. Enikeieff, CPA

Kim K. Enikeieff, CPA

PO Box 8754
Mobile, AL 36689
kenikeieff@gmail.com
Phone: (251)591-1357 | Fax:

Customer Name	Customer Information	
Center For Independent Living Of NW FL Inc CIL of Northwest Florida 21 South Tarragona Street Suite 101 Pensacola, FL 32502	Invoice #:	
	Date:	May 23, 2024
	Phone:	(850)595-5566
	E-mail:	

Your 2023 tax return was prepared by Kim K. Enikeieff.

Description		Fee
Federal And Supplemental Forms		
Form 990	Return of Org Exempt from Income Tax, page 1	
Form 990 pg 2	Return of Org Exempt from Income Tax, page 2	
Form 990 pg 3	Return of Org Exempt from Income Tax, page 3	
Form 990 pg 4	Return of Org Exempt from Income Tax, page 4	
Form 990 pg 5	Return of Org Exempt from Income Tax, page 5	
Form 990 pg 6	Return of Org Exempt from Income Tax, page 6	
Form 990 pg 7	Return of Org Exempt from Income Tax, page 7	
Form 990 pg 8	Return of Org Exempt from Income Tax, page 8	
Form 990 pg 9	Return of Org Exempt from Income Tax, page 9	
Form 990 pg 10	Return of Org Exempt from Income Tax, page 10	
Form 990 pg 11	Return of Org Exempt from Income Tax, page 11	
Form 990 pg 12	Return of Org Exempt from Income Tax, page 12	
Schedule A	Organization Exempt Under Sec 501(c)(3), page 1	
Schedule A pg 2	Organization Exempt Under Sec 501(c)(3), page 2	
Schedule A pg 3	Organization Exempt Under Sec 501(c)(3), page 3	
Schedule A pg 4	Organization Exempt Under Sec 501(c)(3), page 4	
Schedule A pg 5	Organization Exempt Under Sec 501(c)(3), page 5	
Schedule A pg 6	Organization Exempt Under Sec 501(c)(3), page 6	
Schedule A pg 7	Organization Exempt Under Sec 501(c)(3), page 7	
Schedule A pg 8	Organization Exempt Under Sec 501(c)(3), page 8	
Schedule B	Schedule of Contributors, page 1	
Schedule B pg 2	Schedule of Contributors, page 2	
Schedule B pg 3	Schedule of Contributors, page 3	
Schedule D	Supplemental Financial Statement, page 1	
Schedule D pg 2	Supplemental Financial Statement, page 2	
Schedule D pg 3	Supplemental Financial Statement, page 3	
Schedule D pg 4	Supplemental Financial Statement, page 4	
Schedule G	Fundraising and Gaming Activities, page 1	
Schedule G pg 2	Fundraising and Gaming Activities, page 2	
Schedule O	Supplemental Information, page 1	
Form 8879-TE	E-file Signature Authorization for Tax Exempt	
Wks Schedule A	Schedule A Worksheet - Excess 2% Contributors	
Statement Sch D	Schedule D - Part VI, Line 1e	

EF Notice	General Information for Electronic Filing	

Total Forms	**34**	**Forms Subtotal**	**0.00**
		Total Balance Due	**0.00**

Payment due upon receipt. Thank you for your business!

990	Tax Exempt Diagnostic Summary	2023

Name: Center For Independent Living Of NW FL Inc

Employer Identification #: 59-2288751

Demographics

Mailing Address:
21 South Tarragona Street Suite 101
Pensacola, FL 32502

Phone: (850)595-5566
Email:

Resident State: FL

Signor of Return

Officer: Carolyn Grawi **Title:** Executive Director

Diagnostics

Preparer: Kim K. Enikeieff **Invoice:** **Date:** 05-23-2024

Return Information

Item on Return	2023 Federal	2022 Federal (If available)
Total Revenue	819,469	1,100,712
Total Expenses	839,507	788,195
Net Excess (Deficit)	(20,038)	312,517
Net Assets or Fund Balances	1,078,032	1,068,684

State/City Information

State/City	Taxable Revenue	Total Expenses	Change Fund Balance	UBIT	Total Tax	Refund/ (Balance Due)

CENTER FOR INDEPENDENT LIVING
OF NORTHWEST FLORIDA, INC.

FINANCIAL REPORT

DECEMBER 31, 2023

Kim K. Enikeieff

Certified Public Accountant
Post Office Box 8754
Mobile, Alabama 36689
Telephone 251-591-1357

INDEPENDENT AUDITOR'S REPORT

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Kim K. Enikeieff

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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF FINANCIAL POSITION
December 31, 2023 and 2022

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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2023 and 2022

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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2023 with Comparative Totals for 2022

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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF CASH FLOWS
For the Years Ended December 31, 2023 and 2022

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NOTES TO FINANCIAL STATEMENTS

Organization

Summary of Significant Accounting Policies

Method of accounting

Cash and cash equivalents

Investments

Level 3: Significant unobservable inputs for the asset or liability that reflect the reporting organization's

Promises to give

Summary of Significant Accounting Policies (continued)

Accounts and grants receivable

Property and equipment

Income taxes

Grant and cooperative agreements

organizations, to be used for specific programs. The Organization's costs incurred under its government

Estimates

Contributed materials and services

's program services.

Contributions

Significant Accounting Policies (continued)

Cost allocation

Comparative amounts

Lease policies

Significant Accounting Policies (continued)

Lease policies (continued)

dd r d 202

Evaluation of subsequent events

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Investments

r r r r r's assets at fair D r 202

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r r r r r's assets at fair D r 2022

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r r d

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Investments (continued)

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Promises to Give

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Grants Receivable

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Federal Financial Assistance

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Governing Board Designations

Center for Independent Living of Northwest Florida, Inc.’s governing board has designated, from net [illegible]

[illegible]	202[illegible]	[illegible]	2022[illegible]
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[illegible]	[illegible]	[illegible]	[illegible]
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Liquidity and Availability of Financial Assets

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Leases

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Concentration of Credit Risk

[illegible] [illegible] [illegible] [

Supplementary Information

Kim K. Enikeieff

Certified Public Accountant
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Mobile, Alabama 36689
Telephone 251-591-1357

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

INDEPENDENT AUDITOR'S REPORT

[illegible]

[illegible] *Government Auditing Standards* [illegible] December 2021 [illegible] March 2, 2022 [illegible]

Report on Internal Control Over Financial Reporting

[illegible] [illegible]'s internal control over financial reporting (internal control) [illegible] [illegible]'s internal control. Accordingly, I do not express an opinion on [illegible]'s [illegible]

[illegible] *deficiency in internal control* [illegible] *material weakness* [illegible] [illegible]'s [illegible] *significant deficiency* [illegible]

[illegible]

Report on Compliance and Other Matters

[redacted]

Purpose of this Report

[redacted] the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal [redacted] *Government Auditing Standards* in considering the organization's internal control and compliance. [redacted]

[redacted]

Kim K. Enikeieff

[redacted]

M[redacted]2[redacted]202[redacted]

CENTER FOR INDEPENDENT LIVING
OF NORTHWEST FLORIDA, INC.

FINANCIAL REPORT

DECEMBER 31, 2022

□□□

Kim K. Enikeieff

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INDEPENDENT AUDITOR'S REPORT

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[illegible] *Government Auditing Standards* [illegible] [illegible] [illegible]

CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF FINANCIAL POSITION
December 31, 2022 and 2021

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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2022 and 2021

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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2022 with Comparative Totals for 2021

				2022	202
	r r	M d r	dr		
r	5			2	0
r d	55	52		2 0 5	
r	0 2	52		5	0 5
	5 0	5 0		000	000
r r	25 50			25 50	
D d r	2 2			2 2	0
r	0	25		2	2 0 2
r	2	52		0 5	0 00
r r r	5			5	5
d	2 2	2		2	
M r			5 5	5 5	5
M	2 02			2 02	2
d	2 5			2 5	
d	5 502	5		0	
r	2 0			2 0	
r	20			22	
r	52	5			5
R	2			2	
R	2 2	2 5		05	
R r	00			2 0	2 2
R d	5	5 2		5	5 5
R r d	25 0 0	2		2	
r r	2	5		0	2 0
r	0			0	20
	0 2				5
r				5	5
	0	00			5
r d r	0 0	50	5 5	0 2	2 2
D r	5	555		2	05
	0 25	5 205	5 5	5	2 550

CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF CASH FLOWS
For the Years Ended December 31, 2022 and 2021

	2022	202□
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NOTES TO FINANCIAL STATEMENTS

Organization

Summary of Significant Accounting Policies

Method of accounting

Cash and cash equivalents

Investments

Promises to give

Summary of Significant Accounting Policies (continued)

Accounts and grants receivable

Property and equipment

Income taxes

Grant and cooperative agreements

Estimates

Contributed materials and services

Contributions

Significant Accounting Policies (continued)

Cost allocation

Comparative amounts

Adoption of new lease standard

Lease policies

Significant Accounting Policies (continued)

Lease policies (continued)

[illegible]

[illegible]

[illegible]

Investments (continued)

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Promises to Give

	2022	202
r	5,000	50
r	5,000	50
r	5,000	50
r	5,000	50

Grants Receivable

	2022	202
D r	5	
r D r	5	
r	20	0

Federal Financial Assistance

Federal Financial Assistance (continued)

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Governing Board Designations

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Deferred Revenue

R

	2022	202
D	2	2
	2	2

Leases

D 2022

R

	2
d	25
	2 25

	20
r	5
	2 25

2 22 2025 M M

2022 20

5 D 2022

Leases (continued)

M[illegible]

[illegible] D[illegible] 2022[illegible]

	[illegible]
202[illegible]	[illegible]
202[illegible]	[illegible]
2025[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible] D[illegible] 2022[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]

Concentration of Credit Risk

[illegible] D[illegible] [illegible] [illegible] [

Kim K. Enikeieff

Certified Public Accountant
Post Office Box 8754
Mobile, Alabama 36689
Telephone 251-591-1357

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

INDEPENDENT AUDITOR'S REPORT

[illegible]

[illegible] *Government Auditing Standards* [illegible] 2022 [illegible] M [illegible] 202 [illegible]

Report on Internal Control Over Financial Reporting

[illegible] 's internal control. Accordingly, I do not ex [illegible] *deficiency in internal control* [illegible] *material weakness* [illegible] 's [illegible] *significant deficiency* [illegible]

M [illegible]

Report on Compliance and Other Matters

[illegible] *Government Auditing Standards.*

Purpose of this Report

[illegible] rganization's internal [illegible] *Government Auditing Standards* [illegible] nsidering the organization's internal control and compliance. [illegible]

Kim K. Enikeieff

M[illegible]202[illegible]

CENTER FOR INDEPENDENT LIVING
OF NORTHWEST FLORIDA, INC.

FINANCIAL REPORT

DECEMBER 31, 2021

□□□

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Certified Public Accountant
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Mobile, Alabama 36689
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INDEPENDENT AUDITOR'S REPORT

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Report on the Audit of the Financial Statements

Opinion

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Auditor's Responsibilities for the Audit of the Financial Statements

M r r r

CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF FINANCIAL POSITION
December 31, 2021 and 2020

	202	2020

CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2021 and 2020

	202□			2020		
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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2021 with Comparative Totals for 2020

				202	2020
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r	2	552		0	0
r d	0 25	0 0			0 5 0
r		25		0 5	0 0
	5 0	5 0		000	000
r r					0
D d r	0			0	5
r	2 5	2		2 0 2	
r	0	0		0 00	
r r r	5 2	5		5	
d					0
M r			5	5	5
M	2			2	0
d					0
d	0				520
r	0	0			5
r	5 55	5		5	
R	2	2		2 2	
R d				5 5	5 5
R r d	5	5			2
r r	5			2 0	525
r	20			20	0
				5	5
r	2			5	0
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r d r	5 22	5 5	5	2 2	
D r		25		05	
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CENTER FOR INDEPENDENT LIVING OF NORTHWEST FLORIDA, INC.

STATEMENTS OF CASH FLOWS
For the Years Ended December 31, 2021 and 2020

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NOTES TO FINANCIAL STATEMENTS

Organization

Summary of Significant Accounting Policies

Method of accounting

Cash and cash equivalents

Investments

or liability that reflect the reporting organization's

Promises to give

Summary of Significant Accounting Policies (continued)

Accounts and grants receivable

Property and equipment

Income taxes

Grant and cooperative agreements

Estimates

Contributed materials and services

Contributions

Significant Accounting Policies (continued)

Cost allocation

Comparative amounts

Evaluation of subsequent events

Investments

Investments (continued)

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Federal Financial Assistance

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Federal Financial Assistance (continued)

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Governing Board Designations

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Deferred Revenue

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D	2	5
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Operating Leases

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Concentration of Credit Risk

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Risks and Uncertainties

M 2020 “ ” d

Kim K. Enikeieff

Certified Public Accountant
Post Office Box 8754
Mobile, Alabama 36689
Telephone 251-591-1357

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

INDEPENDENT AUDITOR'S REPORT

[illegible]

[illegible]

[illegible]

[illegible]

[illegible] *Government Auditing Standards* [illegible] 202[illegible] [illegible] M[illegible] 2[illegible] 2022[illegible]

Report on Internal Control Over Financial Reporting

[illegible] [illegible]'s internal control. Accordingly, I do not express an opinion on [illegible]'s [illegible]

[illegible] *deficiency in internal control* [illegible] *material weakness* [illegible] [illegible]'s [illegible] *significant deficiency* [illegible]

[illegible]

Report on Compliance and Other Matters

[illegible] *Government Auditing Standards.*

Purpose of this Report

[illegible] n on the effectiveness of the organization's internal [illegible] *Government Auditing Standards* [illegible] nsidering the organization's internal control and compliance. [illegible]

Kim K. Enikeieff

M[illegible]2[illegible]2022[illegible]

Local Option Sales Tax

353

Gulf Coast Minority Chamber of Commerce

29

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- __ Submit a fully completed Agency Funding Request Application
- __ Submit a copy of your organization's current W-9
- __ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- __ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- __ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: ___Gulf Coast Minority Chamber of Commerce,INC_____

Agency Address: _321 N. DeVilliers Street, Suite 104, Pensacola, Florida 32501_____

Program Name for which funding is being requested: __Diversity and Economic Development__

Amount Requested: $_75,000.00_____

Program Contact: _Brian Wyer_____

Contact Email: _Bwyer@gcmcc.info_____ Contact Phone: (813) 390-8198____

25-Word Description of Program: _____The GCMCC serves as a resource center for Minority, Local, Small, Non-Profit, and Individual professionals in our Escambia County community.

How many years has your organization been providing services in the County? _6.5 years as the Gulf Coast Minority Chamber._____

How many years has your organization received funding from the County? _5 years_____

Explain how receiving funds from the County would have a significant impact on your organization:

___Funds will be used to pay the office staff and for the day-to-day operation of the chamber. The staff is the key component to ensuring that the mission of the GCMCC is carried out. The funds were also used to assist with programs needed to complete our mission of serving our community. Our return to the county is increasing the amount of involvement in economic opportunities._____

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $75,000.00

Briefly discuss how last year's funds were used?

Last year funds were used to support staff in implementing programs to assist our community, such as the following: publishing of our chamber directory, "How to Do Business with Local Government" workshops, hosting the Office Supplier Diversity event and assisting in supporting local inclusion efforts.

Briefly discuss the County's Return on Investment relative to last year's funding. In other words, what impact did your program have on the citizens of Escambia County?

Increased business involvement in the county's Purchasing Department, vendor registration software and training sessions. The chamber's involvement with the County's purchasing department is a good return on investment because we assist in reaching a target market for minority/small businesses that are not actively involved in the bidding process. We have an active audience of new and established businesses where relationships have already been formed. These relationships often take years to establish. We are able to tap into this market more directly than and faster than the county would be able to reach the businesses on its own. The Chamber Directory provides a physical document that is shared throughout the community to highlight businesses. The Directory is used as a reference point for referrals and is used as a marketing tool for businesses to promote their business.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?

Funds will be used to pay the office staff and for the day-to-day operation of the Gulf Coast Minority Chamber of Commerce. The staff is the key component to ensuring that the mission of

the GCMCC is carried out. The funds were also used to assist with programs needed to complete our mission of serving our community. Our return to the county is increasing the number of businesses involved in economic opportunities. The chamber's mission is to "*To serve as an advocate and the conscience of the Minority and Small Business Community, promoting and assisting in procurement opportunities, business development strategy, increasing operating capacity and other economic assets while striving to ensure economic fairness for all.*

_____

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: ___N/A -

NO_____

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area__N/A -
NONE_____

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. _____The Gulf Coast Minority Chamber of Commerce plays a vital role in the community. Minority Business Owners and Business Professionals utilize our services to assist them in growing their business; marketing their brand and taking advantage of opportunities that are offered to enhance their business and increase their revenue. The partnership we have with Escambia County allows us to offer the services that we rendered. We are the ONLY organization of this kind that offers services with a
focus on minority owned businesses, business professionals, non-profits, and corporations. The chamber provides marketing for businesses using social media like Facebook. We promote their businesses with ribbon-cuttings, grand openings, and network events to increase awareness and promote attendance. We also assist them in being placed in the local newspapers and television stories.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _75_ %
- Percentage for direct programming costs: _25_ %

If Escambia County funding can only fund a portion of your request, how will you offset the difference? ____We will offset the difference with other sources of income: Our annual membership and corporate partnership, our annual Guide and Business Directory and our annual Community Awards. We may have to limit staff resources to cover the lack of funding.

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: ___N/A -

No_____

Is there a duplication of funding? Does your organization request funding from other local nonprofit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. ___N/A -

No_____

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.
   Over the last year, we have encountered significant changes within the Purchasing department and the metric gathering process from the system. I have received updated metrics and updated the details in a new column. We will work closely with new leadership to ensure that the data is validated for tracking processes.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Increase Minority registered businesses with Escambia County	789	805	875	6.21

2..				%
3.				%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Increase chamber membership to provide additional support for our community. Current 2025 membership at 368.	2%
2.	
3.	

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. Chamber members and contacts	350 members and 1200 contacts
2.	
3.	

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE

	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$9,500	$12,500	$9,500
Programmatic Income	$10,000	$12,000	$10,000
County Funding/Direct Contribution	$75,000	$75,000	$75,000
County Funding by Other Source (a)	0	0	0
City Funding	$50,000	$50,000	$50,000
Local Non-Profit Funding	0	0	0
State Funding	0	0	0
Federal Funding	0	0	0
Memberships	$9,000	$9,000	$9,000
Investment Income	0	0	0
Other Income (b)			
Total Income	$153,500	$158,500	$153,500

(a) Please explain by Fiscal Year any amount listed in the “County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff’s Office funding, etc.)

N/A – None

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.

N/A - None

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	2	1.5	1.5
Salaries and Wages	$110,000	$105,000	$105,000
Employee Benefits	0	0	0
Professional Services	$8,000	$8,000	$8,000
Contractual Services	0	0	0
Travel Expenses	0	0	0
Rentals and Leases	$15,300	$15,300	$15,300
Communication	$800	$400	$400
Postage and Freight	$500	$300	$300
Repair and Maintenance	0	0	0
Printing and Binding	$2,000	$3,000	$3,000
Marketing and Promotion	$2,000	$1,000	$1,000
Fuel	$2,000	$2,000	$2,000
Supplies	$2,800	$2,800	$2,800
Event Expenses	$4,300	$4,300	$4,300
Capitalizable Assets for County Funding			
(a)	0	0	0
Other Expenses (b)	0	0	0
Total Expenses	$147,700	$142,100	$142,100
Net Income – (Revenue minus Expense)	$5,800	$16,400	$11,400

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.

N/A

(b) Please explain any request listed in the "Other Expenses" line.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Fiscal

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. The discrepancy of the tables as compared to the Financial Statements exist because of the need to adjust funding to handle high profile immediate needs of the community, changes in priorities based on additional planning with Board members.

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these leftover/residual funds? Funds for additional support programs

4. Please list the salary of the top 5 employees, names and positions of your organization.

Name	Position	Salary
Brian Wyer	President/CEO	$64,00.00
To Be Determined. Using contractors. In the process of interviewing/hiring		

5. Please provide the total amount of cash and investments on hand. __$5,000.00 – budgeted for expenses_____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

_We charge fees to be a member of the chamber which are associated with specific benefits. We do not charge fees to be a contact with the chamber. We provide free services for attending programs/events. We provide free business consultation and assistance. _____

7. Does your organization require background checks from volunteers and staff? __No_____

ECONOMIC DEVELOPMENT AGENCIES

1. If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: What is your agency's Strategic Plan? The GCMCC is in the process of reviewing a plan with our Board of Directors. We will be reviewing our strategic plan and making additional changes based on feedback from members, local government officials and trusted advisors. The chamber will be releasing the names of our re-established board in our new Business Guide and Directory. The board went through an orientation process and strategic retreat to set the course for the chamber's future. The results of the retreat and plan is attached to the email application document. The chamber has been active in assisting with job creations and expansion of companies but does not have a definitive number in this area. The chamber has provided "To do Business workshops" for hundreds of businesses, sponsored numerous information sessions, co-host the monthly Pensacola Network and 1 Million Cups events, serve as a mentor in the Studer Community Institute VMS program and the UWF Executive Mentor Program._____

2. How many jobs were created this year over last year by zip code? __I am unable to find a source to obtain this information on a year-to-year basis in relation to the chamber's involvement. The chamber has been active in assisting with job creations and expansion of companies but does not have a definitive number in this area. Brian Wyer is an active attendee at most FloridaWest and PEDC meetings. He provides updates on activities in the community and promotes "How to Do Business with Local Government" events. He is also active in the FloridaWest "1 Million Cups" events and Entrepreneurship Ecosystem Group. He also promotes the FloridaWest and PEDC activities to our community. _____

3. What is the net cost per job created? _____Not Available_____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? _____

Reduced chamber membership dues, free training sessions, creation of metrics to track details and involvement in local government vendor tables. I have the updated metrics from the County's Purchasing department. This Pockets of Poverty information would need to be obtained from the details that the businesses provide in the Vendor Registry to the county. As we work the new Purchasing leadership, the chamber will request research to verify if the demographic details can be added to Vendor Registry.

The President/CEO is involved in numerous BODs to provide input to increase minority awareness and input. Included below is a list of the boards.

Brian Wyer, President/CEO, represents the chamber as a member of the following groups:

- Achieve Escambia Leadership Council – Secretary
    - Career Readiness Collective Action Network team
    - Early Childhood Learning Network
- First Place Partners economic group
- The Northwest Florida Forward Entrepreneur and Innovation Council
- FloridaWest and PEDC attendee
- 1 Million Cups Organizer member
- SCI Volunteer
- United Way of West Florid Board of Director
    - Community Investment Committee
    - Community Response Committee
- Belmont De Villiers Association
- Baptist Health Inc Board of Directors

    - Quality and Patient Safety Committee
    - Baptist Community Advisory Council
    - E-Moreno Special Committee (co-chair)
- Early Learning Coalition Board of Directors
- Escambia County Human Relations Commission – Vice Chair
- US Global Leadership Coalition
- Escambia County Emergency Operations Center ESF-18
- Equality Project Alliance
- VMS MIT Spring Stakeholder/Mentor
- EntreCon Volunteer
- Downtown Rotary member
- Homeless Reduction Task Force Workforce Development Committee
- Habit for Humanity: Community Development Committee
- AHER (Achieve Healthy EscaRosa)
    - Healthcare Equity and Access Committee

2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   ___N/A_____

   _____

   _____

   _____

3. Was there any increase in membership for the local chambers? _____

   __YES. I have made updates to our chamber website to better track our details but do not have information from the other local chamber. We use different methods and companies for our websites. As a general statement, the other chambers would most likely state an increase in their membership totals

   _____

   _____

4. What are your agency's statistics on business creation and minority businesses by zip code? _____

   _I am unaware of the location to obtain this information. From accessing the County Tax Collector's office, 467 Business Licenses were obtained from January 2025 to April 2025. I am unable to determine the breakdown of Minority Businesses from this data. The chamber focuses on assisting businesses to improve and grow. For individuals with the

desire to create business we provide guidance on the resources to create business such as referrals to the SBDC (Small Business Development Center), Sunbiz and community mentors. _____

_____

_____

5. Can we reduce the taxpayer subsidy? _____

N/A_____

___

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Brian Wyer
Name

President/CEO 4/1/2025
Title Date

Mission:

-What do we offer the community?

-Resource to the community:

- Education
- Training
- Networking

Vision:

-Beacon for small/minority business

-Representation:

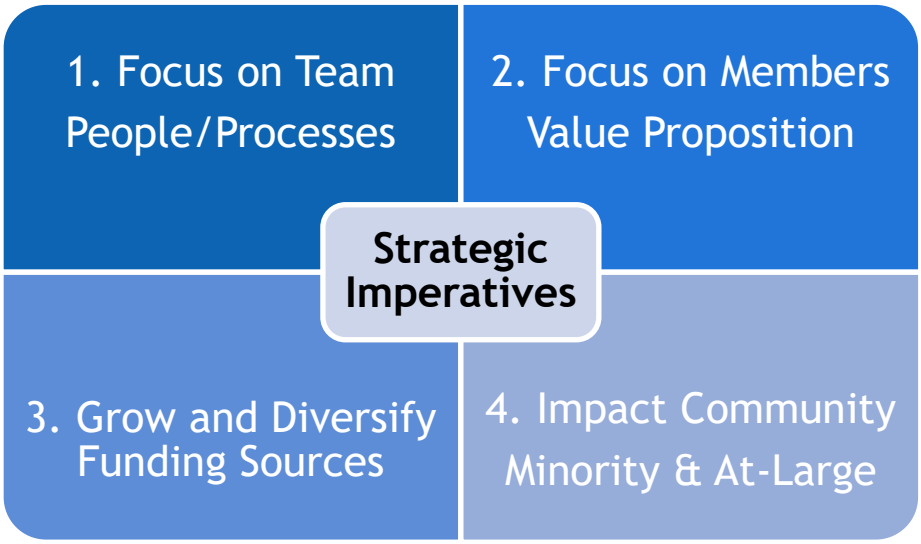
- Economic Development
- Business Development
- Wealth Distribution
- Equitable Representation - # of minority businesses

What Makes Us Proud?

- Transformation of the organization
- Resiliency
- Greater alignment with the Pensacola Chamber & other key partners
- Leadership
- Excitement/desire
- Sense of inclusion
- Impact
- Advocacy
- Passion
- Relevance of broader community

S.W.O.T. Analysis

Strengths	Weaknesses
• Brian's leadership • Basic membership • County connectivity • No cost office • Network • Community ties/support • Understanding of minority needs • Business development expertise • Partnerships • New board member involvement • Excitement/Desire • Strong supporters • Community relevance	• Dependence upon individual (Brian) • Lack of administrative resources • Lack of clear goals/plan • Not full representation of all minorities • Clear membership value proposition • Utilization of the board • Programs/membership personnel • Monthly financial reporting • Lack of external sponsorships • Visibility to general public • Limited funds in recruiting staff
Opportunities	**Threats**
• Expand to other minority groups (Latino, Vietnamese, etc.) • Grow membership • Sponsor/co-sponsor events/programs • Partner with other businesses • Branding • Additional funding • Differentiators for members • Leverage membership base to provide value-add leadership/mentorship to other members • Leverage technology • Enhance digital footprint	• Political environment related to inclusion – i.e. funding diminishes • Economic turndown affecting businesses • Other Chambers competing for members • Lack of overall funding • Sole reliance on Chamber President • Succession planning



Strategic Framework

Strategic Imperative: Focus on Team
Build People/Processes to sustain the Chamber for years to come
Initiatives: 1. 2. 3. 4.
What does success look like? 1. 2. 3. 4.

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Gulf Coast Minority Chamber of Commerce, INC

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☑ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . . _____

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

321 N. DeVilliers Street, Suite 104

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola, Florida 32501

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

8	3	–	1	9	7	3	1	2	8

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** Brian Wyer **Date** 4/1/24

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Four Months ended January 31, 2024

	One Month Ended January 31, 2024	Four Months Ended January 31, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	6,250.00	6,250.00
City of Pensacola Appropriatio	.00	25,308.96
Membership Dues	875.00	3,712.86
Total Sales	7,125.00	37,477.26
Cost of Goods Sold		
Gross Profit	7,125.00	37,477.26
Operating Expenses		
Office Supplies-Unrestricted	.00	127.91
Professional Service-Unres	.00	21.60
Equipment Rental-Unrestricted	53.32	231.74
Occupancy Expense-Unrestricted	964.07	3,800.64
Utilities-Unrestricted	240.00	960.00
Repairs & Maintenance-Equip-Un	.00	106.97
Printed Materials-Unrestricted	109.49	437.96
Automobile Expense	10.00	10.00
Conference Costs-Unrestricted	.00	150.00
Telephone Expense-Unrestricted	170.83	683.29
Dues And Subscriptions-Unrestr	107.80	235.65
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	102.76	1,456.54
Technology-U	352.11	1,342.34
Web Development & Hosting-U	7.20	7.20
Networking	943.88	2,771.61
Salaries-Unrestricted	4,615.36	19,614.78
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	385.36	1,532.87
Total Operating Expenses	8,062.18	34,611.18
Net Income from Operations	(937.18)	2,866.08
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (937.18)	$ 2,866.08

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
January 31, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	5,094.35
Total Current Assets	4,940.00
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 7,473.59

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
January 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,190.87
Total Current Liabilities	5,228.63
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,228.63
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	2,866.08
Total Stockholders' Equity	2,244.96
Total Liabilities And Stockholders' Equity	$ 7,473.59

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Five Months ended February 29, 2024

	One Month Ended February 29, 2024	Five Months Ended February 29, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	.00	6,250.00
City of Pensacola Appropriatio	17,917.12	43,226.08
Membership Dues	2,150.00	5,862.86
Total Sales	20,067.12	57,544.38
Cost of Goods Sold		
Gross Profit	20,067.12	57,544.38
Operating Expenses		
Supplies Expense-Unrestricted	87.53	87.53
Office Supplies-Unrestricted	49.67	177.58
Professional Service-Unres	.00	21.60
Accounting Service-Unrestricte	1,735.00	1,735.00
Equipment Rental-Unrestricted	.00	231.74
Occupancy Expense-Unrestricted	1,928.14	5,728.78
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	.00	106.97
Printed Materials-Unrestricted	109.49	547.45
Automobile Expense	.00	10.00
Conference Costs-Unrestricted	.00	150.00
Telephone Expense-Unrestricted	170.83	854.12
Dues And Subscriptions-Unrestr	112.99	348.64
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	177.16	1,633.70
Technology-U	58.00	1,400.34
Web Development & Hosting-U	247.20	254.40
Networking	819.68	3,591.29
Salaries-Unrestricted	5,769.20	25,383.98
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	369.76	1,902.63
Total Operating Expenses	11,634.65	46,245.83
Net Income from Operations	8,432.47	11,298.55
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ 8,432.47	$ 11,298.55

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
February 29, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	13,677.24
Total Current Assets	13,522.89
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 16,056.48

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Six Months ended March 31, 2024

	One Month Ended March 31, 2024	Six Months Ended March 31, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	.00	6,250.00
City of Pensacola Appropriatio	.00	43,226.08
Membership Dues	600.00	6,462.86
Total Sales	600.00	58,144.38
Cost of Goods Sold		
Gross Profit	600.00	58,144.38
Operating Expenses		
Supplies Expense-Unrestricted	.00	87.53
Office Supplies-Unrestricted	.00	177.58
Professional Service-Unres	7.20	28.80
Accounting Service-Unrestricte	.00	1,735.00
Equipment Rental-Unrestricted	106.64	338.38
Occupancy Expense-Unrestricted	79.50	5,808.28
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	.00	106.97
Printed Materials-Unrestricted	109.49	656.94
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	5.80	5.80
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	25.00	25.00
Telephone Expense-Unrestricted	170.83	1,024.95
Dues And Subscriptions-Unrestr	109.50	458.14
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	520.03	2,153.73
Technology-U	58.00	1,458.34
Web Development & Hosting-U	240.00	494.40
Networking	491.37	4,082.66
Salaries-Unrestricted	4,615.36	29,999.34
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	441.35	2,343.98
Total Operating Expenses	6,980.07	53,225.90
Net Income from Operations	(6,380.07)	4,918.48
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (6,380.07)	$ 4,918.48

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
March 31, 2024

		2024
ASSETS		
Current Assets		
BBVA Compass-6011	$	(154.35)
PNC BANK		7,146.75
Total Current Assets		6,992.40
Property and Equipment		
Office Furniture And Fixtures		2,533.59
Total Property and Equipment		2,533.59
Other Assets		
Total Other Assets		.00
Total Assets	$	9,525.99

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
March 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,190.87
Total Current Liabilities	5,228.63
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,228.63
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	4,918.48
Total Stockholders' Equity	4,297.36
Total Liabilities And Stockholders' Equity	$ 9,525.99

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Seven Months ended April 30, 2024

	One Month Ended April 30, 2024	Seven Months Ended April 30, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	.00	6,250.00
City of Pensacola Appropriatio	17,733.28	60,959.36
Membership Dues	200.00	6,662.86
Total Sales	17,933.28	76,077.66
Cost of Goods Sold		
Gross Profit	17,933.28	76,077.66
Operating Expenses		
Supplies Expense-Unrestricted	.00	87.53
Office Supplies-Unrestricted	44.96	222.54
Professional Service-Unres	.00	28.80
Accounting Service-Unrestricte	.00	1,735.00
Equipment Rental-Unrestricted	53.32	391.70
Occupancy Expense-Unrestricted	990.57	6,798.85
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	.00	106.97
Printed Materials-Unrestricted	109.49	766.43
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	.00	5.80
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	.00	25.00
SPONSORSHIPS	500.00	500.00
Telephone Expense-Unrestricted	170.67	1,195.62
Dues And Subscriptions-Unrestr	232.18	690.32
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	148.02	2,301.75
Technology-U	58.00	1,516.34
Web Development & Hosting-U	247.20	741.60
Networking	539.59	4,622.25
Salaries-Unrestricted	4,615.36	34,614.70
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	353.08	2,697.06
Total Operating Expenses	8,062.44	61,288.34
Net Income from Operations	9,870.84	14,789.32
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ 9,870.84	$ 14,789.32

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
April 30, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	17,017.59
Total Current Assets	16,863.24
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 19,396.83

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
April 30, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,190.87
Total Current Liabilities	5,228.63
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,228.63
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	14,789.32
Total Stockholders' Equity	14,168.20
Total Liabilities And Stockholders' Equity	$ 19,396.83

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Eight Months ended May 31, 2024

	One Month Ended May 31, 2024	Eight Months Ended May 31, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	.00	6,250.00
City of Pensacola Appropriatio	.00	60,959.36
Membership Dues	450.00	7,112.86
Total Sales	450.00	76,527.66
Cost of Goods Sold		
Gross Profit	450.00	76,527.66
Operating Expenses		
Supplies Expense-Unrestricted	.00	87.53
Office Supplies-Unrestricted	40.03	262.57
Professional Service-Unres	7.20	36.00
Accounting Service-Unrestricte	2,079.00	3,814.00
Equipment Rental-Unrestricted	.00	391.70
Occupancy Expense-Unrestricted	990.57	7,789.42
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	.00	106.97
Printed Materials-Unrestricted	156.12	922.55
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	.00	5.80
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	61.25	86.25
SPONSORSHIPS	.00	500.00
Telephone Expense-Unrestricted	170.67	1,366.29
Dues And Subscriptions-Unrestr	136.14	826.46
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	1,217.55	3,519.30
Technology-U	58.00	1,574.34
Web Development & Hosting-U	240.00	981.60
Networking	400.03	5,022.28
Salaries-Unrestricted	5,769.20	40,383.90
Clerical Salaries-Unrestricted	520.00	520.00
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	441.35	3,138.41
Total Operating Expenses	12,287.11	73,575.45
Net Income from Operations	(11,837.11)	2,952.21
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (11,837.11)	$ 2,952.21

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
May 31, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	5,180.48
Total Current Assets	5,026.13
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 7,559.72

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
May 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,190.87
Total Current Liabilities	5,228.63
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,228.63
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	2,952.21
Total Stockholders' Equity	2,331.09
Total Liabilities And Stockholders' Equity	$ 7,559.72

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Nine Months ended June 30, 2024

	One Month Ended June 30, 2024	Nine Months Ended June 30, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	.00	6,250.00
City of Pensacola Appropriatio	8,326.41	69,285.77
Membership Dues	1,250.00	8,362.86
University of West Flordia	5,000.00	5,000.00
Total Sales	14,576.41	91,104.07
Cost of Goods Sold		
Gross Profit	14,576.41	91,104.07
Operating Expenses		
Supplies Expense-Unrestricted	.00	87.53
Office Supplies-Unrestricted	53.39	315.96
Professional Service-Unres	7.20	43.20
Accounting Service-Unrestricte	.00	3,814.00
Equipment Rental-Unrestricted	111.68	503.38
Occupancy Expense-Unrestricted	26.50	7,815.92
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	55.00	161.97
Printed Materials-Unrestricted	109.49	1,032.04
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	.00	5.80
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	.00	86.25
SPONSORSHIPS	.00	500.00
Telephone Expense-Unrestricted	.00	1,366.29
Dues And Subscriptions-Unrestr	108.59	935.05
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	629.45	4,148.75
Technology-U	58.00	1,632.34
Web Development & Hosting-U	240.00	1,221.60
Networking	75.02	5,097.30
Salaries-Unrestricted	4,615.36	44,999.26
Clerical Salaries-Unrestricted	1,040.00	1,560.00
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	176.54	3,314.95
Total Operating Expenses	7,306.22	80,881.67
Net Income from Operations	7,270.19	10,222.40
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ 7,270.19	$ 10,222.40

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
June 30, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	12,274.13
Total Current Assets	12,119.78
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 14,653.37

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
June 30, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,014.33
Total Current Liabilities	5,052.09
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,052.09
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	10,222.40
Total Stockholders' Equity	9,601.28
Total Liabilities And Stockholders' Equity	$ 14,653.37

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Ten Months ended July 31, 2024

	One Month Ended July 31, 2024	Ten Months Ended July 31, 2024
Sales		
Corporate Contribution	$ .00	$ 2,205.44
Escambia County Appropriations	.00	6,250.00
City of Pensacola Appropriatio	.00	69,285.77
Membership Dues	725.00	9,087.86
University of West Flordia	.00	5,000.00
Total Sales	725.00	91,829.07
Cost of Goods Sold		
Gross Profit	725.00	91,829.07
Operating Expenses		
Supplies Expense-Unrestricted	.00	87.53
Office Supplies-Unrestricted	247.24	563.20
Professional Service-Unres	.00	43.20
Accounting Service-Unrestricte	.00	3,814.00
Equipment Rental-Unrestricted	55.84	559.22
Occupancy Expense-Unrestricted	1,981.14	9,797.06
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	.00	161.97
Printed Materials-Unrestricted	109.49	1,141.53
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	.00	5.80
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	.00	86.25
SPONSORSHIPS	.00	500.00
Telephone Expense-Unrestricted	342.10	1,708.39
Dues And Subscriptions-Unrestr	110.36	1,045.41
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	316.21	4,464.96
Technology-U	58.00	1,690.34
Web Development & Hosting-U	247.20	1,468.80
Networking	694.70	5,792.00
Salaries-Unrestricted	4,615.36	49,614.62
Clerical Salaries-Unrestricted	.00	1,560.00
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	353.08	3,668.03
Total Operating Expenses	9,130.72	90,012.39
Net Income from Operations	(8,405.72)	1,816.68
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (8,405.72)	$ 1,816.68

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
July 31, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	3,868.41
Total Current Assets	3,714.06
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 6,247.65

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
July 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,014.33
Total Current Liabilities	5,052.09
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,052.09
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	1,816.68
Total Stockholders' Equity	1,195.56
Total Liabilities And Stockholders' Equity	$ 6,247.65

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Eleven Months ended August 31, 2024

	One Month Ended August 31, 2024	Eleven Months Ended August 31, 2024
Sales		
Corporate Contribution	$ 1,797.00	$ 4,002.44
Escambia County Appropriations	13,821.66	20,071.66
City of Pensacola Appropriatio	6,023.19	75,308.96
Membership Dues	225.00	9,312.86
University of West Flordia	.00	5,000.00
Total Sales	21,866.85	113,695.92
Cost of Goods Sold		
Gross Profit	21,866.85	113,695.92
Operating Expenses		
Supplies Expense-Unrestricted	.00	87.53
Office Supplies-Unrestricted	53.03	616.23
Professional Service-Unres	.00	43.20
Accounting Service-Unrestricte	1,709.00	5,523.00
Equipment Rental-Unrestricted	55.84	615.06
Occupancy Expense-Unrestricted	.00	9,797.06
Utilities-Unrestricted	.00	960.00
Repairs & Maintenance-Equip-Un	.00	161.97
Printed Materials-Unrestricted	109.49	1,251.02
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	.00	5.80
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	.00	86.25
SPONSORSHIPS	.00	500.00
Telephone Expense-Unrestricted	179.41	1,887.80
Postage And Shipping-Unrestric	29.20	29.20
Dues And Subscriptions-Unrestr	74.81	1,120.22
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	450.01	4,914.97
Technology-U	58.00	1,748.34
Web Development & Hosting-U	247.20	1,716.00
Networking	1,654.33	7,446.33
Salaries-Unrestricted	6,923.04	56,537.66
Clerical Salaries-Unrestricted	.00	1,560.00
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	529.62	4,197.65
Total Operating Expenses	12,072.98	102,085.37
Net Income from Operations	9,793.87	11,610.55
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ 9,793.87	$ 11,610.55

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
August 31, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	13,662.28
Total Current Assets	13,507.93
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 16,041.52

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
August 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,014.33
Total Current Liabilities	5,052.09
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,052.09
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	11,610.55
Total Stockholders' Equity	10,989.43
Total Liabilities And Stockholders' Equity	$ 16,041.52

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Twelve Months ended September 30, 2024

	One Month Ended September 30, 2024	Twelve Months Ended September 30, 2024
Sales		
Corporate Contribution	$ 2,000.00	$ 6,002.44
Escambia County Appropriations	54,527.83	74,599.49
City of Pensacola Appropriatio	.00	75,308.96
Membership Dues	.00	9,312.86
University of West Flordia	.00	5,000.00
Total Sales	56,527.83	170,223.75
Cost of Goods Sold		
Gross Profit	56,527.83	170,223.75
Operating Expenses		
Supplies Expense-Unrestricted	374.74	462.27
Office Supplies-Unrestricted	844.82	1,461.05
Professional Service-Unres	257.20	300.40
Accounting Service-Unrestricte	.00	5,523.00
Equipment Rental-Unrestricted	55.84	670.90
Occupancy Expense-Unrestricted	1,643.85	11,440.91
Utilities-Unrestricted	52.50	1,012.50
Repairs & Maintenance-Equip-Un	.00	161.97
Printed Materials-Unrestricted	5.00	1,256.02
Advertising-Unrestricted	295.00	295.00
Automobile Expense	.00	10.00
Travel Expenses-Unrestricted	.00	5.80
Mileage Reimbursement-Unrestri	6,000.00	6,000.00
Conference Costs-Unrestricted	.00	150.00
Administrative Expns-Unrstctd	244.63	330.88
SPONSORSHIPS	.00	500.00
Telephone Expense-Unrestricted	179.40	2,067.20
Postage And Shipping-Unrestric	14.60	43.80
Dues And Subscriptions-Unrestr	52.81	1,173.03
Insurance-Unrestricted	.00	682.50
Member Services - Unrestricted	(90.50)	4,824.47
Technology-U	59.44	1,807.78
Web Development & Hosting-U	240.00	1,956.00
Networking	2,121.92	9,568.25
Salaries-Unrestricted	7,978.35	64,516.01
Clerical Salaries-Unrestricted	.00	1,560.00
Group Life Insurance-Unrestric	.00	437.58
Payroll Tax Expense-Unrestrict	176.54	4,374.19
Total Operating Expenses	20,506.14	122,591.51
Net Income from Operations	36,021.69	47,632.24
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ 36,021.69	$ 47,632.24

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
September 30, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	49,507.42
Total Current Assets	49,353.07
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 51,886.66

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
September 30, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	5,837.78
Total Current Liabilities	4,875.54
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	4,875.54
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	(7,415.84)
Net Income (Loss)	47,632.24
Total Stockholders' Equity	47,011.12
Total Liabilities And Stockholders' Equity	$ 51,886.66

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the One Months ended October 31, 2024

	One Month Ended October 31, 2024	One Months Ended October 31, 2024
Sales		
Corporate Contribution	$ 300.00	$ 300.00
Escambia County Appropriations	400.51	400.51
Total Sales	700.51	700.51
Cost of Goods Sold		
Gross Profit	700.51	700.51
Operating Expenses		
Supplies Expense-Unrestricted	75.32	75.32
Office Supplies-Unrestricted	123.47	123.47
Bank Service Charge-Unrestrict	7.20	7.20
Equipment Rental-Unrestricted	55.84	55.84
Occupancy Expense-Unrestricted	961.26	961.26
Mileage Reimbursement-Unrestri	(3,000.00)	(3,000.00)
Administrative Expns-Unrstctd	112.60	112.60
Telephone Expense-Unrestricted	179.54	179.54
Dues And Subscriptions-Unrestr	433.30	433.30
Hospitality-U	19.75	19.75
Member Services - Unrestricted	29.98	29.98
Technology-U	65.92	65.92
Web Development & Hosting-U	240.00	240.00
Networking	505.52	505.52
Salaries-Unrestricted	5,732.32	5,732.32
Payroll Tax Expense-Unrestrict	353.08	353.08
Total Operating Expenses	5,895.10	5,895.10
Net Income from Operations	(5,194.59)	(5,194.59)
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (5,194.59)	$ (5,194.59)

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
October 31, 2024

		2024
ASSETS		
Current Assets		
BBVA Compass-6011	$	(154.35)
PNC BANK		44,526.79
Total Current Assets		44,372.44
Property and Equipment		
Office Furniture And Fixtures		2,533.59
Total Property and Equipment		2,533.59
Other Assets		
Total Other Assets		.00
Total Assets	$	46,906.03

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
October 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,051.74
Total Current Liabilities	5,089.50
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,089.50
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	40,216.40
Net Income (Loss)	(5,194.59)
Total Stockholders' Equity	41,816.53
Total Liabilities And Stockholders' Equity	$ 46,906.03

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Two Months ended November 30, 2024

	One Month Ended November 30, 2024	Two Months Ended November 30, 2024
Sales		
Corporate Contribution	$ .00	$ 300.00
Escambia County Appropriations	.00	400.51
Membership Dues	625.00	625.00
Total Sales	625.00	1,325.51
Cost of Goods Sold		
Gross Profit	625.00	1,325.51
Operating Expenses		
Supplies Expense-Unrestricted	50.00	125.32
Office Supplies-Unrestricted	136.45	259.92
Bank Service Charge-Unrestrict	11.10	18.30
Accounting Service-Unrestricte	1,604.00	1,604.00
Equipment Rental-Unrestricted	102.88	158.72
Occupancy Expense-Unrestricted	.00	961.26
Printed Materials-Unrestricted	5.00	5.00
Mileage Reimbursement-Unrestri	.00	(3,000.00)
Administrative Expns-Unrstctd	.00	112.60
Telephone Expense-Unrestricted	179.54	359.08
Dues And Subscriptions-Unrestr	38.50	471.80
Insurance-Unrestricted	682.50	682.50
Hospitality-U	.00	19.75
Member Services - Unrestricted	234.09	264.07
Technology-U	116.00	181.92
Web Development & Hosting-U	240.00	480.00
Networking	1,310.96	1,816.48
Salaries-Unrestricted	4,615.36	10,347.68
Payroll Tax Expense-Unrestrict	353.08	706.16
Total Operating Expenses	9,679.46	15,574.56
Net Income from Operations	(9,054.46)	(14,249.05)
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (9,054.46)	$ (14,249.05)

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
November 30, 2024

	2024
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	35,472.33
Total Current Assets	35,317.98
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 37,851.57

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
November 30, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,051.74
Total Current Liabilities	5,089.50
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,089.50
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	40,216.40
Net Income (Loss)	(14,249.05)
Total Stockholders' Equity	32,762.07
Total Liabilities And Stockholders' Equity	$ 37,851.57

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Three Months ended December 31, 2024

	One Month Ended December 31, 2024	Three Months Ended December 31, 2024
Sales		
Corporate Contribution	$ .00	$ 300.00
Escambia County Appropriations	.00	400.51
Membership Dues	450.00	1,075.00
Total Sales	450.00	1,775.51
Cost of Goods Sold		
Gross Profit	450.00	1,775.51
Operating Expenses		
Supplies Expense-Unrestricted	771.39	896.71
Office Supplies-Unrestricted	174.10	434.02
Bank Service Charge-Unrestrict	.00	18.30
Accounting Service-Unrestricte	.00	1,604.00
Equipment Rental-Unrestricted	111.68	270.40
Occupancy Expense-Unrestricted	1,922.52	2,883.78
Printed Materials-Unrestricted	.00	5.00
Mileage Reimbursement-Unrestri	.00	(3,000.00)
Administrative Expns-Unrstctd	51.60	164.20
Telephone Expense-Unrestricted	.00	359.08
Dues And Subscriptions-Unrestr	128.49	600.29
Insurance-Unrestricted	.00	682.50
Hospitality-U	.00	19.75
Member Services - Unrestricted	493.77	757.84
Technology-U	526.00	707.92
Web Development & Hosting-U	259.44	739.44
Networking	245.00	2,061.48
Salaries-Unrestricted	5,655.36	16,003.04
Payroll Tax Expense-Unrestrict	353.08	1,059.24
Total Operating Expenses	10,692.43	26,266.99
Net Income from Operations	(10,242.43)	(24,491.48)
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (10,242.43)	$ (24,491.48)

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
December 31, 2024

		2024
ASSETS		
Current Assets		
BBVA Compass-6011	$	(154.35)
PNC BANK		25,229.90
Total Current Assets		25,075.55
Property and Equipment		
Office Furniture And Fixtures		2,533.59
Total Property and Equipment		2,533.59
Other Assets		
Total Other Assets		.00
Total Assets	$	27,609.14

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
December 31, 2024

	2024
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,051.74
Total Current Liabilities	5,089.50
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,089.50
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	40,216.40
Net Income (Loss)	(24,491.48)
Total Stockholders' Equity	22,519.64
Total Liabilities And Stockholders' Equity	$ 27,609.14

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
Income Statement
For the One Month and the Four Months ended January 31, 2025

	One Month Ended January 31, 2025	Four Months Ended January 31, 2025
Sales		
Corporate Contribution	$ .00	$ 300.00
Escambia County Appropriations	.00	400.51
Membership Dues	700.00	1,775.00
Total Sales	700.00	2,475.51
Cost of Goods Sold		
Gross Profit	700.00	2,475.51
Operating Expenses		
Supplies Expense-Unrestricted	.00	896.71
Office Supplies-Unrestricted	412.20	846.22
Bank Service Charge-Unrestrict	14.34	32.64
Accounting Service-Unrestricte	2,390.00	3,994.00
Equipment Rental-Unrestricted	158.72	429.12
Occupancy Expense-Unrestricted	.00	2,883.78
Printed Materials-Unrestricted	.00	5.00
Mileage Reimbursement-Unrestri	.00	(3,000.00)
Administrative Expns-Unrstctd	.00	164.20
Telephone Expense-Unrestricted	439.13	798.21
Postage And Shipping-Unrestric	14.60	14.60
Dues And Subscriptions-Unrestr	28.50	628.79
Insurance-Unrestricted	.00	682.50
Hospitality-U	.00	19.75
Member Services - Unrestricted	267.60	1,025.44
Technology-U	737.89	1,445.81
Web Development & Hosting-U	240.00	979.44
Networking	309.35	2,370.83
Salaries-Unrestricted	8,483.04	24,486.08
Payroll Tax Expense-Unrestrict	578.10	1,637.34
Total Operating Expenses	14,073.47	40,340.46
Net Income from Operations	(13,373.47)	(37,864.95)
Other Income (Expenses)		
Total Other Income (Expenses)	.00	.00
Net Income (Loss)	$ (13,373.47)	$ (37,864.95)

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
January 31, 2025

	2025
ASSETS	
Current Assets	
BBVA Compass-6011	$ (154.35)
PNC BANK	11,856.43
Total Current Assets	11,702.08
Property and Equipment	
Office Furniture And Fixtures	2,533.59
Total Property and Equipment	2,533.59
Other Assets	
Total Other Assets	.00
Total Assets	$ 14,235.67

See accompanying notes and accountant's report.

GULF COAST MINORITY CHAMBER OF COMMERCE INC
STATEMENT OF ASSETS, LIABILITIES & EQUITY
INCOME TAX BASIS
January 31, 2025

	2025
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities	
Accounts Payable	(962.24)
Payroll Taxes Payable	6,051.74
Total Current Liabilities	5,089.50
Long-Term Liabilities	
Total Long Term Liabilities	.00
Total Liabilities	5,089.50
Stockholders' Equity	
Opening Balance Equity	6,794.72
Net Assets-Unrestricted	40,216.40
Net Income (Loss)	(37,864.95)
Total Stockholders' Equity	9,146.17
Total Liabilities And Stockholders' Equity	$ 14,235.67

See accompanying notes and accountant's report.

EDNAM SANDERS
156 OVERLOOK DR
PENSACOLA, FL 32503

November 15, 2023

GULF COAST MINORITY CHAMBER OF COMMERCE INC
321 N DEVILLIERS ST, APT 104
PENSACOLA, FL 32501

Dear GULF COAST MINORITY CHAMBER OF COMMERCE INC,

Thank you for choosing our firm to prepare your income tax returns for tax year 2022. This letter confirms the services we will provide.

We will prepare your federal and state returns for tax year 2022 based on information you provide. Although our work will not include procedures to discover irregularities or inaccuracies in the tax data you provide, we may ask for clarification of certain information, or additional information, so that we can prepare accurate and complete returns for you.

It is your responsibility to provide all necessary information related to income and deductions for tax year 2022, and to respond to our inquiries in a timely manner so that we are able to accurately complete your returns by the appropriate due dates.

You are responsible for maintaining appropriate records, such as official tax documents you receive, receipts and substantiation for your deductions, and purchase and sales information for assets.

It is your responsibility to review your returns before they are filed to determine that all income has been correctly reported and that you have substantiation for your deductions. Filing your returns by the due dates is your responsibility.

If your returns are later selected for review or audit by taxing authorities, we will be glad to assist or represent you if you desire. Our fees for preparing your returns do not include time that might be necessary to assist you during a taxing authority review.

Our fees for preparation of your returns are based upon our standard billing rates plus out-of-pocket expenses. Our invoices are due and payable upon presentation.

If this letter accurately summarizes your understanding of our agreement relating to the preparation of your tax returns, please sign the enclosed copy in the space indicated and return it to us.

Thank you again for choosing our firm to prepare your 2022 tax return. We appreciate your business.

Sincerely,

_____
EDNAM SANDERS

Accepted by:

_____ Date _____

_____ Date _____

LOCKLIN ACCOUNTING & TAX SERVICES INC
156 OVERLOOK DR
PENSACOLA, FL 32503
Phone: (850) 469-4882
Fax: (866) 610-5919
EDNA@LOCKLINACCOUNTING.COM

November 15, 2023

GULF COAST MINORITY CHAMBER OF COMMERCE INC
321 N DEVILLIERS ST, APT 104
PENSACOLA, FL 32501

Dear Sir,

I have prepared your 2022 Form 990EZ based on the information you provided. Please review the enclosed copy and contact me if any records need correcting before being e-filed.

There are no taxes or fees due with the return.

If you have any questions about the return(s) or about GULF COAST MINORITY CHAMBER OF COMMERCE INC's tax situation during the year, please do not hesitate to call me at (850) 469-4882. I appreciate this opportunity to serve you.

Sincerely,

EDNA M SANDERS
LOCKLIN ACCOUNTING & TAX SERVICES INC

Privacy Notice
As a tax practitioner, I receive and collect nonpublic personal information from various forms and statements that you provide. I do not disclose such information unless you instruct me to do so. I maintain physical, electronic, and procedural safeguards that comply with federal regulations to guard your nonpublic personal information.

Federal
Tax Return

GULF COAST MINORITY CHAMBER OF COMMERCE INC

2022

LOCKLIN ACCOUNTING & TAX SERVICES INC
156 OVERLOOK DR
PENSACOLA, FL 32503
Phone: (850) 469-4882
Fax: (866) 610-5919
EDNA@LOCKLINACCOUNTING.COM

Form **990-EZ**

Department of the Treasury
Internal Revenue Service

Short Form
Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form, as it may be made public.

Go to *www.irs.gov/Form990EZ* for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A **For the 2022 calendar year, or tax year beginning** 10/1/2022 **, and ending** 9/30/2023

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
GULF COAST MINORITY CHAMBER OF COMMERCE INC

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
321 N DEVILLIERS ST | 104

City or town | State | ZIP code
PENSACOLA | FL | 32501

Foreign country name | Foreign province/state/county | Foreign postal code

D **Employer identification number**
83-1973128

E Telephone number
(813) 390-8198

F Group Exemption Number

G Accounting Method: ☐ Cash ☒ Accrual Other (specify)

H Check ☐ if the organization is **not** required to attach Schedule B (Form 990).

I **Website:** WWW.GCMCC.INFO

J **Tax-exempt status** (check only one) — ☐ 501(c)(3) ☒ 501(c) (6) (insert no.) ☐ 4947(a)(1) or ☐ 527

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B)) are $500,000 or more, file Form 990 instead of Form 990-EZ . . . . . $ 128,754

Part I **Revenue, Expenses, and Changes in Net Assets or Fund Balances** (see the instructions for Part I)
Check if the organization used Schedule O to respond to any question in this Part I . . . . . ☒

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	128,754
	2	Program service revenue including government fees and contracts		2	
	3	Membership dues and assessments		3	
	4	Investment income		4	
	5a	Gross amount from sale of assets other than inventory	5a		
	b	Less: cost or other basis and sales expenses	5b		
	c	Gain or (loss) from sale of assets other than inventory (subtract line 5b from line 5a)		5c	0
	6	Gaming and fundraising events:			
	a	Gross income from gaming (attach Schedule G if greater than $15,000)	6a		
	b	Gross income from fundraising events (not including $ ____ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000)	6b		
	c	Less: direct expenses from gaming and fundraising events	6c		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)		6d	0
	7a	Gross sales of inventory, less returns and allowances	7a		
	b	Less: cost of goods sold	7b		
	c	Gross profit or (loss) from sales of inventory (subtract line 7b from line 7a)		7c	0
	8	Other revenue (describe in Schedule O)		8	
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8		9	128,754
Expenses	10	Grants and similar amounts paid (list in Schedule O)		10	
	11	Benefits paid to or for members		11	
	12	Salaries, other compensation, and employee benefits		12	72,642
	13	Professional fees and other payments to independent contractors		13	
	14	Occupancy, rent, utilities, and maintenance		14	15,377
	15	Printing, publications, postage, and shipping		15	1,384
	16	Other expenses (describe in Schedule O)		16	49,724
	17	**Total expenses.** Add lines 10 through 16		17	139,127
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 9)		18	-10,373
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	2,959
	20	Other changes in net assets or fund balances (explain in Schedule O)		20	
	21	Net assets or fund balances at end of year. Combine lines 18 through 20		21	-7,414

Electronic Filing Only

Part II Balance Sheets (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II X

		(A) Beginning of year		(B) End of year
22	Cash, savings, and investments	9,653	22	2,074
23	Land and buildings		23	
24	Other assets (describe in Schedule O)	2,534	24	2,534
25	**Total assets**	12,187	25	4,608
26	**Total liabilities** (describe in Schedule O)	9,228	26	12,022
27	**Net assets or fund balances** (line 27 of column (B) **must** agree with line 21)	2,959	27	-7,414

Part III Statement of Program Service Accomplishments (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III . . . . . ☐

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

What is the organization's primary exempt purpose? TO ADVANCE THE ECONOMIC, INDUSTRIAL, PROFESSIOI

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

28	TO ADVANCE THE ECONOMIC , INDUSTRIAL, PROFESSIONAL, CULTURAL AND CIVIC WELFARE OF THE GULF COAST; THE MINORITY COMMUNITY AND THE PROMOTION OF PROSPERITY FOR THE CITY, COUNTY AND SURROUNDING AREAS (Grants $) If this amount includes foreign grants, check here . . . ☐	28a	
29	(Grants $) If this amount includes foreign grants, check here . . . ☐	29a	
30	(Grants $) If this amount includes foreign grants, check here . . . ☐	30a	
31	Other program services (describe in Schedule O) (Grants $) If this amount includes foreign grants, check here . . . ☐	31a	
32	**Total program service expenses.** (add lines 28a through 31a)	32	0

Part IV List of Officers, Directors, Trustees, and Key Employees (list each one even if not compensated—see the instructions for Part IV)

Check if the organization used Schedule O to respond to any question in this Part IV . . . . . ☐

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
BRIAN WYER CEO	Hr/WK 80.00			
SHAUN HARTSFIELD CHAIRMAN	Hr/WK .00			
JESSIE GAITHER BOARD OF DIRECTOR	Hr/WK .00			
MIRIAM BREEDEN BOARD OF DIRECTOR	Hr/WK .00			
LARRY BROOKS BOARD OF DIRECTOR	Hr/WK .00			
GERADO DISCEPOLO BOARD OF DIRECTOR	Hr/WK .00			
CAROL MCINTOSH BOARD OF DIRECTOR	Hr/WK .00			
CHRIS NIX BOARD OF DIRECTOR	Hr/WK .00			
FRED SELLERS BOARD OF DIRECTOR	Hr/WK .00			
MARK SOUBLET BOARD OF DIRECTOR	Hr/WK .00			
JIM ROBERTS BOARD OF DIRECTOR	Hr/WK .00			

Electronic Filing Only

Part V **Other Information** (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V.) Check if the organization used Schedule O to respond to any question in this Part V . ☐

			Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O.	33		X
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O. See instructions	34		X
35a	Did the organization have unrelated business gross income of $1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a		X
b	If "Yes" to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b		
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c		X
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36		X
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions. 37a			
b	Did the organization file **Form 1120-POL** for this year?	37b		
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee; **or** were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a		X
b	If "Yes," complete Schedule L, Part II, and enter the total amount involved 38b			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a			
b	Gross receipts, included on line 9, for public use of club facilities 39b			
40a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ; section 4912 ; section 4955			
b	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b		
c	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958			
d	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Enter amount of tax on line 40c reimbursed by the organization			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T.	40e		
41	List the states with which a copy of this return is filed.			
42a	The organization's books are in care of BRIAN WYER Telephone no. (813) 390-8198 Located at 321 N DEVILLIERS ST STE 104 City PENSACOLA ST FL ZIP + 4 32501			
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country See the instructions for exceptions and filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).	42b		X
c	At any time during the calendar year, did the organization maintain an office outside the United States? If "Yes," enter the name of the foreign country	42c		X
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041—**Check here ☐ and enter the amount of tax-exempt interest received or accrued during the tax year 43			
44a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a		X
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b		X
c	Did the organization receive any payments for indoor tanning services during the year?	44c		X
d	If "Yes" to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d		
45a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a		X
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ. See instructions.	45b		

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			Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I.	46		X

Part VI **Section 501(c)(3) Organizations Only**

All section 501(c)(3) organizations must answer questions 47–49b and 52, and complete the tables for lines 50 and 51.

Check if the organization used Schedule O to respond to any question in this Part VI ☐

			Yes	No
47	Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	47		
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	48		
49a	Did the organization make any transfers to an exempt non-charitable related organization?	49a		
b	If "Yes," was the related organization a section 527 organization?	49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees, and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and title of each employee	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC/ 1099-NEC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
Name None Title	Hr/WK .00			
Name Title	Hr/WK .00			
Name Title	Hr/WK .00			
Name Title	Hr/WK .00			
Name Title	Hr/WK .00			

f Total number of other employees paid over $100,000 _____

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and business address of each independent contractor	(b) Type of service	(c) Compensation
Name None Str City ST ZIP		
Name Str City ST ZIP		
Name Str City ST ZIP		
Name Str City ST ZIP		
Name Str City ST ZIP		

d Total number of other independent contractors each receiving over $100,000 _____

52 Did the organization complete Schedule A? **Note:** All section 501(c)(3) organizations must attach a completed Schedule A ☐ Yes ☒ No

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer BRIAN WYER Type or print name and title	Date 11/15/2023 CEO

Paid Preparer Use Only	Print/Type preparer's name EDNA M SANDERS	Preparer's signature EDNA M SANDERS	Date 11/15/2023	Check ☐ if self-employed	PTIN P00266299
	Firm's name LOCKLIN ACCOUNTING & TAX SERVICES INC			Firm's EIN	26-2591091
	Firm's address 156 OVERLOOK DR, PENSACOLA, FL 32503			Phone no.	(850) 469-4882

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Electronic Filing Only

Part IV (990-EZ) - List of Officers, Directors, Trustees, and Key Employees

Name of Organization: GULF COAST MINORITY CHAMBER OF COMMERCE INC

Employer identification number: 83-1973128

Name and title	Average hours per week devoted to position	Reportable compensation (Form W-2/1099-MISC) (if not paid, enter -0-.)	Health benefits contributions to employee benefit plans, and deferred compensation	Estimated amount of other compensation
PATRICIA VANDERPOOL BOARD OF DIRECTOR	Hr/WK .00			
WENDI SUMMERS BOARD OF DIRECTOR	Hr/WK .00			
	Hr/WK			
	Hr/WK			
	Hr/WK			
	Hr/WK			
	Hr/WK			
	Hr/WK			
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	Hr/WK			
	Hr/WK			
	Hr/WK			
	Hr/WK			

Electronic Filing Only

Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Name of the organization
GULF COAST MINORITY CHAMBER OF COMMERCE INC

Employer identification number
83-1973128

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(6) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[ ] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3 % support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Electronic Filing Only

Name of organization	Employer identification number
GULF COAST MINORITY CHAMBER OF COMMERCE INC	83-1973128

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	N/A Foreign State or Province: Foreign Country:	$ 76,719	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	N/A Foreign State or Province: Foreign Country:	$ 22,972	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	N/A Foreign State or Province: Foreign Country:	$ 29,063	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Electronic Filing Only

Name of organization: GULF COAST MINORITY CHAMBER OF COMMERCE INC

Employer identification number: 83-1973128

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Electronic Filing Only

Name of organization
GULF COAST MINORITY CHAMBER OF COMMERCE INC

Employer identification number
83-1973128

Part III ***Exclusively*** **religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this information once. See instructions.) $ 0

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

Electronic Filing Only

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization

GULF COAST MINORITY CHAMBER OF COMMERCE INC

Employer identification number

83-1973128

Form 990-EZ, Part I, Line 16, Other Expenses: Travel: 1,550

Form 990-EZ, Part I, Line 16, Other Expenses: Equipment rental and maintenance: 462

Form 990-EZ, Part I, Line 16, Other Expenses: Supplies: 2,677

Form 990-EZ, Part I, Line 16, Other Expenses: Bank Service Charges: 330

Form 990-EZ, Part I, Line 16, Other Expenses: Professional Fees: 7,022

Form 990-EZ, Part I, Line 16, Other Expenses: Advertising: 275

Form 990-EZ, Part I, Line 16, Other Expenses: Mileage Reimbursement: 63

Form 990-EZ, Part I, Line 16, Other Expenses: Administrative: 7,801

Form 990-EZ, Part I, Line 16, Other Expenses: Dues & Subscriptions: 599

Form 990-EZ, Part I, Line 16, Other Expenses: Insurance: 3,269

Form 990-EZ, Part I, Line 16, Other Expenses: Technology: 1,974

Form 990-EZ, Part I, Line 16, Other Expenses: Payroll Taxes: 9,755

Form 990-EZ, Part I, Line 16, Other Expenses: Parking Fees: 98

Form 990-EZ, Part I, Line 16, Other Expenses: Member Services: 13,024

Form 990-EZ, Part I, Line 16, Other Expenses: Cell Phone Service: 825

Form 990-EZ, Part II, Line 24, Other Assets: Office Furniture & Fixtures: Beginning of year:

2,534, End of year: 2,534

Form 990-EZ, Part II, Line 26, Liabilities: Opening Balance Equity: Beginning of year: 6,794,

End of year: 6,794

Form 990-EZ, Part II, Line 26, Liabilities: Payroll Taxes Payable: Beginning of year: 2,434,

End of year: 5,228

Electronic Filing Only

Name of the organization	Employer identification number
GULF COAST MINORITY CHAMBER OF COMMERCE INC	83-1973128

Electronic Filing Only

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS *e-file* Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning 10/1, 2022, and ending 9/30, 20 23

Do not send to the IRS. Keep for your records.

Go to *www.irs.gov/Form8879TE* for the latest information.

OMB No. 1545-0047

2022

Name of filer
GULF COAST MINORITY CHAMBER OF COMMERCE INC

EIN or SSN
83-1973128

Name and title of officer or person subject to tax
BRIAN WYER — CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	☐	**b** **Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	**1b**	
2a	**Form 990-EZ** check here	☒	**b** **Total revenue,** if any (Form 990-EZ, line 9)	**2b**	128,754
3a	**Form 1120-POL** check here	☐	**b** **Total tax** (Form 1120-POL, line 22)	**3b**	
4a	**Form 990-PF** check here	☐	**b** **Tax based on investment income** (Form 990-PF, Part V, line 5)	**4b**	
5a	**Form 8868** check here	☐	**b** **Balance due** (Form 8868, line 3c)	**5b**	
6a	**Form 990-T** check here	☐	**b** **Total tax** (Form 990-T, Part III, line 4)	**6b**	
7a	**Form 4720** check here	☐	**b** **Total tax** (Form 4720, Part III, line 1)	**7b**	
8a	**Form 5227** check here	☐	**b** **FMV of assets at end of tax year** (Form 5227, Item D)	**8b**	
9a	**Form 5330** check here	☐	**b** **Tax due** (Form 5330, Part II, line 19)	**9b**	
10a	**Form 8038-CP** check here	☐	**b** **Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	**10b**	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) GULF COAST MINORITY CHAMBER OF COMME, (EIN) 83-1973128 and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize LOCKLIN ACCOUNTING & TAX SERVICES INC to enter my PIN 82137 as my signature

ERO firm name

Enter five numbers, but do not enter all zeros

on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax _____ Date _____

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 50150332501

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature EDNA M SANDERS Date 11/15/2023

ERO Must Retain This Form—See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Local Option Sales Tax

353

Pensacola Escambia Development Corporation

30

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:
Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- [x] Submit a fully completed Agency Funding Request Application
- [x] Submit a copy of your organization's current W-9
- [x] Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- [x] Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with an explanation for late filing.
- [x] Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name:
Pensacola – Escambia Promotion and Development Commission (PEDC)
Agency Address: 3 West Garden Street Suite 618 Pensacola, FL 32502

Program Name for which funding is being requested:
(PEDC) Funding Request FY 2026

Amount Requested:
$600,000 – Local Option Sales Tax Economic Development Trust Fund.

Program Contact: Chris Platé and CC: Tabitha Lee tlee@floirdawesteda.com
Contact Email: cplate@floridawesteda.com Contact Phone: (850) 898-2201

25-Word Description of Program:
PEDC is the County's economic development authority created by state statute in 1967 and operates via a contract with FloridaWest EDA for business development, existing industry expansion and retention, entrepreneurial development, asset development, workforce collaboration and promotion.

How many years has your organization been providing services in the County?
Since 1967

How many years has your organization received funding from the County?
Since 1967

Explain how receiving funds from the County would have a significant impact on your organization:
The request is in line with our 5 - Year Strategic plan and supports the current year program of work. (Please see attachment)

PRIOR YEAR FUNDING (if none received, mark N/A and skip to next section)
Amount Received Last Year, if applicable: **$600,000**

With a contribution of $600,000, Escambia County stands to gain an estimated $348,000 in new ad valorem tax revenue annually from projects secured in FY24. These revenues are recurring year-over-year, combined with previous years result in an annualized return on investment (CAGR) of approximately 18.47%—a strong fiscal return by any public investment standard.

Beyond the financial gains, these FY24 projects are projected to create 164 new jobs with an average annual wage of $61,000, generating more than $10 million in new payroll each year. These high-quality, high-wage positions provide long-term economic stability for local families and drive secondary growth across the economy—including increased demand for housing, retail, and professional services.

Escambia County's investment in PEDC is not only self-sustaining—it serves as a catalyst for transformative economic growth, delivering measurable returns that benefit the entire community for years to come.

CURRENT YEAR REQUEST

Briefly, discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County?
The funding we are requesting will directly support the operations of the Pensacola-Escambia Development Commission (PEDC) and its contract agency, FloridaWest Economic Development Alliance. These funds are used to attract new businesses, support the growth of existing industries, and create high-quality jobs that increase the County's tax base and elevate household incomes.

Our program focuses on recruiting targeted industries, managing competitive project leads, providing site and infrastructure solutions, and assisting workforce development efforts through strategic partnerships. We serve as the County's business development engine—ensuring Escambia remains competitive in securing private investment and new employment opportunities.

This program is a proven asset to the County: Since 2014, when accounting for the combined impact of new wages and increased ad valorem tax revenues, the annualized return (CAGR) on Escambia County's investment in PEDC and FloridaWest exceeds 18.47%. The cumulative return on that investment (ROI) totals an impressive 444%. Continued funding ensures that Escambia County remains positioned for long-term economic growth, resilience, and prosperity.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain:
Yes, according to Florida State Statute 125.045 — "County economic development powers". — The Legislature declares that it is necessary and in the public interest to

facilitate the growth and creation of business enterprises in the counties of the state.

SIMILAR/PARTNER ORGANIZATIONS

List of any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area:
Economic development succeeds only through strong collaboration, and PEDC, through its contract with FloridaWest, actively partners with a broad network of public and private organizations that share a common mission to grow Escambia County's economy.

We lead and facilitate the Entrepreneurial Ecosystem Group (EEG)—a coordinated alliance of local partners supporting innovation, small business development, and entrepreneurship throughout the County. This group includes representatives from higher education, business incubators, technical assistance providers, and funding organizations, all working toward a unified strategy to grow local enterprises.

We also collaborate with the Greater Pensacola Chamber and Visit Pensacola as part of ESF18 at the Escambia County Emergency Operations Center (EOC), ensuring a coordinated economic response in times of crisis or disruption.

PEDC and FloridaWest have built strong education-to-industry partnerships, co-developing funding initiatives and workforce programs with Escambia County School District, Pensacola State College (PSC), and the University of West Florida (UWF) to align talent development with industry needs.

At the regional and state level, we actively participate with the Florida Department of Commerce, SelectFlorida, Florida's Great Northwest and the Northwest Florida Defense Coalition, helping to strengthen our competitiveness, defend critical military assets, and promote strategic economic growth.

These partnerships reflect our role not just as collaborators, but as conveners and leaders—bringing the right people to the table, aligning resources, and driving impact across the region.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program.
PEDC and FloridaWest EDA are uniquely positioned as Escambia County's most qualified and accountable partners for economic development.

Unlike other business or community organizations that primarily serve their members or specific constituencies, PEDC is an economic development authority established by Special Act Chapter 67-1365. Its governance structure includes direct oversight from two Escambia County Commissioners, two Pensacola City Council members, and a representative from the Town of

Century—ensuring broad public accountability and alignment with countywide priorities.

PEDC's sole mission is to enhance and expand economic activity within Escambia County. To execute that mission, it contracts with FloridaWest, a dedicated public-private nonprofit economic development agency. FloridaWest operates under a structured program of work grounded in the legislative intent of Florida Statute 125.045, which recognizes economic development as a critical function of government.

Together, PEDC and FloridaWest are focused exclusively on generating measurable outcomes that benefit the entire community—regardless of geography, income level, or affiliation. Unlike membership-based organizations, our work is not limited by dues or sponsorships; it is driven by data, strategy, and public purpose. From securing high-wage jobs and capital investment to aligning workforce training with employer needs, our efforts are designed to deliver long-term, inclusive economic growth for all residents of Escambia County.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 0%
- Percentage for direct programming costs: 100%

If Escambia County funding can only fund a portion of your request, how will you offset the difference?

100% of PEDC operational funding is received through an Interlocal Agreement between Escambia County and the City of Pensacola. If funding is reduced, it will significantly impact the economic development operations of PEDC and the program of work of its contract agency FloridaWest EDA.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio:

PEDC and its partners regularly pursue Triumph Gulf Coast, state, and federal funding to support major strategic projects that drive economic growth in Escambia County.

Currently, PEDC receives approximately $500,000 from FDOT to support The Bluffs infrastructure and roadway improvements. In FY24–25, PEDC also secured a $250,000 Florida Defense Reinvestment Grant to support job creation and infrastructure improvements related to NAS Corry Station.

However, it is important to note that these external funds are restricted to capital and project-specific uses and cannot be applied to operational costs. The operational funding requested from Escambia County is not used as a match for

any state or federal grants.

While PEDC's operational funds are not currently leveraged as matching funds, they are essential to the capacity and readiness needed to secure and manage these larger project-based grants—serving as the foundation for bringing significant external investment into the County.

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for.
PEDC does not receive funding from other local non-profit agencies.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25 (YTD)	% Change FY23-24
1. Announced jobs from new and Expanding companies	51	163	165	220%
2. Capital investment from new and expanding companies	$5.10m	$28.25m	$77.6m	454%
3. Additional Payroll from new and expanding companies	$3.27m	$10.75m	$8.25m	229%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Additional jobs from expanding and new employers in primary business sectors	400
2.Capital investment from expanding and new employers in primary business sectors	$80m
3.Percentage of CO:LAB space occupied by sustained entrepreneurial-driven companies	80%

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. Additional jobs from expanding and new employers in primary business sectors	400
2.Capital investment from expanding and new employers in primary business sectors	$80m
3.Percentage of CO:LAB space occupied by sustained entrepreneurial-driven companies	80%

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$ 0	$ 0	$ 0
Programmatic Income	$ 0	$ 0	$ 0
County Funding/Direct Contribution	$ 600,000	$ 600,000	$ 600,000
County Funding by Other Source (a)	$ 0	$ 0	$ 0
City Funding	$ 175,000	$ 175,000	$ 175,000
Local Non-Profit Funding	$ 0	$ 0	$ 0
State Funding	$ 0	$ 0	$ 0
Federal Funding	$ 0	$ 0	$ 0
Memberships	$ 0	$ 0	$ 0
Investment Income	$ 19,000	$ 19,000	$ 19,000
Other Income (b)	$ 888,250	$ 891,250	$ 1,138,250
Total Income	$ 1,682,250	$ 1,685,250	$ 1,932,250

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) N/A

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item.
In FY24–25, "Other Income" includes the following sources:

- $250,000 from a Florida Defense Reinvestment Grant awarded to support infrastructure and job growth initiatives related to NAS Corry Station. This is a pass-through grant.
- $500,000 in funding from the Florida Department of Transportation (FDOT) for The Bluffs roadway improvement project. This is a pass-through grant.
- $387,000 in rental income received from Pegasus Laboratories.
- $1,250 in administrative fees generated from the management of the Escambia County Foreign Trade Zone (FTZ), for which PEDC serves as the grantee. GE and SnackCrate are the primary users of the FTZ.

These funds support project-specific activities and are not used for operational expenses.

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY2025	Proposed Budget Year FY 2026
Total Number of Staff	0	0	0
Salaries and Wages	$0	$0	$0
Employee Benefits	$0	$0	$0
Professional Services	$528,750	$6,028,750	$31,000
Contractual Services	$701,000	$701,000	$600,000
Travel Expenses	$0	$0	$0
Rentals and Leases	$0	$0	$0
Communication	$0	$0	$0
Postage and Freight	$0	$0	$0
Repair and Maintenance	$0	$0	$0
Printing and Binding	$0	$0	$0
Marketing and Promotion	$0	$0	$0
Fuel	$0	$0	$0
Supplies	$0	$0	$0

Event Expenses	$0	$0	$0
Capitalizable Assets for County Funding (a)	$0	$0	$0
Other Expenses (b)	$455,500	$455,500	$1,125,000
Total Expenses	$1,685,250	$7,185,250	$1,756,000
Net Income - (Revenue minus Expense)	$0	($5,500,000)	$1,756,250

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request.
PEDC owns and manages the Pensacola Technology Campus and the Pegasus Labs building. It also uses State grant funds to construct The Bluffs roadway infrastructure and seeks Triumph grants to support economic development projects.

(b) Please explain any request listed in the "Other Expenses" line item.
In FY24–25, "Other Expenses" includes the following sources:

- $250,000 grant expense from a Florida Defense Reinvestment Grant awarded to support infrastructure and job growth initiatives related to NAS Corry Station. This is a pass-through grant.
- $500,000 in grant expense from the Florida Department of Transportation (FDOT) for The Bluffs roadway improvement project. This is a pass-through grant.
- $375,000 in loan expense for the Pegasus Laboratories building.

These funds support project-specific activities and are not used for operational expenses.

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year?
   Fiscal Year (October 1st – September 30st)

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.
   There are differences, because we are showing core activities, including economic development recruitment and retention via contract with FloridaWest EDA, product development – Pensacola Technology Park, Central Commerce Park, Ellyson Industrial Park, Midtown Industrial Park, the Bluffs, etc. in the expenses above. The full PEDC financial statements are attached.

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these leftover/residual funds?
   Any remaining funds at the end of the fiscal year are allocated to reserves. These reserve funds are strategically used to support unanticipated project-related expenses, including special professional services, and to cover upfront costs associated with reimbursable grants. Maintaining a reserve ensures financial flexibility and responsiveness to emerging opportunities or requirements that align with our mission and program of work.

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Chris Platé	Chief Executive Officer	$ 190,000
Vacant	Director of New Business	~$80,000
Danita Andrews	Senior Director of Existing Business and Retention	$99,395
Patrick Rooney	Director Of Entrepreneurial Development for CO:LAB	$76,920
Tabitha Lee	Administrative and Operations Manager	$67,000

** All employees are for FloridaWest EDA, which is under contract to manager PEDC*

   Please provide the total amount of cash and investments on hand.
   $970,096

5. Does your organization charge fees for services? If so, provide a list of fees charged.
   PEDC does not charge fees for services.

6. Does your organization require background checks from volunteers and staff?
   PEDC does not have any Employees, All FloridaWest Employees have background checks prior to employment. PEDC does not require background checks of its volunteer board members.

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A:

1. What is your agency's Strategic Plan?
   PEDC and FloridaWest EDA completed a 5-year strategy for Economic Development. The plan was presented and approved by the FloridaWest

and PEDC Board in FY 2022 – 2023. (Please see the attached document)

2. How many jobs were created this year over last year by zip code?
See Exhibit A

3. What is the net cost per job created?
Since 2014, Escambia County has invested $5.75 million in the Pensacola-Escambia Development Commission (PEDC), supporting the creation or retention of 8,914 jobs. This equates to a net cost of approximately $645 per job—an exceptionally efficient return by industry standards.

Over that same period, 64 economic development projects facilitated by PEDC and FloridaWest have generated a direct economic impact of $508 million in new payroll and more than $909 million in new private capital investment within Escambia County.

When factoring in both the direct wage impact and the additional ad valorem tax revenue generated, the annualized return (CAGR) on Escambia County's investment in PEDC and FloridaWest exceeds 18.47%. Cumulatively, the return on investment (ROI) since 2014 totals an impressive 444%.

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"?
   PEDC, in partnership with FloridaWest, focuses on long-term strategies to attract and grow businesses that offer quality jobs, specifically those paying above the County's average wage. By increasing the availability of higher-paying jobs, our efforts help uplift economically distressed areas and expand access to economic opportunity.

   Through collaboration with workforce development partners, we help ensure that job training, upskilling, and career pathways are accessible to all residents, including those in the County's most underserved communities. These efforts are tied directly to the hiring needs of new and expanding companies across key industry sectors, helping connect local talent with meaningful employment opportunities.

2. Did your agency receive any grants? List the amount and a detailed use of the funds.
   - $250,000 from a Florida Defense Reinvestment Grant awarded to support infrastructure and job growth initiatives related to NAS Corry Station.

   - $500,000 in funding from the Florida Department of Transportation (FDOT) for The Bluffs roadway improvement project.

3. Was there any increase in membership for the local chambers?
   Not Applicable. PEDC was created by Florida State Statute with an appointed board structure.

4. What are your agency's statistics on business creation and minority businesses by zip code? See Exhibit A

5. Can we reduce the taxpayer subsidy?
   The use of public funds to support economic development through PEDC programming is widely viewed by Escambia County citizens not as a taxpayer subsidy, but as a core governmental function. This view is supported by Florida Statute 125.045, which explicitly authorizes such investment, as well as the voter-approved LOST IV referendum on November 4, 2014, which includes funding for economic development. Currently, 100% of PEDC's operational funding is provided through an Interlocal Agreement between Escambia County and the City of Pensacola.

   In FY24 alone, the capital investment projects facilitated by PEDC and FloridaWest are projected to generate approximately $502,302 in new annual tax revenue for Escambia County—before accounting for depreciation. In this way, the organizations serve as net producers of new revenue rather than cost centers.

   Reducing funding would significantly compromise PEDC's economic

development efforts and the strategic initiatives carried out by its contract agency, FloridaWest EDA. Such a cut would place future revenue growth and private investment at risk, limiting the County's ability to compete for jobs and capital in a highly competitive economic landscape.

For context, when accounting for the combined impact of new wages and increased ad valorem tax revenues, the annualized return (CAGR) on Escambia County's investment in PEDC and FloridaWest exceeds 18.47%. Since 2014, the cumulative return on that investment (ROI) totals an impressive 444%.

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.



Name

Chief Executive Officer	March 31, 2025
Title	Date

Exhibit A

Employment and Wage Data by Zip Code

Region	Employment	3 Year Change in Employment	Total Wages	1 Year Change in Total Wages	Avg Ann Wages per Worker	1 Year % Change in Total Wages	3 Year Forecast Growth Rate
Escambia County, Florida	157,372	8,440	$2,165,844,979	$103,909,345	$57,229	5.0%	2.3%
ZCTA 32501	13,940	735	$200,989,158	$12,382,423	$58,548	6.6%	2.8%
ZCTA 32502	19,411	1,002	$286,717,876	$11,368,380	$62,563	4.1%	2.4%
ZCTA 32503	16,223	1,165	$223,413,842	$11,514,475	$55,633	5.4%	2.7%
ZCTA 32504	24,191	1,305	$331,813,517	$16,546,713	$55,303	5.2%	2.5%
ZCTA 32505	14,725	802	$201,562,473	$10,600,288	$55,617	5.6%	2.1%
ZCTA 32506	5,554	206	$63,754,718	$3,054,335	$46,072	5.0%	1.9%
ZCTA 32507	7,098	371	$85,579,065	$3,375,494	$47,903	4.1%	2.2%
ZCTA 32508	3,165	172	$66,232,145	$970,811	$81,093	1.5%	2.3%
ZCTA 32509	219	23	$3,981,483	$297,202	$71,980	8.1%	4.2%
ZCTA 32511	174	22	$2,544,518	$106,994	$55,941	4.4%	1.9%
ZCTA 32512	156	22	$1,742,141	$110,864	$43,540	6.8%	2.4%
ZCTA 32514	18,368	642	$252,765,212	$13,682,709	$55,653	5.7%	2.3%
ZCTA 32526	15,429	1,225	$282,641,052	$8,816,146	$76,095	3.2%	1.6%
ZCTA 32533	7,025	91	$106,330,331	$8,827,843	$61,967	9.1%	1.8%
ZCTA 32534	6,994	325	$87,148,512	$5,005,322	$50,736	6.1%	2.0%
ZCTA 32535	1,092	103	$13,257,524	$1,053,753	$48,336	8.6%	1.7%
ZCTA 32561 (Escambia County, Florida portion)	2,678	161	$26,666,107	$1,210,052	$39,549	4.8%	2.4%
ZCTA 32568	414	33	$4,937,987	$391,320	$48,554	8.6%	1.9%
ZCTA 32577	515	35	$5,856,953	$399,298	$45,213	7.3%	1.6%

Exported on: Thursday, March 27, 2025 7:10 AM

Source: JobsEQ®

Note: Figures may not sum due to rounding. Growth demand is based on 4-qtr moving avg employment from the latest available date.

Data as of 2024Q3

Attachment “B”

2014-2025 Economic Development Grant Activity that PEDC/FloridaWest and its partners apply for Triumph, State and Federal funding to support specific ongoing projects and initiatives.

• PEDC/FloridaWest have applied/received the following grants for “The Bluffs”
Engineering and planning:
- **$3.0 million in 2014– State Funded and Received**
- **$2.3 million in 2016– State Funded and Received**
- **$3.1 million in 2017– State Funded and Received**
- **$0.5 million in 2018 – State Funded and Received**

Infrastructure Construction:
- **$2.5 million in 2021 – State Funded and Received**
- **$5.0 million in 2022 – Legislative Requested**

• PEDC/FloridaWest have facilitated workforce grant requests for:
- **$1.8 million – PSC Governors Florida Job Growth Grant– State Funded**
- **$2.7 million – Escambia County School District – Triumph Funded/School Refused**
- **$14 million – UWF Innovation Network– Triumph Approved/Contract Negotiation**
- **$5.0 million – Pensacola State College - Co:Lab Expansion – Triumph Requested**
- **$11.9 million - Pensacola State College Cyber Security and IT Programs Expansion – Triumph Funded**
- **$30K – City of Century – DEO Funded**

• PEDC/FloridaWest have participated in additional grant request for:
- **$14 million – Commercial Aircraft MRO Campus – DEO Funded**
- **$45 million – Commercial Aircraft MRO Campus – FDOT Funded**
- **$66 million – Commercial Aircraft MRO Campus – Triumph Funded**
- **$7 million – Commercial Aircraft MRO Campus – EDA Funded**
- **$4.8 million – Commercial Aircraft MRO Campus – Growth Grant– State Funded**
- **$2.5 million – Existing Industry Expansion – Triumph Funded**
- **$6 million – New Industry Location – Triumph Funded**
- **$250,000 – 2025 Florida Defense Reinvestment Grant – Florida Dept. of Commerce**

FIVE-YEAR STRATEGIC PLAN

FloridaWest
economic development alliance

FLORIDAWEST ECONOMIC DEVELOPMENT ALLIANCE

PREPARED BY
VISIONFIRST ADVISORS
OCTOBER 2022

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PROJECT PURPOSE

Escambia County is fortunate to be a desirable community, known for its downtown revitalization, industrial assets, a skilled workforce deep with military and defense expertise and unmatched infrastructure. From a wide range of natural and cultural amenities to a diverse variety of industry sectors, the community is primed for continued growth.

To continue its momentum, it was time to develop a new strategic plan to guide FloridaWest's efforts, measure progress and celebrate success for the next five years. The strategic plan on the following pages will allow FloridaWest, along with its local partners, to increase its competitive position to attract and retain quality, higher-paying jobs and support and maintain an ecosystem of entrepreneurship and new business development.

Meaningful alignment, collaborative action and measurable results are built on a foundation of clarity around what is of fundamental importance to FloridaWest, its stakeholders and the community at large.



FIRST IMPRESSIONS

Communities experience difficulties seeing their surroundings as clients, guests, prospective industries and newcomers to the area see them. The information below outlines impressions as perceived by a site selector. Note that these impressions from visiting a community are often the second impression, the first impression a site selector sees is a community's data.



SYSTEMS

Much has changed in the market, in economic development and in the region over the last five years. The community is rich with programs, but stakeholders and leadership want FloridaWest to take a more proactive and coordinated approach in landing job creation projects. Without making changes, funding challenges could arise.



PRODUCT

The community currently has The Bluffs, the tech park and an industrial park, but each face challenges. Additionally, there appears to be waning interest in industrial development at the Port or OLF-8. As a result, the community has limited product to market but stakeholders, and likely the public, have limited desire to consider new properties before the issues at the current sites are resolved. Investors want to see progress and ROI on existing assets.



INNOVATION

Community and education leaders along with elected officials have expressed a strong commitment to entrepreneurship and innovation. Given the success of several local start-ups, many would like to see additional efforts to support this key sector. Success surrounding innovation and entrepreneurship shows a more immediate ROI as compared to traditional competitive project wins.

DATA AT-A-GLANCE

Prior to the pandemic, when site selectors, companies or entrepreneurs were evaluating a community, they considered basic demographic and employment information. But in today's ever-changing economy, a more robust and holistic picture is needed to evaluate the potential of a location effectively. Key metrics such as population growth, labor force participation rate, commuting patterns and educational attainment will always be critical. However, it is also imperative to consider social markers such as poverty, housing costs and utility rates. Finally, given the tight labor market, identifying untapped labor pools such as exiting military, single mothers and persons with disabilities can also shape workforce and talent programs. The figures on the following pages provide a snapshot of key data points. VisionFirst compiled data from numerous trusted sources.

FIGURE 1: POPULATION SNAPSHOT

	Escambia County	Pensacola-Ferry Pass-Brent, FL MSA	Florida	USA
Population (ACS)	313,491	488,246	20,901,636	324,697,795
Median Age[2]	37.2	38.2	42.0	38.1
Under 18 Years	20.9%	21.3%	20.0%	22.6%
18 to 24 Years	11.7%	10.4%	8.4%	9.4%
25 to 34 Years	14.6%	14.2%	13.0%	13.9%
35 to 44 Years	10.9%	11.7%	12.1%	12.6%
45 to 54 Years	11.8%	12.6%	13.1%	13.0%
55 to 64 Years	13.4%	13.5%	13.3%	12.9%
65 to 74 Years	9.7%	9.7%	11.1%	9.1%
75 Years, and Over	6.8%	6.6%	9.0%	6.5%
Race: White	68.1%	74.3%	75.1%	72.5%
Race: Black or African American	21.9%	16.3%	16.1%	12.7%
Race: American Indian and Alaska Native	0.4%	0.5%	0.3%	0.8%
Race: Asian	3.0%	2.6%	2.7%	5.5%
Race: Native Hawaiian & Other Pacific Islander	0.1%	0.2%	0.1%	0.2%
Race: Some Other Race	1.2%	1.3%	3.0%	4.9%
Race: Two or More Races	5.3%	4.8%	2.7%	3.3%
Hispanic or Latino (of any race)	5.7%	5.6%	25.6%	18.0%
Population Estimates, Growth & Density				
Population (Pop Estimates)[4]	322,364	511,503	21,733,312	329,484,123
Population Annual Average Growth[4]	0.8%	1.3%	1.4%	0.6%
People per Square Mile	484.9	301.3	400.5	92.9

In looking at the data in Figure 1, there are several points worth noting in positioning FloridaWest's efforts in promoting the county.

- The average age of the county is younger than the comparison locations and nearly 60 percent of the population is under the age of 44.
- The community is becoming more diverse with nearly 23 percent of the population Black or African American, three percent Asian and 5.7 percent Hispanic or Latino.
- While the population growth is not as significant as the MSA or the state, it is greater than the national average.
- The county is very densely populated at nearly 485 people per square mile, significantly higher than the rest of the comparison regions.

FIGURE 2: LABOR FORCE SNAPSHOT

	Escambia County	Pensacola-Ferry Pass-Brent, FL MSA	Florida	USA
Labor Force Participation Rate (16 years and over)	59.3%	58.9%	58.7%	63.2%
Prime-Age Labor Force Participation Rate (25-54)	80.0%	78.1%	81.2%	82.1%
Armed Forces Labor Force	3.6%	3.2%	0.3%	0.4%
Veterans, Age 18-64	10.3%	12.3%	5.3%	4.6%
Veterans Labor Force Participation Rate, Age 18-64	68.8%	71.4%	74.4%	76.6%
Unemployed	6.2%	5.9%	5.6%	5.3%
Median Household Income[1]	$50,915	$56,807	$55,660	$62,843
Per Capita Income	$28,022	$29,335	$31,619	$34,103
Commuting Patterns				
Total Employed Population	127,161	205,749	9,442,957	151,286,366
Mean Commute Time (minutes)	22.6	25.1	27.8	26.9
Commute via Public Transportation	0.6%	0.4%	1.8%	5.0%
Worked in Region of Residence	89.0%	86.2%	98.7%	N/A
Worked Outside Region of Residence	11.0%	13.8%	1.3%	N/A
Worked in State of Residence	95.2%	95.2%	98.7%	96.3%
Worked Outside State of Residence	4.8%	4.8%	1.3%	3.7%
In-Commuters	34,978	16,440	69,476	N/A
Out-of-State In-Commuters	5,659	7,228	69,476	N/A
Net Commuting	21,024	-11,884	-54,739	N/A
Union Membership				
Total[2]	5.8%	5.9%	6.3%	10.8%
Private Sector[2]	2.4%	2.4%	3.2%	6.4%
Manufacturing[2]	3.1%	3.1%	3.1%	8.4%
Public Sector[2]	25.0%	24.9%	28.0%	35.5%

1. *Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from composing counties*
2. *2020; Current Population Survey, unionstats.com, and Chmura; county- and zip-level data are best estimates based upon industry-, MSA-, and state-level data*

When considering the labor force snapshot in Figure 2, several points stand out.

- While slightly lower than the national average, the labor force participation rate for those over 16 is higher than both the MSA and state. The prime age rate is slightly lower than the state and the nation. Compared to many other communities, a participation rate of 80 percent is considered near full employment, meaning workforce and education officials will need to identify untapped labor pools to meet employer needs.
- Given the region's military installations, it is important to consider veterans, exiting military and armed forces labor. The county has a sizable armed forces labor pool at 3.6 percent and veterans make up more than 10 percent. However, the participation rate for veterans ages 18-64 is lower than the MSA, state and nation.
- A significant majority of residents work in the county – nearly 90 percent, commuting an average of 23 minutes.
- Union rates across all sectors are lower than state and national averages, allowing companies to become employers of choice if they offer competitive wages and benefits.

FIGURE 3: EDUCATION SNAPSHOT

	Escambia County	Pensacola-Ferry Pass-Brent, FL MSA	Florida	USA
Educational Attainment, Age 25-64				
No High School Diploma	8.8%	8.6%	10.7%	10.9%
High School Graduate	25.8%	25.4%	27.9%	25.7%
Some College, No Degree	24.9%	24.7%	20.1%	20.7%
Associate's Degree	13.3%	13.9%	10.9%	9.1%
Bachelor's Degree	18.0%	18.4%	20.0%	21.2%
Postgraduate Degree	9.0%	9.1%	10.4%	12.3%
K-12 Characteristics				
Total Enrollment[1]	38,465	66,235	2,791,707	49,356,945
Total Teachers (FTE)[1,3]	2,355	3,935	161,413	3,195,542
Pupil/Teacher Ratio[1,3]	16.3	16.9	17.3	15.4
Spending Per Pupil[2]	$9,138	$9,067	$9,986	$13,210

1. *National Center for Education Statistics, 2020-21, based on data for reported units.*
2. *National Center for Education Statistics, 2018-19, based on data for reported units.*
3. *National data is the aggregate of each state's most recently available data*

- In looking at educational attainment of the workforce, the county has a high percentage of the population with an associate's degree or higher with 40.3 percent at the county level compared to 41.4 percent in the MSA, 41.3 percent in the state and 42.6 percent in the nation.
- In addition, teacher ratios and spending per pupil are also closely aligned with the comparison areas. Demonstrating programmatic and academic achievement within the public-school systems will also need to be a critical component in selling the county to potential employers.

FIGURE 4: HOUSING & SOCIAL MARKERS SNAPSHOT

	Escambia County	Pensacola-Ferry Pass-Brent, FL MSA	Florida	USA
Housing				
Total Housing Units	141,355	213,004	9,448,159	137,428,986
Median House Value (of owner-occupied units)[1]	$146,200	$167,033	$215,300	$217,500
Homeowner Vacancy	2.1%	2.0%	2.3%	1.6%
Rental Vacancy	11.4%	10.8%	8.4%	6.0%
Renter-Occupied Housing Units (% of Occupied Units)	38.0%	33.1%	34.6%	36.0%
Occupied Housing Units with No Vehicle Available (% of Occupied Units)	6.0%	4.9%	6.3%	8.6%
Social				
Poverty Level (of all people)	14.0%	12.4%	14.0%	13.4%
Households Receiving Food Stamps SNAP	14.1%	12.7%	13.6%	11.7%
Disconnected Youth[2]	1.9%	1.9%	2.9%	2.5%
Children in Single Parent Families (% of all children)	43.0%	37.7%	39.0%	34.1%
Uninsured	10.3%	10.0%	12.8%	8.8%
With a Disability, Age 18-64	13.5%	13.4%	10.0%	10.3%
With a Disability, Age 18-64, Labor Force Participation Rate and Size	36.9%	36.9%	39.2%	42.2%
Foreign Born	5.1%	5.0%	20.7%	13.6%
Speak English Less Than Very Well (population 5 yrs and over)	2.7%	2.3%	11.9%	8.4%

1. *Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from composing counties.*
2. *Disconnected youth are 16-19 years old who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.*

Today's economic environment as a result of the pandemic has created a series of social disruptions from supply chain challenges, skyrocketing housing costs, record inflation and childcare shortages. Each impacts the workforce and the ability to retain employees. In looking at the housing and social indicators:

- Escambia County has slightly higher poverty rates and households receiving food stamps than the nation at 14 percent and 14.1 percent, respectively.
- Children in single parent families is also considerably higher than the comparison regions at 43 percent. As employers look to attract more people to the workforce, taking the challenges single parents face such as school times and daycare shortages into consideration will be important to retain employees.

THE DISCOVERY PROCESS

Stakeholder Key Findings »

In Your Words – VisionFirst interviewed more than 55 stakeholders over several days with elected officials, existing business leaders, entrepreneurs, young professionals and community members.

Every stakeholder meeting produced productive dialogue about the county's future, identifying both critical issues and attainable opportunities. The interviews sought to gather candid observations, feedback and ideas from the community to help direct focus and prioritize our analysis.

During the conversations, VisionFirst sought answers to questions centered on such topics as:

- What is the definition of economic development for Escambia County?
- What are the barriers to success?
- Who are the partners for the county's economic development efforts?
- What belongs to the FloridaWest?
- What does success look like for FloridaWest and economic development overall over the next five years?
- How will the organization measure success?

Through synthesis, VisionFirst identified the strongest themes, insights and supporting details to use in analysis and ideation of goals and tactics.

Key findings from the meetings are presented in aggregate on the following pages and have been grouped by the main themes that resulted from the stakeholder conversations. Although the meetings focused on FloridaWest and its role in leading local economic development, the discussion also covered the needs in the broader community.

The comments listed are a sampling of the meeting outcomes from local leaders and do not reflect VisionFirst's opinion.

INNOVATION LED ECONOMIC DEVELOPMENT //

- "Programs rich, systems poor."
- It is difficult to navigate the resources available both at the industry level and the entrepreneurial level.
- There is an opportunity to better grow local businesses using innovative and entrepreneurial resources in the community.
- Questions exist around targeting cybersecurity and if the industry is truly a fit for the community without additional resources such as Sensitive Compartmented Information Facility (SCIF) space.
- There is a need to better leverage organizations to create a holistic ecosystem to foster and facilitate innovation.

EDUCATIONAL PROGRAMMING //

- The changes in the administration of the school system with an appointed superintendent offer promise, but stakeholders are anxious to see the results.
- There is a need for more rapid credentialing as well as a satellite campus that is closer to targeted populations.
- The George Stone location is not centralized near the populations and employers that need it and would benefit from a satellite campus location.
- Facilitating the creation of skilled trade interns would be helpful to employers.
- There are limited craftsman programs and employers would like to see National Center for Construction Education and Research (NCCER) certifications.
- There is awareness of the career academies in the school systems, but stakeholders are unsure of the results or success of the programs.
- Area higher educational partners are willing to be more engaged in economic development efforts and could be utilized more.

INVESTMENT IN PRODUCT //

- FloridaWest and the community have invested heavily in product in both the tech park as well as The Bluffs, and some stakeholders are concerned about the lack of projects in both.
- There has been legislative support for investments in infrastructure at The Bluffs but there is a greater need.
- There is a desire by residents for more retail, recreational amenities and housing growth that are limiting the ability to locate industry at OLF-8.
- There is little product for manufacturing projects especially considering the ample sites in the surrounding region in both Florida and Alabama.

ENTREPRENEURIAL FOCUS //

- The community has launched several efforts to support entrepreneurs at all levels with incubators, co-working spaces and programs, but many believe there are still gaps.
- There are opportunities for greater entrepreneurial support in minority communities.
- Industry recruitment and entrepreneurial support should not be mutually exclusive.
- The attractiveness of Pensacola has increased, and more emphasis should be placed on selling the community to entrepreneurs and remote workers.

GREATER ORGANIZATIONAL CAPACITY //

- Each organization has its own vision and plan when it comes to small business and growth which has led to siloed efforts.
- The splintering of organizations and efforts has caused some confusion as to who is taking the lead on initiatives such as cybersecurity, entrepreneurism and workforce development.
- Stakeholders want to see FloridaWest take a more diversified approach to economic development.
- FloridaWest should advocate for quality of place components and market it to businesses.

SWOT ANALYSIS

Based on the conversations with stakeholders along with labor and industry research, VisionFirst identified the community's strengths, weaknesses, opportunities and threats regarding economic development efforts as well as the area's competitiveness overall. This analysis relied on qualitative input as well as industry knowledge.

FIGURE 5: SWOT ANALYSIS

STRENGTHS

- Interested and engaged stakeholders
- Belief in the value of job creation projects
- Strong commitment to building innovation and entrepreneurship
- Robust existing industry community
- Exiting military talent and career academies
- Regional value to companies

WEAKNESSES

- "Programs rich, systems poor"
- Lack of coordination between community entities
- Limited ability to influence military contracts/spending
- Questions surrounding the K-12 system
- Workforce housing and rising costs
- Need more infrastructure in the limited product available

OPPORTUNITIES

- Downtown revitalization to attract new workforce
- Remote workers - especially with exiting military and trailing spouses
- Align programs with meaningful metrics to define success
- Innovation-led industry and deployment of AI technologies
- PEDC structure is underutilized
- Emerging cluster of cyber security businesses

THREATS

- Lack of product and public options on product
- Alignment of organization with strategy
- Belief that winning competitive projects must be the central part of the strategy
- Organization is heavily reliant on public funding
- Limited capital investment back into the community by existing industry

STRATEGIC GOALS

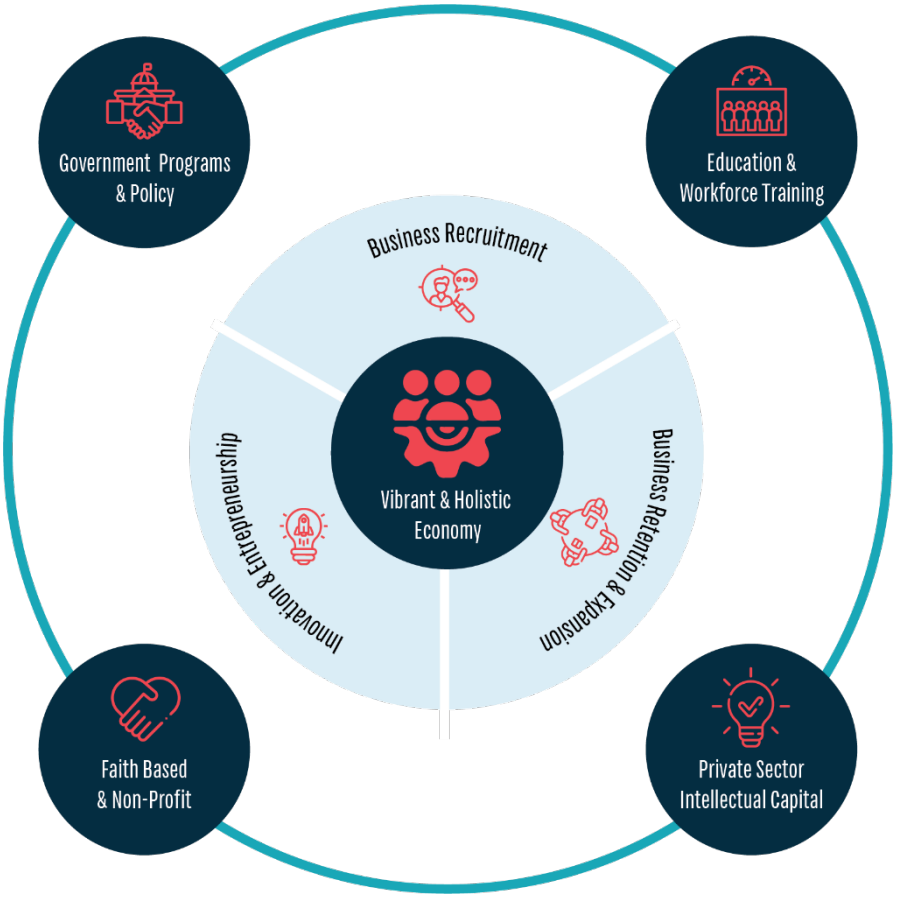
The plan's goals, rationale and approaches are designed to build connectivity among stakeholders and guide the trajectory of economic development and community success. It builds upon previous plans and actions taken by FloridaWest. Each goal aims to serve as a road map to move the organization forward in addressing the opportunities and challenges of economic development in the county, region and state.

In addition, VisionFirst reviewed FloridaWest's current organizational structure to assess effectiveness in aligning assets, talent and resources to be competitive for jobs and investment compared to the needs and priorities of the county.

The three goals are supported by its own rationale and approaches.

1. **Business Recruitment:** Develop a systematic approach to business development and recruitment that aligns with industry assets, intellectual capital and existing product.
2. **Business Retention & Expansion:** Refine and deliver a robust BR&E program that is built upon ongoing customer feedback, market intelligence and data, leading to an existing industry base that continually invests in the location and its workforce.
3. **Innovation & Entrepreneurship:** Facilitate programmatic solutions that support innovation and entrepreneurship utilizing existing spaces, programs, partners and initiatives.

With each of the strategic goals is the need for coordination between FloridaWest and its community partners. A cross-cutting strategy along all three strategic goals is **Strengthened Organizational Capacity.**



GOALS, RATIONALE & APPROACHES

PREPARE, PURSUE & PARTNER //

In developing the goals and approaches, they have been segmented into three categories – prepare, pursue and partner.

- **Prepare** represents the foundational items that need to be aligned before outreach and engagement.
- **Pursue** represents the tools and partners needed to be successful in achieving the desired outcomes.
- **Partner** represents the entities FloridaWest should coordinate with to eliminate silos and create transformations.

Goal 1: Business Recruitment »

Develop a systematic approach to business development and recruitment that aligns with industry assets, intellectual capital and existing product.

RATIONALE //

A foundational pillar of FloridaWest's activities is the recruitment of new companies, jobs and capital investment in the county. While business recruitment strategies and the partners involved may vary widely from one location to the next, the main tenants of any recruitment approach remain the same. A community must know its product, that product must be relentlessly marketed, and the community must deliver a sales-focused, customer-centric approach.

However, the pandemic changed the way businesses approach site selection. From supply chain to talent evaluation, there is significant uncertainty affecting the deployment of capital. While access to talent and speed to market remain consistent drivers to the process, risk or perhaps even more important, perceived risk of a project location, is often the measuring stick between competitive locations.

In addition, access to information on sites, products and assets must be readily available for prospective companies. This means more options are being considered and those regions that are not laser focused will be less competitive. Therefore, a clearly defined business recruitment strategy centered around the community's target industries and assets is critical for Escambia County to win competitive project locations.

APPROACHES //

Considering FloridaWest's targeted industries and assets, business recruitment approaches are categorized by sectors: Information Technology & Cyber Security, Aerospace & Defense and Heavy Manufacturing & Chemicals.



Information Technology & Cybersecurity
Approaches Snapshot

<table>
<tr><th colspan="3">PREPARE</th></tr>
<tr>
<td>Existing Assets & Resources
– Create industry roundtables
– Create a regional federal procurement initiative
– Engage Florida congressional delegation to advocate for the community</td>
<td>Product
– Pursue development of office space at Corry Station
– Develop a strategy for creating a SCIF
– Explore federal funding opportunities to develop the Tech Park
– Ensure local control or options for available product</td>
<td>Talent
– Expand educational cyber and coding programs
– Leverage federal digital literacy funding to target minority populations
– Advocate for a workforce program to assist exiting military
– Enhance communications by developing a schedule for discussion with participants of ITEN Wired about regional talent recruitment opportunities</td>
</tr>
<tr><th colspan="3">PURSUE</th></tr>
<tr>
<td colspan="2">Innovation
– Partner with UWF and military partners to identify opportunities for innovative solutions through procurement opportunities
– Engage Navy Federal Credit Union to identify opportunities to design creative programs in the fintech sector that utilize cybersecurity skills and companies
– Continue to engage Northwest Florida's legislative leadership to secure a cybersecurity center to support the Florida Digital Service in the Department of Management Services</td>
<td>Marketing
– Create a marketing initiative to lure talent from high-cost locations
– Create marketing materials that highlight the number of graduates that stay in the community
– Redesign the Cyber Coast website
– Develop an online resource guide that provides inventories of assets to support the industry and current job openings in the industry to the region
– Enhance communication and outreach about the opportunity for IT/cybersecurity companies to use Co:Lab to transition into the region</td>
</tr>
<tr><th colspan="3">PARTNER</th></tr>
<tr><td colspan="3">PEDC, University of West Florida, Institute of Human and Machine Cognition, Pensacola State College, Triumph Board, Existing Industry, Congressional Delegation, Military Base Leadership, First Place Partners, Chamber of Commerce, State Legislative Delegation, Florida's Great Northwest, CareerSource</td></tr>
</table>

The Information Technology and Cybersecurity sector remains a prime target for job creation and capital investment. In October 2017, a report called A Cybersecurity Strategic Plan for Pensacola was produced for FloridaWest with a goals and strategies matrix. While much of this plan is being implemented, stakeholders have no regular communication about the activities, progress and success of the efforts being undertaken. In considering how to best approach the industry over the next three to five years, a priority should be placed on developing a collaborative approach, focused on the intended audiences utilizing proactive outreach.

PREPARE: EXISTING ASSETS & RESOURCES

- Foster information sharing by companies within the existing cybersecurity cluster. Currently, FloridaWest supports this through an informal gathering coordinated by its consultant. To supplement these conversations, a formal regional effort should be developed utilizing roundtable discussions. The focus of conversation should be the needs of the cluster and procurement opportunities.
- Create a regional procurement initiative to increase the opportunities for regional IT and cybersecurity firms to participate in federal initiatives and compete for procurement opportunities.
- Engage Florida congressional delegation in the discussion by coordinating regional trips to Washington, D.C. to advocate for opportunities and enhance missions in Northwest Florida.

PREPARE: PRODUCT

- Pursue the feasibility of adding office space near Corry Station for cybersecurity companies.
- Devise a strategy to provide access to a Sensitive Compartmented Information Facility (SCIF) in the region.
- Aggressively explore federal funding opportunities to utilize the Tech Park for supporting the cluster. **Best Practice:** Maryland Opportunity Zone Enhancement Program for cybersecurity companies.
- For new and existing product, ensure that FloridaWest has local control or options to mitigate risk and timelines for prospects.

PREPARE: TALENT

- Expand cyber programs in middle schools and high schools in the county along with UWF's cyber summer camp program as well as into higher education, creating a visible education ladder. Ensure outreach is placed on developing coding skills in students, specifically those in underserved and underrepresented populations. **Best Practice:** CyberNYC
- Leverage federal digital literacy funding to target minority populations to help expand existing cyber programs.
- Advocate for a workforce program to assist exiting military members who may already have certifications and security clearances to transition to the civilian cyber workforce. Explore using the DOD SkillBridge program.
- Enhance communications by developing a schedule for discussion with participants of ITEN Wired about regional talent recruitment opportunities in the industry.

PURSUE: INNOVATION

- Connect with UWF and military partners to identify opportunities for innovative solutions through procurement opportunities.
- Engage Navy Federal Credit Union to identify opportunities to design creative programs in the Fintech sector that utilize cybersecurity skills and companies in the region.

- Continue to engage Northwest Florida's legislative leadership to secure a cybersecurity center to support Florida Digital Service in the State of Florida Department of Management Services.

PURSUE: MARKETING & COMMUNICATIONS

- Create a marketing initiative in cooperation with existing industry to target talent in high-cost locations that would consider moving to the region for a job in the sector.
- Communicate to prospective companies the number of graduates from UWF and PSC programs that accept employment in Escambia County or Northwest Florida in targeted marketing materials.
- Redesign the Cyber Coast website to align with targeted objectives specifically focus on the intended audience. **Best Practice:** Cyber Huntsville, a Tennessee Valley Initiative
- Develop an online resource guide that provides inventories of assets to support the industry and current job openings in the industry to the region.
- Enhance communication and outreach about the opportunity for IT/cybersecurity companies to use Co:Lab to transition into the region.

PARTNER:

- PEDC, University of West Florida, Institute of Human and Machine Cognition, Pensacola State College, Triumph Board, Existing Industry, Congressional Delegation, Military Base Leadership, First Place Partners, Chamber of Commerce, State Legislative Delegation, Florida's Great Northwest, CareerSource, Escambia County Schools (Career Academies)



Aerospace & Defense
Approaches Snapshot

PREPARE		
Existing Assets & Resources	**Product**	**Talent**
– Maintain and expand relationships with large aerospace and defense companies – Identify opportunities to support the Air Force's KC-Y refueling tanker competition	– Promote sites within the 300 remaining acres at the airport – Expand investment in additional sites and buildings along I-10 – Explore opportunities for light manufacturing defense projects at the OLF-8 site – Explore foreign direct investment opportunities and projects	– Expand career pathway opportunities to MRO jobs in public school systems and colleges – Asset map the existing workforce programs for strengths and gaps – Leverage Governor's $20 million in state funding for upskilling for veterans
PURSUE		
Innovation	**Marketing**	
– Facilitate conversations with military assets regarding research laboratories	– Coordinate with Florida's Great Northwest to show the availability and skills of exiting military in the region – Partner with state veteran organizations along with workforce and business officials to host a regional veteran and military spouse career fair – Attend targeted conferences and events to promote the cluster	
PARTNER		
PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), Triumph Board, Existing Industry, CareerSource, Congressional Delegation, Military Base Leadership, First Place Partners, Chamber of Commerce, State Legislative Delegation, Florida's Great Northwest, CareerSource		

Given the military presence in Escambia County and the region, Aerospace & Defense should be a primary targeted industry. Pensacola International Airport is home to ST Engineering, which operates a maintenance, repair and overhaul (MRO) facility on site while other companies such as Boeing, BAE Systems, Leonardo DRS and Vertex Aerospace have significant investment in Northwest Florida. Within proximity to Pensacola are four others in the top 10 in revenue growth for aerospace and defense companies in 2021: Raytheon, Airbus, Northrop Grumman and Lockheed Martin, the largest defense employer in the state.[1] Escambia County's location on I-10 also makes the sector a desirable target with large defense companies and military assets along a 200 mile stretch from Walton County, Florida to Harrison County, Mississippi.

PREPARE: EXISTING ASSETS & RESOURCES

- Maintain and expand relationships with large aerospace and defense companies in the region and state. As the commercial aviation sector grows along with the increased demand for newer more efficient aircraft, the Airbus facility in Mobile offers supplier opportunities surrounding the A320 and A220 series aircraft for the Pensacola region.

[1] 2022 PwC's Global Aerospace and Defense: Annual Industry Performance and Outlook

- Identify opportunities to support the Air Force's KC-Y refueling tanker competition. Lockheed Martin is partnering with Airbus to provide an aircraft version built from a modified A330 which will provide additional opportunities in the Mobile market.

PREPARE: PRODUCT

- Promote sites within the 300 remaining acres at Pensacola International Airport specifically to aerospace and defense companies, highlighting the assets that position the area above other locations.
- Expand investment in additional sites and buildings along I-10 to attract the sector.
- Explore opportunities for light manufacturing defense projects at the OLF-8 site such as drones, navigation systems, satellites, etc.
- Explore foreign direct investment opportunities and projects with companies like Israel Aerospace Industries.

PREPARE: TALENT

- Expand career pathway opportunities to MRO jobs in public school systems and colleges. Advocate for the development of trailing locations throughout the county to eliminate transportation barriers to programs.
- Asset map the existing workforce programs for strengths and gaps in programs and trainings to support retention and expansion.
- Leverage the Governor's $20 million in state funding for upskilling for veterans and support aviation, aerospace and defense industries.

PURSUE: INNOVATION

- Facilitate conversations with military assets regarding research laboratories such as the US Naval Research Laboratory and AFWERX to explore opportunities for partnerships and events around remote sensing, space science, ocean sciences and more.

PURSUE: MARKETING & COMMUNICATIONS

- Coordinate with Florida's Great Northwest to create detailed reports to show the availability and skills of exiting military in the region.
- Partner with state veteran organizations along with workforce and business officials to host a regional veteran and military spouse career fair. **Best Practice:** Fairfax County Economic Development Authority
- Attend targeted conferences and events to promote Escambia County's aviation and defense cluster and associated assets and sites with a goal of at least two each year.

PARTNER:

- PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), Triumph Board, Existing Industry, CareerSource, Congressional Delegation, Military Base Leadership, First Place Partners, Chamber of Commerce, State Legislative Delegation, Florida's Great Northwest, CareerSource

Manufacturing & Chemical Approaches Snapshot

PREPARE		
Existing Assets & Resources	**Product**	**Talent**
– Identify and target industry sectors that are large users of water in a process such as painting/coatings, electrical components and agricultural chemical – Identify companies for onshoring opportunities including the chemical industry and rubber manufacturing sector	– Target a high-water user for location at The Bluffs – Create a working group to develop a more formal commitment letter or agreement to terms of sale of property within The Bluffs to a prospective company – Develop budget for masterplan of the park and routinely monitor with FloridaWest and PEDC boards	– Coordinate with training providers about creating programs that could be located on site and could supplement employer specific efforts – Conduct a wage survey comparing local and national averages to facilitate a meaningful conversation about wages and benefits in today's workforce – Encourage employment outreach events that would increase the number of women in manufacturing

PURSUE	
Innovation	**Marketing**
– Explore opportunities for targeted niche recruitment around chemical manufacturing and the automotive industry – Explore opportunities to co-locate research and development activities of existing industry with educational partners such as UWF and FSU	– Highlight and illustrate the chemical manufacturing cluster in Escambia County along with talent metrics and information about The Bluffs in targeted marketing campaign to key site selectors

PARTNER
PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), Triumph Board, CareerSource, Existing Industry, First Place Partners, Chamber of Commerce, State Legislative Delegation, Florida's Great Northwest, CareerSource

Chemical products are essential to the production of a myriad of manufacturing goods and supply chains. According to the Office of Energy Efficiency & Renewable Energy, more than 96 percent of all manufactured goods are directly touched by the chemicals industry. Given that most production of basic chemicals is concentrated along the Gulf Coast, where petroleum and natural gas feedstocks are available in refineries, FloridaWest has the opportunity for additional expansion in the industry given its existing cluster and the potential for location within The Bluffs.

PREPARE: EXISTING ASSETS & RESOURCES

- Identify and target industry sectors that are large users of water in a process such as painting/coatings, electrical components and agricultural chemical.
- Identify companies for onshoring opportunities including the chemical industry (NAICS 325) and rubber manufacturing sector (NAICS 326).[2]

[2] Key Trends to Impact the Chemical Enterprise in the Near Future

PREPARE: PRODUCT

- Target a high-water user for location at The Bluffs as one of the owner restrictions of the site is the requirement to be a significant user of effluent water with a current excess capacity of four million gallons per day.
- Create a working group to develop a more formal commitment letter or agreement to terms of sale of property within The Bluffs to a prospective company.
- Develop budget for masterplan of the park and routinely monitor with FloridaWest and PEDC boards.

PREPARE: TALENT

- Coordinate with training providers about creating programs that could be located on site and could supplement employer specific efforts. In conversations with existing industry, the discussions centered around the same national trends many employers are seeing with labor shortages and high turnover.
- Conduct a wage survey comparing local and national averages to facilitate a meaningful conversation about wages and benefits in today's workforce.
- Encourage the development of employment outreach events that would increase the number of women in manufacturing. According to the 2020 Women in Manufacturing Benchmark Study, women constitute one of the U.S. manufacturing industry's largest pools of untapped talent. **Best Practice:** West Virginia Women Work

PURSUE: INNOVATION

- Explore opportunities for targeted niche recruitment around chemical manufacturing and the automotive industry. According to the American Chemistry Chemical, light vehicles are an important end-use market for chemistry, with over $3,200 in chemistry per vehicle.[3]
- Explore opportunities to co-locate research and development activities of existing industry with educational partners such as UWF and FSU.

PURSUE: MARKETING & COMMUNICATIONS

- Highlight and illustrate the chemical manufacturing cluster in Escambia County along with talent metrics and information about The Bluffs in targeted marketing campaign to key site selectors. Utilize print, digital media and personal outreach.

PARTNER:

- PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), Triumph Board, CareerSource, Existing Industry, First Place Partners, Chamber of Commerce, State Legislative Delegation, Florida's Great Northwest, CareerSource

[3] American Chemistry Council

Goal 2: Business Retention & Expansion »

Refine and deliver a robust business retention and expansion (BR&E) program that is built upon ongoing customer feedback, market intelligence and data, leading to an existing industry base that continually invests in the location and its workforce.

RATIONALE //

The health of a community's existing industry has long been a leading indicator of the overall state of that local economy. If local businesses are growing, the economy will soon follow suit. Increased existing industry outreach, at its core, will invariably lead to three main benefits:

1. **Business Intelligence.** FloridaWest will become aware of issues and obstacles early in its relationship with the company, allowing time to address any challenges. The same can be said of opportunities for growth.
2. **Community Evaluation.** Valuable information related to business climate and labor supply will be provided. For example, a company's struggles can help provide a roadmap for Escambia County to remain competitive in the market.
3. **Location Marketing.** FloridaWest will establish positive relationships with local company officials and will create community business ambassadors to a host of potential prospects augmenting FloridaWest's limited staff.

At the end of a successful BR&E strategy is an improved business climate for the existing industry. Their challenges become the community's challenges, but so do their opportunities. Not every company they are competing with in the market has that kind of support structure in the local community. Having local leadership engaged will ultimately help to make the company become more competitive in its own industry.

APPROACHES //



Business Retention & Expansion
Approaches Snapshot

PREPARE		
Existing Assets & Resources	**Product**	**Talent**
– Conduct one-on-one visits with businesses utilizing a survey tool to focus on the needs of the company and its employees – Analyze all data and develop action plans to define the priorities for existing business – Host employer roundtable with agendas designed to maximize dialogue leading to specific action items – Create monthly confidential forum for key leadership of major employers to create information exchanges on key topics	– Utilize existing industry visits to understand and identify product to facilitate expansion and continued site investment – Develop a comprehensive product inventory and assessment related to current industry needs that can facilitate expansion opportunities	– Serve as an employee and talent liaison and advocate – Partner with entities to identify pockets of untapped talent in the community including veterans, displaced homemakers, formerly incarcerated and people with special needs
PURSUE		
Marketing		
– Celebrate the importance of manufacturing to the region through an existing appreciation event annually. Release a scorecard at the event highlighting payroll, private investment and fiscal impact the employers contribute to the region. – Establish an Existing Industry Committee of the board to focus on supporting the needs of existing companies in the targeted sectors within the county.		
PARTNER		
PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), Achieve Escambia, CareerSource, Existing Industry, Department of Veteran's Affairs, Local Law Enforcement, Agency for Persons with Disabilities, First Place Partners, Chamber of Commerce, State Legislative Delegation, Gulf Coast Minority Chamber of Commerce		

PREPARE: EXISTING ASSETS & RESOURCES

- Conduct 50 annual one-on-one visits with businesses utilizing a survey tool to focus on the needs of the company and its employees. Identify and address companies at risk and potential expansion opportunities. It must be designed to elicit honest feedback that can be used to help both the company and the community. The results of the survey will be confidential and analyzed only by the FloridaWest. All results should be recorded in the CRM system leading to a database of business intelligence.
- Analyze all data and develop action plans to define the priorities as it relates to existing business. Allocate resources to address concerns.
- Host employer roundtable with agendas designed to maximize dialogue leading to specific action items that provide long term value to participants. Consider breaking the events into CEO, plant manager and human resource professional sessions to provide maximum coordination and information flow.

- Create monthly confidential forum for key leadership of major employers to create information exchanges on topics such as workforce training, hurricane preparedness, COVID-19 recovery, tax changes, etc.

PREPARE: PRODUCT

- Utilize existing industry visits to understand and identify product to facilitate expansion and continued site investment.
- Develop a comprehensive product inventory and assessment related to current industry needs that can facilitate expansion opportunities.

PREPARE: TALENT

- Serve as an employee and talent liaison and advocate to develop training programs and address training concerns.
- Partner with the Florida Department of Veteran's Affairs, local law enforcement and CareerSource to identify pockets of untapped talent in the community including veterans, displaced homemakers, formerly incarcerated and people with special needs. By focusing efforts on smaller segments of the population, tactics can be more specific, correspond more with the audience's needs and more effectively remove barriers to entry while supporting existing industry and their changing employee needs.

PURSUE: MARKETING & COMMUNICATIONS

- Celebrate the importance of manufacturing to the region through an existing appreciation event annually. Release a scorecard at the event highlighting payroll, private investment and fiscal impact the employers contribute to the region.
- Establish an Existing Industry Committee of the board to focus on supporting the needs of existing companies in the targeted sectors within the county.

PARTNER:

- PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), CareerSource, Existing Industry, Department of Veteran's Affairs, Local Law Enforcement, Agency for Persons with Disabilities, First Place Partners, Chamber of Commerce, State Legislative Delegation, Gulf Coast Minority Chamber of Commerce

Goal 3: Innovation & Entrepreneurship »

Facilitate programmatic solutions that support innovation and entrepreneurship utilizing existing spaces, programs, partners and initiatives.

RATIONALE //

The city and the county have benefited greatly with the efforts of the Studer Community Institute and other private investors creating an entrepreneurial culture for downtown. With that success several programs have been developed to support business formation from idea to start-up. While successful, there remains a disconnect to how a person with an idea can enter the system and utilize the resources available. **FloridaWest's role in fostering this ecosystem is threefold:**

1. **Facilitate the continued ecosystem for business formation,**
2. **Drive innovation to support target industries and**
3. **Recruit talent through remote work**

Entrepreneurship

Pensacola and Escambia County have an abundance of programs and resources to support the entrepreneur; however, stakeholder interviews revealed confusion on when and where someone would engage in the system.

FloridaWest should champion the current entrepreneurship structure and articulate the value of a culture of business formation. Government plays a tremendous role in start-up culture by providing clear pathways to obtaining permits, licenses and other regulatory requirements to do business there. The focus should be building a clear understanding of what is required and approval timeline when all documentation is provided. The biggest barrier to private capital is risk. Without clear pathways, the amount of risk to a startup is enhanced.

Innovation

FloridaWest can support its targeted industries of cybersecurity, aerospace & defense and advanced manufacturing through focused innovation initiatives.

As mentioned earlier in the plan, federal procurement and increasing military readiness programs are central to success. This also provides an opportunity to encourage startup innovation to support not only the information technology and cybersecurity sectors but others as well. FloridaWest should proactively seek federal designations such as hub zones and opportunity zones to entice investment in this sector.

Another critical component of this strategy is engaging Florida's congressional delegation in seeking federal opportunities as it relates to supply chain and national security needs. With increased US Department of Defense and NATO funding, Escambia County is well positioned to take advantage of these efforts.

APPROACHES //



Innovation & Entrepreneurship
Approaches Snapshot

PREPARE		
Existing Assets & Resources	**Product**	**Talent**
– Expand the asset map of the entrepreneurial resources that demonstrate entry points and a timeline for use	– Form a coalition to conduct an asset/product review as it relates to entrepreneurial endeavors and identify where opportunities and challenges exist	– Explore a remote worker incentive program
PURSUE		
Innovation	**Marketing**	
– Consider the development of a local innovation zone that would leverage community assets such as the redevelopment of the former Baptist Hospital campus	– Update marketing tools to specifically target remote workers for skills needed to support its targets and existing industries	
PARTNER		
PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), CareerSource, First Place Partners, Chamber of Commerce, State Legislative Delegation, Baptist Health, The Spring, Studer Community Institute, Small Business Development Center, Pensacola Young Professionals, Non-Profit Sector, Gulf Coast Minority Chamber of Commerce		

PREPARE: EXISTING ASSETS & RESOURCES

- Expand the asset map of the entrepreneurial resources that demonstrate entry points and a timeline for use. Each partner within the ecosystem should utilize the same asset map as potential investors, entrepreneurs and existing small businesses may enter the system from a variety of points. The Spring has a strong asset map already in place but could be expanded to include links to partner websites. The map should also include the very early entry point when an idea is just forming – be it a small market driven business or innovative start-up.

PREPARE: PRODUCT

- Form a coalition to conduct an asset/product review as it relates to entrepreneurial endeavors and identify where opportunities and challenges exist. The group should meet at least twice a year with an action-based agenda and a timeline for deliverables.

PREPARE: TALENT

- Explore a remote worker incentive program. According to a recent report by the Florida Department of Economic Opportunity, the three key county characteristics identified to incentivize remote workers to relocate include having a nearby metropolitan area close to the beach with high-speed internet, a cost of living lower than the national average and the need for population or labor force growth. Many remote workers that currently reside within Florida are located within counties that border either the Atlantic Ocean or the Gulf

of Mexico and where more than 90 percent of the county has high speed internet coverage of at least 100 megabits per second.[4] **Best Practice:** Remote Shoals

PURSUE: INNOVATION

- To increase economic opportunity in certain areas of the county, consider the development of a local innovation zone that would leverage community assets such as the redevelopment of the former Baptist Hospital campus. The zone should provide increased economic opportunity for underrepresented populations and focus on increased educational opportunities and entrepreneurship outreach. **Best Practice:** Although a state program, consider Maryland's RISE Zone Program.

PURSUE: MARKETING & COMMUNICATIONS

- Update marketing tools to specifically target remote workers for skills needed to support its targets and existing industries. The COVID pandemic caused great disruption in the workforce and accelerated the trend of working from home. This has resulted in states like Florida benefiting from gains in migration of people and wealth where each remote worker is predicted to spend about $31,850 annually towards various service industries and about $15,990 in the durable and non-durable goods industries each year according to the DEO report. With an estimated 22.25 million residents as of April 1, Florida continues to see population increases equivalent to adding a city the size of Orlando each year, according to a recent state report.

PARTNER

- PEDC, University of West Florida, Pensacola State College, Escambia County Schools (CTE), CareerSource, First Place Partners, Chamber of Commerce, State Legislative Delegation, Baptist Health, The Spring, Studer Community Institute, Small Business Development Center, Pensacola Young Professionals, Non-Profit Sector, Gulf Coast Minority Chamber of Commerce

[4] Economic & Fiscal Effects of Remote Workers in Florida

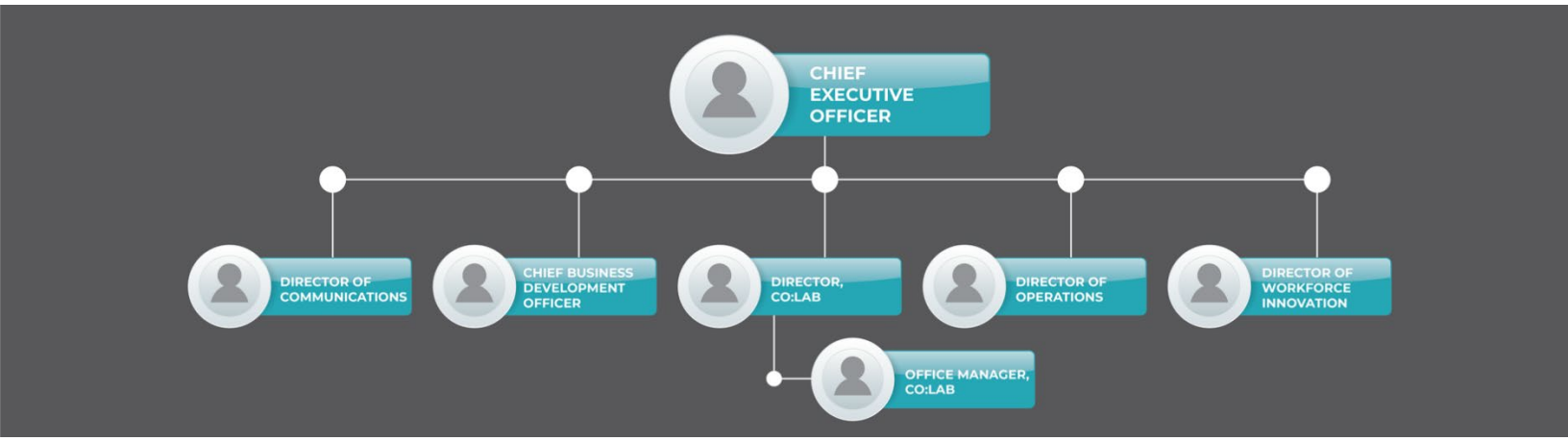
CROSS-CUTTING: ORGANIZATIONAL CAPACITY

Establishing the strategic vision of an economic development organization is a critical step to its success. Understanding the world of possibilities and the strategies and tactics that will be required to realize that vision is paramount in FloridaWest's ability to achieve the long-term goals of the organization. But even the most forward-thinking strategic plan or vision is utterly dependent on the organizations ability to execute at a high level and for an extended period.

In defining the goals and approaches necessary to continue to move FloridaWest forward, it was important to review the organization's capacity to implement and execute the plan. To establish greater efficiencies of output, VisionFirst reviewed the organizational structure, hierarchy and internal processes. **It is important to note that this assessment considers only the position and not the individuals of the organization.** The review only seeks to determine what steps could be taken to improve output and not make judgments based on individual talents or acumen.

Current Organizational Structure »

FIGURE 6: CURRENT ORGANIZATIONAL STRUCTURE



According to the 2014 articles of incorporation, FloridaWest is a 501(c)(6) not-profit whose central purpose is to promote industry and commerce, enhance the business climate and stimulate economic prosperity, support workforce development, promote community development and encourage political action.

The organization is governed by a board of directors with a combination of public and private funding and represents the economic interests of a county of more than 316,000 residents. Currently, FloridaWest has six full time employees responsible for fostering new business recruitment and existing industry retention along with workforce development and business formation. While on par with most economic development organizations in similar sized counties from a staffing standpoint, the current expectations of stakeholders place a premium on process efficiency.

EXISTING POSITIONS

As discussed previously, the organization is currently expected to engage in a multitude of activities, either directly or indirectly associated with the mission of building, growing and sustaining the economic potential and prosperity of Northwest Florida.

The structure and operation have by all intents and purposes allowed the organization to excel in the completion of its mission objectives. The positions represent clearly defined roles and responsibilities capable of implementing the six overarching strategies established in the previous plan. This combined with a flat organizational structure promotes limited hierarchy/bureaucracy preventing potential operational challenges.

Even without significant changes to the structure, the organization would be able to continue to execute at an elevated level. But given recent departures along with the changing global landscape it is important to identify potential challenges and opportunities as it pertains to the FloridaWest structure.

Operational Challenges »

SILOED DIVISIONS

There are always a number of challenges that originate in how unique and specialized many economic development efforts can be from one division to the next. For example, the drivers that govern business recruitment activity do not always align with entrepreneurship efforts which can lead to a lack of communication between the divisions. This is exacerbated by remote working and multiple office locations. Conversely, one of the benefits of a traditionally flat organization is the sharing of information without hierarchical boundaries. Unfortunately, that advantage has not been realized to its fullest extent. **Foster an approach that uses weekly touch points to share approaches and brainstorm best practices across multiple platforms.**

BUSINESS DEVELOPMENT CAPACITY

Currently, there is only one position responsible for new business recruitment and outreach. And while the existing industry outreach is shared among the team, a successful new business recruitment strategy cannot realize its full potential without being fundamentally intertwined with the local existing industry. Existing industry visits should be used to develop new business outreach and identify opportunities as well as challenges. One position responsible for these activities in a county the size of Escambia County is a challenge. That combined that with the demand to be “in market” to conduct successful lead generation leads to a capacity issue. **Repurpose existing positions to address business development capacity challenges.**

ADMINISTRATIVE ASSISTANCE

As with any high performing organization, individuals tend to overcome obstacles to execution by increasing hours and output. While this is admirable, it is simply not sustainable. FloridaWest is in good company with this challenge. Rarely is there not some aspect to this in every economic development organization. But to move to where FloridaWest expects to be, steps must be steps taken to increase efficiency across the organization. From the CEO to the rest of the staff, there is no dedicated administrative function which means each position is responsible for increased efforts that take away from the focus of each position. **Add an administrative position that focuses on the entirety of the organization to increase the efficiency and effectiveness of every other position.**

OPERATIONAL REDUNDANCY

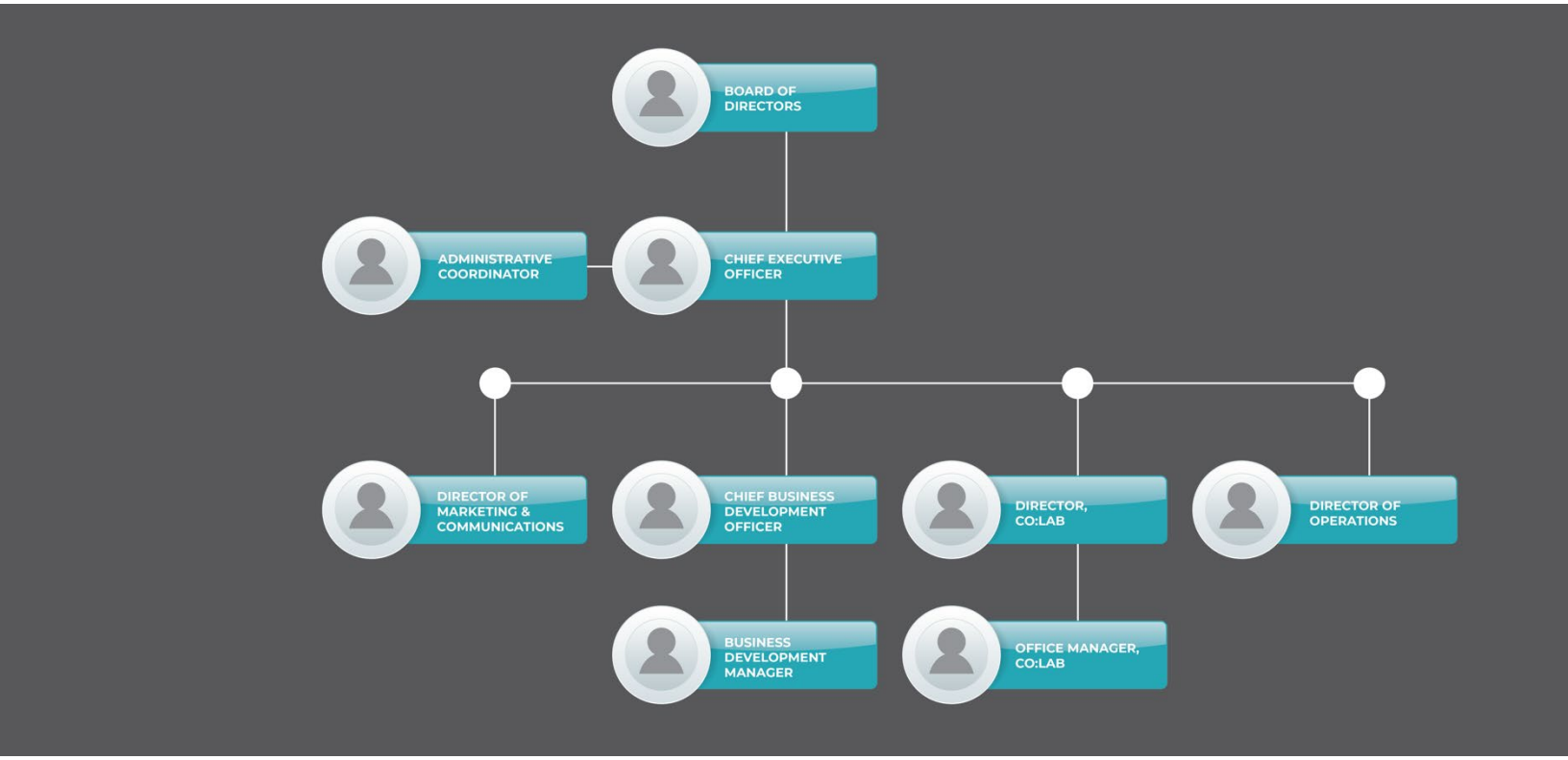
The adage “everything is economic development” is not only accurate, but it creates significant challenges for an organization like FloridaWest. When the mission speaks to fostering economic opportunities for Escambia County residents there is very little that would not fall into that category. But to be successful in its mission, distinctions must be made in what the organization will own and what it will facilitate. As mentioned in the goals, there are many stakeholders and partners in the region that must be utilized to provide extended capacity to the efforts outside of those that are owned specifically by the organization. As an example, workforce and talent are keys to almost every effort in successful economic development, but this cannot be an initiative Florida West owns as it requires direct partnership from workforce partners like CareerSource, Achieve Escambia along with the local school districts and technical centers for the region to be successful.

With local government partners, First Place Partners, Enterprise Florida and DEO, there is no shortage of stakeholders in the region and state. To take advantage of this FloridaWest must ensure their efforts are complimentary and not redundant. **Facilitate a retreat that develops a customer needs matrix for optimizing programs and initiatives while eliminating duplication of efforts.**

Proposed Structure Changes »

To enhance the organization's effectiveness, a revised structure is outlined below. This structure change is designed to provide additional capacity to meet the growing needs of the organization by providing much needed administrative capabilities across the organization and additional business development capacity as it relates to new business recruitment, existing industry outreach and talent coordination.

FIGURE 7: REVISED ORGANIZATIONAL STRUCTURE



POSITIONS & RESPONSIBILITIES //

While not all reflected on the organizational chart above, the following positions would represent shifts in responsibilities and/or new positions that would help achieve the goals of the board as well as key community stakeholders. To facilitate operational enhancement, the board also has a role, therefore onboarding as well as annual training/brainstorming should take place. Recommendations are included later in this section.

Chief Executive Officer: A critical component to success is the ability of an economic development organization to articulate a vision. It serves as the North Star for the economic development efforts performed by government leaders, investors, stakeholders and employees of FloridaWest. Key to this messaging is the CEO's ability to develop and maintain relationships with community leaders. These relationships are used to share the vision and why FloridaWest is relevant to obtaining that vision. Building these relationships with stakeholders both in and out of market require significant organizational changes to maximize outreach opportunities.

Administrative Coordinator: This position would provide administrative support to not only the CEO but the other members of the team as well. Having a dedicated position to assist with scheduling, planning, event coordination and travel would provide significant support to all team members. Additionally, the position would provide the CEO with additional connectivity to the team.

This would be a new position and would require additional funding and most likely board approval. However, there is ample justification for the creation of this position as it is a staple in most similar sized organizations and there was virtually unanimous feedback from the team as to its need.

This position is different than the operations manager whose functions go beyond an executive assistance managing budgets, board meetings, real estate functions, accounting and project management.

Business Development Manager: This position would assist the Chief Business Development Officer with business recruitment, retention and expansion activities. The position would assist in lead generation, project management, existing industry outreach and talent coordination. Additional capacity in business development would allow the organization to set significant metrics in terms of lead generation and project activity.

It is suggested that this position would replace the unfilled workforce innovation position as there would be no additional funding required. However, the facilitation role in terms of talent and workforce development would remain a critical role.

Marketing & Communications Director: Previously the organization had a director of communications focusing on traditional public relations and outreach. However, in an economic development organization it is critical for messaging be targeted to both internal and in-market stakeholders as well as external, out-of-market potential customers. In filling this position, FloridaWest should consider repurposing the position as a marketing and communications director seeking a person with advertising, marketing and digital media experience as well as traditional communications and public relations skills such as traditional media management, press release writing and dissemination, talking point development and event management.

Deputy Director: As discussed, a flat organization has its advantages in terms of direct reporting and lack of hierarchical hurdles. But given the current competitive landscape, it can

also pose certain challenges for the CEO. Current expectations revealed from stakeholder interviews show a considerable desire for the CEO position to take a much more proactive and aggressive path in terms of external communication and outreach. Given the current involvement required in the management of the team, this demand could prove challenging.

If the CEO is to prioritize these external activities over internal management, then some level of middle management must be considered. A position that serves either formally or informally as a "lieutenant or deputy director" would provide management, coaching and oversight to the staff as a whole, freeing up the CEO to focus on outward facing engagements and not be bogged down in the day-to-day activities of the organization. Ultimately, the position would report directly to the CEO with oversight over the other team members. The challenge is to determine whether an existing position can be repurposed into this role, or if a new position is to be created.

This leadership position can be created by elevating any existing position or creating a new role entirely. As the leadership explores these options there are multiple actions that can be taken. The key for future success of the organization is a well-defined hierarchical structure that promotes a culture of performance and teamwork.

Many of these proposed changed will require additional budgetary considerations. In today's environment that is always a challenge. But in the quest for continuous improvement, it is important for the FloridaWest leadership team to consider some version of these proposed changes. The good news is FloridaWest has a strong organizational structure that can be adapted and repurposed to accomplish its goals. However, with just a few small adjustments the organization can become a leader in the economic development landscape moving forward.

BOARD ENGAGEMENT //

An effective board is an informed and engaged board. Board members should be the organization's biggest cheerleaders as advocates and ambassadors for the organization. The program of work should include annual and quarterly training sessions for both new and existing board members and can also be expanded to other community leaders. The orientation should include the mission and history of the organization and a description of board member duties and expectations, as well as a list of the names and bios of the staff and board.

Components of the orientation should include, but not limited to, the following components:

• Ethics policy	• Overall value proposition of past projects
• Role of the board & staff	• Product overview
• Financial overview	• Confidentiality

Additionally, each board member, whether new or existing, should sign a board member agreement and confidentiality agreement. They should also review and complete the conflict-

of-interest policy and questionnaire. Board members should receive financial reports and audited financials as well as the organization's bylaws.

Just as important as a clear onboarding and orientation process is how to engage board members at each meeting. Too often board meetings become formulaic in nature and are based on reporting. While there should always be an education component of these meetings, engagement is key. Developing concise agendas with select outcomes and deliberate conversations in mind can be invaluable to FloridaWest moving forward.

Meaningful engagement results in a board that can not only provide input regarding today's opportunities and challenges but is also visionary in reaching future objectives all while aligning resources to meet such goals.

- Create an internal objectives scorecard showing progress in reaching strategic initiatives on the agenda to be reviewed and discussed at every meeting.
- After the business agenda, allow time for brief "visioning" discussions to capture ideas to help support the organization and advance efforts in the region.
- Provide board members speaking points on key issues and opportunities (cleared for public release) so that each may act as surrogates in spreading FloridaWest's message and accurately answer questions.
- Host an annual strategic retreat to develop action items in coordination with the recommendations of the strategic plan. Each board member should lead the discussion of a specific topic assisted by a staff member to facilitate conversations and ideas.

METRICS

While the achievements of FloridaWest team may be recognized by those engaged in the organization's efforts, there is often much more that has taken place than what is included in project announcements or board meetings.

The economic development world is growing more competitive by the day and the factors that determine the location and growth of a business are often beyond the control of one economic development organization. From logistics to infrastructure, there is no one factor that will determine a location. Often communities do everything in their power to reach a positive location decision only to miss the opportunity based on something outside their control. From location bias to market factors, a project can be lost for any number of reasons.

With that in mind, FloridaWest should not just be measured on the announcement of new jobs and capital investment as it does not take into consideration other factors as noted in the approaches above – the preparation and the pursuit of making the community more competitive in targeted industry sectors and overall business-friendly.

In considering the approaches offered within each of the strategic goals, a series of metrics are suggested on the following pages. **While numbers are provided, a baseline should be established between staff and the board to ensure measurement is meaningful and accurate.** The staff and board should consider a working group meeting to determine which metrics are most important and how to best present progress on a quarterly basis using a dashboard or report card format.

When considering the approaches and associated metrics consider if the staff of FloridaWest implement, facilitate or advocate to achieve measurable success.

- **Implement:** FloridaWest to undertake, coordinate and implement directly.
- **Facilitate:** FloridaWest to work in conjunction with partners to develop and implement.
- **Advocate:** FloridaWest to advocate to city, county, regional and state leaders to undertake and/or implement.

Breaking down the metrics further by assessing if they are:

- **Engagement-based:** Engagement-based metrics measure the degree of commitment and the level of interaction with key stakeholders to achieve outcome-based metrics.
- **Process-based:** Process-metrics are the specific steps in a process that lead — either positively or negatively — to a particular outcome-based metric.
- **Outcome-based:** Outcome-based metrics provide a way of measuring effectiveness and determining success from the point of view of businesses, investors and stakeholders.

It is important to understand all the activities that are undertaken to compete to measure performance. Many factors will be essential to the success of the organization, and as such the following measurements have been outlined, but the numbers for each should be developed with the staff and board in collaboration.

In developing specific targets, the percentage metrics should align with realistic measures. The goal is to evaluate these elements along with the creation of jobs and investment to paint a clear picture of how well the organization is representing Escambia County.

BUSINESS RECRUITMENT

Information Technology & Cybersecurity

- Share implementation highlights at least one per quarter *(Implement, Engagement-Based)*
- Develop and share sector highlights at least one per quarter *(Implement, Engagement-Based)*

PREPARE

- Annually visit with 10 existing companies in the sector *(Implement, Outcome-Based)*
- Increase number of new procurement opportunities generated for cybersecurity businesses by one per year
- Increase number of federal contract awards for local companies by two per year *(Advocate, Engagement-Based)*
- Increase participation of companies that participate in roundtable activities with a goal of 90% attendance (Companies represented at roundtable events divided by total number of companies in the sector identified by FloridaWest.) *(Implement, Outcome-Based)*
- Development of a feasibility plan for additional office space at Cory Station *(Implement, Process-Based)*
- Develop plan for existing companies to access to SCIF space *(Advocate, Engagement-Based)*
- Increase total amount of square feet of occupied space in the sector by 10% over five years *(Facilitate, Process-Based)*
- Generate 50 new contacts annually through attendance at trade shows, events, etc. to create awareness *(Implement, Engagement-Based)*

PURSUE

- Announce 10 new companies/jobs in information technology in five years *(Implement, Outcome-Based)*
- Increase number of apprenticeships underway by 3% annually *(Advocate, Outcome-Based)*
- Increase number of credentials awarded for sector by 3% annually *(Advocate, Outcome-Based)*
- Increase percentage of tenants in Co:Lab in cybersecurity industry to 10% of total tenants *(Implement, Outcome-Based)*

INNOVATION

- Increase number of students enrolled in UWF and PSC programs that support information technology and cybersecurity by 10% over five years *(Advocate, Outcome-Based)*
- Increase number of graduates of these programs are employed locally by 10% over five years *(Advocate, Outcome-Based)*
- Retain 20% of existing military personnel exiting military in county/region *(Advocate, Outcome-Based)*

MARKETING

- Implement one digital and social marketing campaign for the sector with measurable results including follow up with five contacts from the campaign *(Implement, Engagement-Based)*
- Increase percentage of total prospects in this sector to 25% at each stage of selection process *(Implement, Outcome-Based)*
- Targeted outreach to remote workers to support sector *(Implement, Engagement-Based)*

RESULTS/LOCATIONS

(Establish baseline from which to measure increase)

- Increase net new jobs in the sector by 10% over five years *(Implement, Outcome-Based)*
- Increase total payroll in the sector by 10% over five years *(Implement, Outcome-Based)*
- Increase capital investment in the sector by 10% over five years *(Implement, Outcome-Based)*

COLLABORATION (PARTNERS)

- Highlight two new partnerships annually *(Implement, Engagement-Based)*

Aerospace, Aviation & Defense

- Share implementation highlights at least once per quarter *(Implement, Engagement-Based)*
- Develop and share sector highlights at least once per quarter *(Implement, Engagement-Based)*

PREPARE

- Annually visit with 10 existing companies in the sector *(Implement, Outcome-Based)*
- Increase the inventory of ready sites available for this sector including parcels of 50 acres or less, 51-100, 100+ acres *(Facilitate, Process-Based)*

PURSUE

- Announce 10 new or expanding companies in aerospace, aviation and defense over five years *(Implement, Outcome-Based)*
- Increase the number of apprenticeships underway by 5% annually *(Advocate, Outcome-Based)*
- Increase the number of credentials awarded in sector by 5% annually *(Advocate, Outcome-Based)*

INNOVATION

- Increase the number of students enrolled in UWF, PSC and K-12 programs that support sector by 10% over five years *(Advocate, Outcome-Based)*
- Increase the number of graduates of these programs are employed locally by 10% over five years *(Advocate, Outcome-Based)*
- Retain 20% of existing military personnel that stay in county/region *(Advocate, Outcome-Based)*

MARKETING

- Implement one digital and social marketing campaign for the sector with measurable results including follow up with five contacts from the campaign. *(Implement, Engagement-Based)*
- Increase percentage of total prospects in this sector to 25% at each stage of selection process *(Implement, Outcome-Based)*

RESULTS/LOCATIONS

(Establish baseline from which to measure increase)

- Increase net new jobs in the sector by 10% over five years *(Implement, Outcome-Based)*
- Increase total payroll in the sector by 10% over five years *(Implement, Outcome-Based)*
- Increase capital investment in the sector by 10 percent over five years *(Implement, Outcome-Based)*

COLLABORATION (PARTNERS)

- Highlight two new partnerships annually *(Implement, Engagement-Based)*

Manufacturing & Chemical

- Share implementation highlights at least one per quarter *(Implement, Engagement-Based)*
- Develop and share sector highlights at least one per quarter *(Implement, Engagement-Based)*

PREPARE

- Annually visit with five existing companies in the sector *(Implement, Outcome-Based)*
- Progress of formalized terms for purchase agreements at The Bluffs *(Implement, Process-Based)*
- Create pro forma examples of heavy process water users and the value to different industry types. Create phases and budget for full development of The Bluffs *(Implement, Process-Based)*
- Percentage of completion of The Bluffs based on phases *(Implement, Process-Based)*
- Increase the number of ready sites available for this sector by 10% including parcels of 50 acres or less, 51-100, 100+ acres *(Facilitate, Process-Based)*

PURSUE

- Announce five new or expanding companies of companies/jobs in manufacturing and chemical *(Implement, Outcome-Based)*
- Increase the number of companies/jobs in manufacturing and chemical by 10% over five years *(Implement, Outcome-Based)*
- Increase in the number of companies in sector *(Implement, Outcome-Based)*
- Year over year increases/decreases in numbers of jobs and wages *(Implement, Outcome-Based)*
- Number of apprenticeships underway *(Advocate, Outcome-Based)*
- Credentials awarded for sector *(Advocate, Outcome-Based)*

INNOVATION

- Increase the number of students enrolled in UWF, PSC, K-12 programs that support sector by 10% over five years *(Advocate, Outcome-Based)*
- Increase the number of graduates of these programs are employed locally by 10% over five years *(Advocate, Outcome-Based)*
- Retain 10% of existing military personnel that stay in county/region to support the sector *(Advocate, Outcome-Based)*

MARKETING

- Identification and targeting of fifty companies that are heavy process water users for specific ongoing marketing *(Implement, Process-Based)*
- Implement one digital and social marketing campaign for the sector with measurable results including follow up with five contacts from the campaign. *(Implement, Engagement-Based)*
- Increase percentage of total prospects in this sector to 25% at each stage of selection process *(Implement, Outcome-Based)*

RESULTS/LOCATIONS

(Establish baseline from which to measure increase)

- Increase net new jobs in the sector by 10% over five years *(Implement, Outcome-Based)*
- Increase total payroll in the sector by 10% over five years *(Implement, Outcome-Based)*
- Increase capital investment in the sector by 10 percent over five years *(Implement, Outcome-Based)*

COLLABORATION (PARTNERS)

- Highlight two new partnerships annually *(Implement, Engagement-Based)*

BUSINESS RETENTION AND EXPANSION

- Share implementation highlights at least one per quarter *(Implement, Engagement-Based)*
- Develop and share sector highlights at least one per quarter *(Implement, Engagement-Based)*

PREPARE

- Sixty visits per year with existing companies including those in targeted sectors
- Develop three to five key trends identified by visits *(Implement, Engagement-Based)*

PURSUE

- Increase the number of companies, jobs, payroll by 10% over five years (*Implement, Outcome-Based)*
- Announce five new expansions with increased jobs, wages and capital investment over five years (*Implement, Outcome-Based)*

INNOVATION

- Increase the number of students enrolled in UWF, PSC, K-12 programs that support sector by 10% over five years *(Advocate, Outcome-Based)*

- Increase the number of graduates of these programs are employed locally by 10% over five years *(Advocate, Outcome-Based)*
- Retain 10% of existing military personnel that stay in county/region to support the sector *(Advocate, Outcome-Based)*

MARKETING

- Implement one digital and social marketing campaign for sector with measurable results including follow up with five contacts from the campaign. *(Implement, Engagement-Based)*
- Increase the number of expansion/retention projects by 20% over five years *(Implement, Outcome-Based)*
- Market to specific talent for relocation to area for open positions *(Facilitate, Engagement-Based)*

RESULTS/LOCATIONS

(Establish baseline from which to measure increase)

- Increase by 10% the number of net new jobs from exiting industry *(Implement, Outcome-Based)*
- Increase new payroll by 10% *(Implement, Outcome-Based)*
- Increase overall private capital investment by existing industries by 25% over five years (*Implement, Outcome-Based)*

COLLABORATION (PARTNERS)

- Highlight two new partnerships annually *(Implement, Engagement-Based)*

INNOVATION & ENTREPRENEURSHIP

- Share implementation highlights at least one per quarter *(Implement, Engagement-Based)*
- Progress reports of fostering the entrepreneurial ecosystem twice a year *(Facilitate, Engagement-Based)*

PREPARE

- Prepare asset map and measure number of participants utilizing each asset within 18 months *(Facilitate, Process-Based)*
- Map progress of startups moving through the lattice work of programs within 18 months *(Facilitate, Process-Based)*

PURSUE

- Increase the number of individuals completing entrepreneurial training programs 10% annually *(Facilitate, Outcome-Based)*

INNOVATION

- Identify three potential innovation opportunities with existing businesses and business recruitment targets annually *(Facilitate, Outcome-Based)*

MARKETING

- Implement one digital and social marketing campaign for sector with measurable results including 10 entrepreneurs to relocate to county annually *(Facilitate, Process-Based)*
- Number of expansion/retention projects *(Implement, Outcome-Based)*

RESULTS/LOCATIONS

- Increase the number of businesses startups after training by 25% annually *(Facilitate, Process-Based)*
- Overall increase in tenants in Co:Lab by industry sector/targeted industry sector annually each year over five years *(Implement, Outcome-Based)*
- Increase the number of new business startups by 10% annually *(Advocate, Outcome-Based)*
- Increase of the number of business licenses issued annually *(Advocate, Outcome-Based)*

COLLABORATION (PARTNERS)

- Highlight two new partnerships annually *(Implement, Engagement-Based)*

THANK YOU

VISIONFIRST ADVISORS

3800 Esplanade Way, Suite 195

Tallahassee, Florida 32311

(850) 558-6900

PEDC Financial Statements

PEDC

Statement of Financial Position

As of September 30, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking Account	0.00
1010 Checking - PNC Bank	0.00
1012 Checking - Hancock Bank	815,738.13
1100 Money Market	0.00
1111 HW Money Market	0.00
Total Bank Accounts	**$815,738.13**
Accounts Receivable	
1200 Accounts Receivable	96,913.40
1250 EDA Grant Receivable	0.00
Total Accounts Receivable	**$96,913.40**
Other Current Assets	
1110 Oppenheimer Fund	0.00
12000 Undeposited Funds	0.00
1300 Due from Tech Park - County	0.00
1480 Prepaid Expense	10,248.17
Total Other Current Assets	**$10,248.17**
Total Current Assets	**$922,899.70**
Fixed Assets	
1500 Land	8,325,000.00
1500-01 Land - Pegasus	300,000.00
Total 1500 Land	**8,625,000.00**
1600 Land Improvements - Tech Park	3,243,106.03
1700 Building - Pegasus	8,100,000.00
1700-01 Accumulated Depreciation - Pega	0.00
Total 1700 Building - Pegasus	**8,100,000.00**
1799 Allowance for Fair Value Adj	-5,718,106.03
Total Fixed Assets	**$14,250,000.00**
Other Assets	
1400 Rent Receivable	2,539,588.04
Total Other Assets	**$2,539,588.04**
TOTAL ASSETS	**$17,712,487.74**

PEDC

Statement of Financial Position

As of September 30, 2022

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	0.00
2100a Accounts Payable Audit Entries	0.00
Total 2100 Accounts Payable	**0.00**
2500 Sales Tax Payable	2,232.85
Total Accounts Payable	**$2,232.85**
Other Current Liabilities	
2100-1 Acct sPayable Other	0.00
2110 Oppenheimer Fund Payable	0.00
2120 Tech Park Payable - County	0.00
2122 Tech Park Payable - County LOC	2,332,284.00
2130 Tech Park Payable - City	0.00
2140 Grant Funding payable - County	0.00
2200 Reserve for Incentives	0.00
Florida Department of Revenue Payable	0.00
Total Other Current Liabilities	**$2,332,284.00**
Total Current Liabilities	**$2,334,516.85**
Long-Term Liabilities	
2800 Deferred Revenues	2,528,794.00
2810 Deferred Grant Income - Pegasus	2,500,000.10
2900 Due to Pegasus	5,780,913.63
Total Long-Term Liabilities	**$10,809,707.73**
Total Liabilities	**$13,144,224.58**
Equity	
3200 Retained Earnings - Prior	0.00
32000 Unrestricted Net Assets	4,302,906.59
3201 Net Assets Held for Retire Bene	0.00
3202 Economic Development Projects	61,198.00
3203 Commerce Park Impr/Mktg	52,309.20
Net Revenue	151,849.37
Total Equity	**$4,568,263.16**
TOTAL LIABILITIES AND EQUITY	**$17,712,487.74**

PEDC

Statement of Activity

October 2021 - September 2022

	TOTAL
Revenue	
4000 City of Pensacola Income	175,000.00
4100 Escambia County Income	600,000.00
4400 Foreign Trade Zone Income	1,469.00
4500 Tech Park Income	2,377.00
4520 FOIL Income (The Bluffs)	47,413.80
4520-01 FOIL DEO Grant	0.00
4520-02 FOIL FDOT Grant	234,508.20
Total 4520 FOIL Income (The Bluffs)	**281,922.00**
4600 Pegasus Income	109,944.90
4600-02 Pegasus Admin Fee	5,000.00
4600-04 Pegasus Legal Fee	0.00
4600-05 Pegasus Interest Income	51,766.94
Total 4600 Pegasus Income	**166,711.84**
4750 Misc Grant Income	35,000.00
4800 Interest Income	1,048.74
Total Revenue	**$1,263,528.58**
GROSS PROFIT	**$1,263,528.58**
Expenditures	
5004 Economic Development	675,000.00
5010 Foreign Trade Zone	1,250.00
5100 Audit Fees	7,310.61
5310 Insurance - D&O Liability	773.38
5320 Legal Expenses	3,395.00
5330 Bank Service Charges	523.29
5340 Special District Fees	175.00
5400 Technology Park Expenses	2,112.09
5400-01 Tech Park Utilities	1,228.61
5400-02 Tech Park Landscaping	18,871.70
5400-03 Tech Park Security	2,672.00
5400-05 Tech Park Legal Expenses	2,465.50
5400-06 Tech Park Interest Expense	18,006.00
Total 5400 Technology Park Expenses	**45,355.90**
5420 FOIL Expenses (The Bluffs)	214.50
5420-05 FOIL Legal Expenses	2,065.00
5420-11 FOIL Master Planning	272,490.00
5420-12 FOIL Project Mgmt Expenses	5,670.00
Total 5420 FOIL Expenses (The Bluffs)	**280,439.50**
5500 New Project Expense	7,740.66
5500a Project Pioneer	2,136.68
Total 5500 New Project Expense	**9,877.34**

PEDC

Statement of Activity

October 2021 - September 2022

	TOTAL
5600 Miscellaneous Expense	812.25
5700 DEO Grant Expense	35,000.00
5750 Pegasus Expense	
5750-01 Pegasus Mortgage Expense	51,766.94
5750-03 Depreciation Expense - Pegasus	0.00
Total 5750 Pegasus Expense	**51,766.94**
Total Expenditures	**$1,111,679.21**
NET OPERATING REVENUE	**$151,849.37**
NET REVENUE	**$151,849.37**

PEDC

Statement of Financial Position

As of September 30, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking Account	0.00
1010 Checking - PNC Bank	0.00
1012 Checking - Hancock Bank	815,738.13
1100 Money Market	0.00
1111 HW Money Market	0.00
Total Bank Accounts	**$815,738.13**
Accounts Receivable	
1200 Accounts Receivable	96,913.40
1250 EDA Grant Receivable	0.00
Total Accounts Receivable	**$96,913.40**
Other Current Assets	
1110 Oppenheimer Fund	0.00
12000 Undeposited Funds	0.00
1300 Due from Tech Park - County	0.00
1480 Prepaid Expense	10,248.17
Total Other Current Assets	**$10,248.17**
Total Current Assets	**$922,899.70**
Fixed Assets	
1500 Land	8,325,000.00
1500-01 Land - Pegasus	300,000.00
Total 1500 Land	**8,625,000.00**
1600 Land Improvements - Tech Park	3,243,106.03
1700 Building - Pegasus	8,100,000.00
1700-01 Accumulated Depreciation - Pega	0.00
Total 1700 Building - Pegasus	**8,100,000.00**
1799 Allowance for Fair Value Adj	-5,718,106.03
Total Fixed Assets	**$14,250,000.00**
Other Assets	
1400 Rent Receivable	2,539,588.04
Total Other Assets	**$2,539,588.04**
TOTAL ASSETS	**$17,712,487.74**

PEDC

Statement of Financial Position

As of September 30, 2022

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	0.00
2100a Accounts Payable Audit Entries	0.00
Total 2100 Accounts Payable	**0.00**
2500 Sales Tax Payable	2,232.85
Total Accounts Payable	**$2,232.85**
Other Current Liabilities	
2100-1 Acct sPayable Other	0.00
2110 Oppenheimer Fund Payable	0.00
2120 Tech Park Payable - County	0.00
2122 Tech Park Payable - County LOC	2,332,284.00
2130 Tech Park Payable - City	0.00
2140 Grant Funding payable - County	0.00
2200 Reserve for Incentives	0.00
Florida Department of Revenue Payable	0.00
Total Other Current Liabilities	**$2,332,284.00**
Total Current Liabilities	**$2,334,516.85**
Long-Term Liabilities	
2800 Deferred Revenues	2,528,794.00
2810 Deferred Grant Income - Pegasus	2,500,000.10
2900 Due to Pegasus	5,780,913.63
Total Long-Term Liabilities	**$10,809,707.73**
Total Liabilities	**$13,144,224.58**
Equity	
3200 Retained Earnings - Prior	0.00
32000 Unrestricted Net Assets	4,302,906.59
3201 Net Assets Held for Retire Bene	0.00
3202 Economic Development Projects	61,198.00
3203 Commerce Park Impr/Mktg	52,309.20
Net Revenue	151,849.37
Total Equity	**$4,568,263.16**
TOTAL LIABILITIES AND EQUITY	**$17,712,487.74**

PEDC

Statement of Cash Flows

October 2021 - September 2022

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	151,849.37
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
1200 Accounts Receivable	-96,913.40
1480 Prepaid Expense	-10,248.17
2100 Accounts Payable	0.00
2100a Accounts Payable:Accounts Payable Audit Entries	-168,750.00
2500 Sales Tax Payable	2,232.85
2100-1 Acct sPayable Other	168,750.00
2122 Tech Park Payable - County LOC	22,336.00
Florida Department of Revenue Payable	0.00
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**-82,592.72**
Net cash provided by operating activities	**$69,256.65**
INVESTING ACTIVITIES	
1500-01 Land:Land - Pegasus	-300,000.00
1700 Building - Pegasus	-8,100,000.00
1700-01 Building - Pegasus:Accumulated Depreciation - Pega	0.00
1400 Rent Receivable	-2,539,588.04
Net cash provided by investing activities	**$ -10,939,588.04**
FINANCING ACTIVITIES	
2800 Deferred Revenues	2,528,794.00
2810 Deferred Grant Income - Pegasus	2,500,000.10
2900 Due to Pegasus	5,780,913.63
32000 Unrestricted Net Assets	-8,236.00
Net cash provided by financing activities	**$10,801,471.73**
NET CASH INCREASE FOR PERIOD	**$ -68,859.66**
Cash at beginning of period	884,597.79
CASH AT END OF PERIOD	**$815,738.13**

PEDC

Statement of Activity

October 2022 - September 2023

	TOTAL
Revenue	
4000 City of Pensacola Income	175,000.00
4100 Escambia County Income	600,000.00
4500 Tech Park Income	17,185.00
4520 FOIL Income (The Bluffs)	
4520-02 FOIL FDOT Grant	102,303.00
Total 4520 FOIL Income (The Bluffs)	**102,303.00**
4600 Pegasus Income	263,868.00
4600-02 Pegasus Admin Fee	12,000.00
4600-05 Pegasus Interest Income	110,391.65
Total 4600 Pegasus Income	**386,259.65**
4800 Interest Income	22,169.06
4950 Miscellaneous	2,592.85
Total Revenue	**$1,305,509.56**
GROSS PROFIT	**$1,305,509.56**
Expenditures	
5004 Economic Development	675,000.00
5100 Audit Fees	10,640.75
5310 Insurance - D&O Liability	7,630.62
5320 Legal Expenses	6,077.00
5340 Special District Fees	175.00
5400 Technology Park Expenses	
5400-01 Tech Park Utilities	1,125.69
5400-02 Tech Park Landscaping	17,185.00
5400-03 Tech Park Security	1,505.00
5400-05 Tech Park Legal Expenses	1,382.50
5400-06 Tech Park Interest Expense	98,418.00
Total 5400 Technology Park Expenses	**119,616.19**
5420 FOIL Expenses (The Bluffs)	352.00
5420-05 FOIL Legal Expenses	7,632.50
5420-11 FOIL Master Planning	93,716.00
5420-12 FOIL Project Mgmt Expenses	8,235.00
Total 5420 FOIL Expenses (The Bluffs)	**109,935.50**
5500 New Project Expense	5,646.50
5500a Project Pioneer	6,427.00
Total 5500 New Project Expense	**12,073.50**

PEDC

Statement of Activity

October 2022 - September 2023

	TOTAL
5750 Pegasus Expense	
5750-01 Pegasus Mortgage Expense	110,427.40
5750-03 Depreciation Expense - Pegasus	0.00
Total 5750 Pegasus Expense	**110,427.40**
Total Expenditures	**$1,051,575.96**
NET OPERATING REVENUE	**$253,933.60**
NET REVENUE	**$253,933.60**

PEDC

Statement of Financial Position

As of September 30, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking Account	0.00
1010 Checking - PNC Bank	0.00
1012 Checking - Hancock Bank	466,383.97
1100 Money Market	0.00
1111 HW Money Market	522,169.06
Total Bank Accounts	**$988,553.03**
Accounts Receivable	
1200 Accounts Receivable	21,089.00
1250 EDA Grant Receivable	0.00
Total Accounts Receivable	**$21,089.00**
Other Current Assets	
1110 Oppenheimer Fund	0.00
12000 Undeposited Funds	0.00
1300 Due from Tech Park - County	0.00
1480 Prepaid Expense	9,822.00
Total Other Current Assets	**$9,822.00**
Total Current Assets	**$1,019,464.03**
Fixed Assets	
1500 Land	8,325,000.00
1500-01 Land - Pegasus	300,000.00
Total 1500 Land	**8,625,000.00**
1600 Land Improvements - Tech Park	3,243,106.03
1700 Building - Pegasus	8,100,000.00
1700-01 Accumulated Depreciation - Pega	0.00
Total 1700 Building - Pegasus	**8,100,000.00**
1799 Allowance for Fair Value Adj	-5,718,106.03
Total Fixed Assets	**$14,250,000.00**
Other Assets	
1400 Rent Receivable	2,298,024.90
Total Other Assets	**$2,298,024.90**
TOTAL ASSETS	**$17,567,488.93**

PEDC

Statement of Financial Position

As of September 30, 2023

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	10,704.38
2100a Accounts Payable Audit Entries	0.00
Total 2100 Accounts Payable	**10,704.38**
2500 Sales Tax Payable	0.00
Total Accounts Payable	**$10,704.38**
Other Current Liabilities	
2100-1 Acct sPayable Other	0.00
2110 Oppenheimer Fund Payable	0.00
2120 Tech Park Payable - County	0.00
2122 Tech Park Payable - County LOC	2,430,702.00
2130 Tech Park Payable - City	0.00
2140 Grant Funding payable - County	0.00
2200 Reserve for Incentives	0.00
Florida Department of Revenue Payable	0.00
Total Other Current Liabilities	**$2,430,702.00**
Total Current Liabilities	**$2,441,406.38**
Long-Term Liabilities	
2800 Deferred Revenues	2,264,926.00
2810 Deferred Grant Income - Pegasus	2,500,000.10
2900 Due to Pegasus	5,538,959.69
Total Long-Term Liabilities	**$10,303,885.79**
Total Liabilities	**$12,745,292.17**
Equity	
3200 Retained Earnings - Prior	0.00
32000 Unrestricted Net Assets	4,454,755.96
3201 Net Assets Held for Retire Bene	0.00
3202 Economic Development Projects	61,198.00
3203 Commerce Park Impr/Mktg	52,309.20
Net Revenue	253,933.60
Total Equity	**$4,822,196.76**
TOTAL LIABILITIES AND EQUITY	**$17,567,488.93**

PEDC

Statement of Cash Flows

October 2022 - September 2023

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	253,933.60
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
1200 Accounts Receivable	75,824.40
1480 Prepaid Expense	426.17
2100 Accounts Payable	10,704.38
2500 Sales Tax Payable	-2,232.85
2122 Tech Park Payable - County LOC	98,418.00
Florida Department of Revenue Payable	0.00
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**183,140.10**
Net cash provided by operating activities	**$437,073.70**
INVESTING ACTIVITIES	
1700-01 Building - Pegasus:Accumulated Depreciation - Pega	0.00
1400 Rent Receivable	241,563.14
Net cash provided by investing activities	**$241,563.14**
FINANCING ACTIVITIES	
2800 Deferred Revenues	-263,868.00
2810 Deferred Grant Income - Pegasus	0.00
2900 Due to Pegasus	-241,953.94
Net cash provided by financing activities	**$ -505,821.94**
NET CASH INCREASE FOR PERIOD	**$172,814.90**
Cash at beginning of period	815,738.13
CASH AT END OF PERIOD	**$988,553.03**

PEDC

Statement of Activity

October 2023 - September 2024

	TOTAL
Revenue	
4000 City of Pensacola Income	175,000.00
4100 Escambia County Income	600,000.00
4400 Foreign Trade Zone Income	2,778.02
4520 FOIL Income (The Bluffs)	
4520-02 FOIL FDOT Grant	678,566.27
Total 4520 FOIL Income (The Bluffs)	**678,566.27**
4600 Pegasus Income	263,867.93
4600-02 Pegasus Admin Fee	12,000.00
4600-03 Pegasus Sales Tax	0.11
4600-05 Pegasus Interest Income	115,468.61
Total 4600 Pegasus Income	**391,336.65**
4800 Interest Income	28,259.91
4950 Miscellaneous	360.00
Total Revenue	**$1,876,300.85**
GROSS PROFIT	**$1,876,300.85**
Expenditures	
5004 Economic Development	675,000.00
5100 Audit Fees	9,200.00
5310 Insurance - D&O Liability	6,988.19
5320 Legal Expenses	6,077.00
5400 Technology Park Expenses	
5400-01 Tech Park Utilities	851.22
5400-02 Tech Park Landscaping	17,405.69
5400-03 Tech Park Security	2,520.00
5400-05 Tech Park Legal Expenses	2,757.50
5400-06 Tech Park Interest Expense	115,291.00
Total 5400 Technology Park Expenses	**138,825.41**
5420 FOIL Expenses (The Bluffs)	
5420-05 FOIL Legal Expenses	1,210.00
5420-11 FOIL Master Planning	664,526.32
5420-12 FOIL Project Mgmt Expenses	15,120.00
Total 5420 FOIL Expenses (The Bluffs)	**680,856.32**
5500 New Project Expense	12,773.50
5500a Project Pioneer	3,000.00
Total 5500 New Project Expense	**15,773.50**
5600 Miscellaneous Expense	2,698.00

PEDC

Statement of Activity

October 2023 - September 2024

	TOTAL
5750 Pegasus Expense	
5750-01 Pegasus Mortgage Expense	115,468.58
5750-03 Depreciation Expense - Pegasus	0.00
Total 5750 Pegasus Expense	**115,468.58**
Total Expenditures	**$1,650,887.00**
NET OPERATING REVENUE	**$225,413.85**
NET REVENUE	**$225,413.85**

PEDC

Statement of Financial Position

As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking Account	0.00
1010 Checking - PNC Bank	0.00
1012 Checking - Hancock Bank	531,053.27
1100 Money Market	0.00
1111 HW Money Market	550,428.97
Total Bank Accounts	**$1,081,482.24**
Accounts Receivable	
1200 Accounts Receivable	0.00
1250 EDA Grant Receivable	0.00
Total Accounts Receivable	**$0.00**
Other Current Assets	
1110 Oppenheimer Fund	0.00
12000 Undeposited Funds	0.00
1201 Unbilled Revenue	121,264.00
1300 Due from Tech Park - County	0.00
1480 Prepaid Expense	0.00
Total Other Current Assets	**$121,264.00**
Total Current Assets	**$1,202,746.24**
Fixed Assets	
1500 Land	8,325,000.00
1500-01 Land - Pegasus	300,000.00
Total 1500 Land	**8,625,000.00**
1600 Land Improvements - Tech Park	3,243,106.03
1700 Building - Pegasus	8,100,000.00
1700-01 Accumulated Depreciation - Pega	0.00
Total 1700 Building - Pegasus	**8,100,000.00**
1799 Allowance for Fair Value Adj	-5,718,106.03
Total Fixed Assets	**$14,250,000.00**
Other Assets	
1400 Rent Receivable	2,051,290.55
Total Other Assets	**$2,051,290.55**
TOTAL ASSETS	**$17,504,036.79**

PEDC

Statement of Financial Position

As of September 30, 2024

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 Accounts Payable	35,025.46
2100a Accounts Payable Audit Entries	0.00
Total 2100 Accounts Payable	**35,025.46**
2500 Sales Tax Payable	0.28
Total Accounts Payable	**$35,025.74**
Other Current Liabilities	
2100-1 Acct sPayable Other	0.00
2100-2 Accrued Liabilities	58,961.00
2110 Oppenheimer Fund Payable	0.00
2120 Tech Park Payable - County	0.00
2122 Tech Park Payable - County LOC	2,545,993.00
2130 Tech Park Payable - City	0.00
2140 Grant Funding payable - County	0.00
2200 Reserve for Incentives	0.00
Florida Department of Revenue Payable	0.00
Total Other Current Liabilities	**$2,604,954.00**
Total Current Liabilities	**$2,639,979.74**
Long-Term Liabilities	
2800 Deferred Revenues	2,001,044.00
2810 Deferred Grant Income - Pegasus	2,500,000.10
2900 Due to Pegasus	5,312,552.34
Total Long-Term Liabilities	**$9,813,596.44**
Total Liabilities	**$12,453,576.18**
Equity	
3200 Retained Earnings - Prior	0.00
32000 Unrestricted Net Assets	4,711,539.56
3201 Net Assets Held for Retire Bene	0.00
3202 Economic Development Projects	61,198.00
3203 Commerce Park Impr/Mktg	52,309.20
Net Revenue	225,413.85
Total Equity	**$5,050,460.61**
TOTAL LIABILITIES AND EQUITY	**$17,504,036.79**

PEDC

Statement of Cash Flows

October 2023 - September 2024

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	225,413.85
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
1200 Accounts Receivable	21,089.00
1201 Unbilled Revenue	-121,264.00
1480 Prepaid Expense	9,822.00
2100 Accounts Payable	24,321.08
2500 Sales Tax Payable	0.28
2100-2 Accrued Liabilities	58,961.00
2122 Tech Park Payable - County LOC	115,291.00
Florida Department of Revenue Payable	0.00
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**108,220.36**
Net cash provided by operating activities	**$333,634.21**
INVESTING ACTIVITIES	
1700-01 Building - Pegasus:Accumulated Depreciation - Pega	0.00
1400 Rent Receivable	246,734.35
Net cash provided by investing activities	**$246,734.35**
FINANCING ACTIVITIES	
2800 Deferred Revenues	-263,882.00
2810 Deferred Grant Income - Pegasus	0.00
2900 Due to Pegasus	-226,407.35
32000 Unrestricted Net Assets	2,850.00
Net cash provided by financing activities	**$ -487,439.35**
NET CASH INCREASE FOR PERIOD	**$92,929.21**
Cash at beginning of period	988,553.03
CASH AT END OF PERIOD	**$1,081,482.24**

FWEDA Financial Statements

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2021 - September 2022

	TOTAL
Revenue	
4000 Membership Dues	200,000.00
4200 Investor Membership Dues	30,000.00
4410 Non-Dues Income (deleted)	45,000.00
4420 City of Pensacola Income	150,000.00
4430 PEDC	675,000.00
4500 CoLab Rental Income	57,987.62
4501 CoLab Cleaning Fee	4,744.00
4505 CoLab Sales Tax	548.86
4506 CoLab Bounced Checks	-528.25
Total 4500 CoLab Rental Income	**62,752.23**
4512 Miscellaneous Income (deleted)	20.00
4513 CD Interest Income	
4514 21 Month Private CD 2140 Int (deleted)	33.16
4515 6 Month Private CD 2138 Int (deleted)	2.47
Total 4513 CD Interest Income	**35.63**
Total Revenue	**$1,162,807.86**
GROSS PROFIT	**$1,162,807.86**
Expenditures	
5005 Bank & Credit Card Fees	621.34
5060 Marketing, Adv & Promo/Investor	37,543.00
5061 Marketing - Website	7,935.53
5062 Business Development	5,527.53
5063 Prospect Development	8,635.29
5064 Consulting	78,000.00
5065 Tradeshows	9,760.24
5066 Talent Attraction Marketing	4,709.40
5559a Workforce Grant (deleted)	0.00
Total 5066 Talent Attraction Marketing	**4,709.40**
5068 Cyber Coast	14,882.00
Total 5060 Marketing, Adv & Promo/Investor	**166,992.99**
5070 Database/Research	18,155.37
5100 Accounting Expense	12,000.00
5100a Accounting Fees	2,750.00
5100b Auditing Fees	12,000.00
Total 5100 Accounting Expense	**26,750.00**
5105 Legal Fees	16,650.00
5120 Auto Expense	9,990.24
5140 Business Travel	28,456.83
5190 Depreciation Expense	6,070.00
5200 Dues & Subscriptions	6,984.07

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2021 - September 2022

	TOTAL
5310 Insur-D&O/Liab/Umbrella/EPLI	6,463.61
5410 Maint & Repair- Computers	196.21
5411 Data Revolution Subscription	18,563.73
5412 Quickbooks Subscription	4,216.41
Total 5410 Maint & Repair- Computers	**22,976.35**
5441 Non - Meal Meeting Expense	2,664.57
5500 CoLab Expenses	
5500-11 CoLab Hurricane Renovations (deleted)	38,833.59
5501 Cleaning Fees	13,047.10
5502 CoLab IT Expense	
5500-02a Internet (deleted)	5,168.89
5500-02b IT Monthly Fee (deleted)	7,425.57
5500-02c Extra IT Services (deleted)	731.88
Total 5502 CoLab IT Expense	**13,326.34**
5503 CoLab Building Expense	3,466.00
5500-01 CoLab Rent Expense (deleted)	52,047.50
5500-03c Moving Expense - CoLab (deleted)	2,037.46
Total 5503 CoLab Building Expense	**57,550.96**
5504 Water Delivery-Monthly	1,161.00
5505 CoLab Insurance	2,519.70
5506 CoLab RJ Young	5,930.38
5507 CoLab Supplies	453.17
5500-06 CoLab Supply (deleted)	2,008.86
5500-07c Policy Board (deleted)	239.05
5500-07d EEG (deleted)	389.54
Total 5507 CoLab Supplies	**3,090.62**
5508 Taco Thursday	4,259.93
5509 CoLab Marketing	8,574.51
5511 CoLab Dues	695.00
5512 CoLab QuickBooks Fee	436.00
Total 5500 CoLab Expenses	**149,425.13**
5600 Miscellaneous Expense	-622.75
5610 Postage	280.98
5700 Employee Wages & Benefits	
5340 Insurance - Disability & Life (deleted)	5,670.93
5701 Salary	575,172.26
5702 Payroll Taxes & Workers' Comp	43,011.69
5703 401K	16,411.34
5704 Insurance	73,395.51
5705 Landrum Fees	13,323.65
5706 Employee Christmas Club Match	1,050.00
5707 Staff Education	895.19

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2021 - September 2022

	TOTAL
5708 Employee Drug Testing & Backgro	30.00
Total 5700 Employee Wages & Benefits	**728,960.57**
5800 Supplies	1,938.00
5915 Telephone	3,525.21
5925 Cell Phones	6,723.09
5954 RJ Young	722.28
5980 Rent Expense	
5980-1 Office Space Rent (deleted)	49,672.67
Total 5980 Rent Expense	**49,672.67**
6000 Professional Services	55,400.01
Total Expenditures	**$1,308,800.56**
NET OPERATING REVENUE	**$ -145,992.70**
NET REVENUE	**$ -145,992.70**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking- Private Hancock -363	85,911.65
1010 Checking - Public Hancock- 355	80,249.48
Total Bank Accounts	**$166,161.13**
Accounts Receivable	
11000 Accounts Receivable	0.00
Total Accounts Receivable	**$0.00**
Other Current Assets	
1100 90 Day Private CD - 2136	0.00
1150 6 Month Private CD - 2138	0.00
1175 21 Month Private CD - 2140	0.00
1195 Brokered Private CD's	300,000.00
12000 Undeposited Funds	0.00
1300 Prepaid Rent	23,827.50
1400 Due from Chamber	0.00
1425 Due from Public Account	0.00
1500 Due from PEDC	0.00
Total Other Current Assets	**$323,827.50**
Total Current Assets	**$489,988.63**
Fixed Assets	
1600 Furniture and Fixtures	43,931.73
1650 Computers	27,092.11
1655 Leasehold Improvements	0.00
1700 Accum Depreciation Computers	-22,660.31
1701 Accum Depreciation Furn & Fix	-30,033.41
1702 Accum Depr-Leasehold Improvemen	0.00
1750 Construction in Progress	0.00
Total Fixed Assets	**$18,330.12**
Other Assets	
1800 Security Deposit	1,000.00
1900 Verizon Deposit	0.00
Total Other Assets	**$1,000.00**
TOTAL ASSETS	**$509,318.75**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2022

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Account Payable	-19,511.85
2000a Accounts Payable Audit Entries	24,163.04
Total 2000 Account Payable	**4,651.19**
Total Accounts Payable	**$4,651.19**
Other Current Liabilities	
2300 Other Payables	20,883.00
2350 Christmas Club Payable	4,800.00
Total 2300 Other Payables	**25,683.00**
2301 Deferred Revenue	0.00
2400 Payroll Liabilities	31,986.00
2450 Due to Chamber	0.00
Total Other Current Liabilities	**$57,669.00**
Total Current Liabilities	**$62,320.19**
Total Liabilities	**$62,320.19**
Equity	
3150 Temp. Restricted Net Assets	0.00
3200 Unrestricted Net Assets	592,991.26
3201 Net Assets wtih Donor Restricti	0.00
Net Revenue	-145,992.70
Total Equity	**$446,998.56**
TOTAL LIABILITIES AND EQUITY	**$509,318.75**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Cash Flows

October 2021 - September 2022

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	-145,992.70
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
11000 Accounts Receivable	10,000.00
1150 6 Month Private CD - 2138	100,000.00
1175 21 Month Private CD - 2140	100,000.00
1300 Prepaid Rent	-5,077.50
2000 Account Payable	4,230.00
2300 Other Payables	-8,579.00
2301 Deferred Revenue	-40,000.00
2350 Other Payables:Christmas Club Payable	-4,150.00
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**156,423.50**
Net cash provided by operating activities	**$10,430.80**
INVESTING ACTIVITIES	
1600 Furniture and Fixtures	1,342.00
1650 Computers	-1,113.97
1700 Accum Depreciation Computers	2,043.00
1701 Accum Depreciation Furn & Fix	2,685.00
Net cash provided by investing activities	**$4,956.03**
FINANCING ACTIVITIES	
3200 Unrestricted Net Assets	29,107.00
Net cash provided by financing activities	**$29,107.00**
NET CASH INCREASE FOR PERIOD	**$44,493.83**
Cash at beginning of period	121,667.30
CASH AT END OF PERIOD	**$166,161.13**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2022 - September 2023

	TOTAL
Revenue	
4000 Membership Dues	200,000.00
4200 Investor Membership Dues	40,000.00
4410 Non-Dues Income (deleted)	
4410a First Place Partners (deleted)	-10,000.00
Total 4410 Non-Dues Income (deleted)	**-10,000.00**
4420 City of Pensacola Income	150,000.00
4430 PEDC	675,000.00
4500 CoLab Rental Income	90,270.83
4501 CoLab Cleaning Fee	6,162.06
4505 CoLab Sales Tax	299.89
4506 CoLab Bounced Checks	-1,033.00
4507 CoLab Sponsorships (deleted)	5,000.00
Total 4500 CoLab Rental Income	**100,699.78**
4512 Miscellaneous Income (deleted)	355.00
4513 CD Interest Income	7,823.48
4517 (deleted)	565.22
Total 4513 CD Interest Income	**8,388.70**
Total Revenue	**$1,164,443.48**
GROSS PROFIT	**$1,164,443.48**
Expenditures	
5005 Bank & Credit Card Fees	134.55
5060 Marketing, Adv & Promo/Investor	25,817.25
5061 Marketing - Website	26,287.57
5062 Business Development	809.99
5060b1 BD Meals and Entertainment (deleted)	5,403.34
Total 5062 Business Development	**6,213.33**
5063 Prospect Development	150.15
5060c1 PD Meals and Entertainment (deleted)	3,341.07
Total 5063 Prospect Development	**3,491.22**
5064 Consulting	25,807.00
5065 Tradeshows	6,934.00
5066 Talent Attraction Marketing	1,000.00
5068 Cyber Coast	4,274.74
56801 Cyber Meals and Entertainment (deleted)	7,753.57
Total 5068 Cyber Coast	**12,028.31**
Total 5060 Marketing, Adv & Promo/Investor	**107,578.68**
5070 Database/Research	21,093.24

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2022 - September 2023

	TOTAL
5100 Accounting Expense	
5100a Accounting Fees	15,070.00
5100b Auditing Fees	16,558.52
Total 5100 Accounting Expense	**31,628.52**
5105 Legal Fees	20,640.00
5120 Auto Expense	6,932.10
5140 Business Travel	1,322.90
5140c Flights - Domestic (deleted)	4,081.30
5140d Transportation - Domestic (deleted)	4,390.57
5140e BT Meals and Entertainment (deleted)	1,328.90
5141 International	
5140h Flights - International (deleted)	2,449.95
Total 5141 International	**2,449.95**
5142 Domestic	7,844.89
Total 5140 Business Travel	**21,418.51**
5190 Depreciation Expense	5,699.00
5200 Dues & Subscriptions	7,960.08
5310 Insur-D&O/Liab/Umbrella/EPLI	7,454.92
5410 Maint & Repair- Computers	
5411 Data Revolution Subscription	17,853.04
5412 Quickbooks Subscription	6,852.96
Total 5410 Maint & Repair- Computers	**24,706.00**
5440 Meals and Entertainment	2,410.33
5441 Non - Meal Meeting Expense	475.00
5500 CoLab Expenses	
5500-10 CoLab Miscellaneous Expense (deleted)	15.00
5501 Cleaning Fees	14,233.20
5502 CoLab IT Expense	257.09
5500-02a Internet (deleted)	4,792.68
5500-02b IT Monthly Fee (deleted)	11,655.45
5500-02c Extra IT Services (deleted)	505.00
Total 5502 CoLab IT Expense	**17,210.22**
5503 CoLab Building Expense	2,124.65
5500-01 CoLab Rent Expense (deleted)	56,862.50
Total 5503 CoLab Building Expense	**58,987.15**
5504 Water Delivery-Monthly	147.20
5505 CoLab Insurance	2,187.00
5506 CoLab RJ Young	3,726.37

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2022 - September 2023

	TOTAL
5507 CoLab Supplies	1,048.55
5500-06 CoLab Supply (deleted)	2,945.75
5500-06a Coffee (deleted)	20.36
Total 5500-06 CoLab Supply (deleted)	**2,966.11**
5500-07b Nitty Gritty (deleted)	260.44
5500-07c Policy Board (deleted)	531.98
5500-07d EEG (deleted)	230.48
Total 5507 CoLab Supplies	**5,037.56**
5508 Taco Thursday	4,394.07
5509 CoLab Marketing	12,911.40
5510 CoLab Meals	49.28
5512 CoLab QuickBooks Fee	599.00
5513 CoLab Bad Debt Expense	10,000.00
5514 CoLab Legal Fees	5,910.00
Total 5500 CoLab Expenses	**135,407.45**
5600 Miscellaneous Expense	3,972.90
5610 Postage	725.29
5700 Employee Wages & Benefits	-7,259.00
5340 Insurance - Disability & Life (deleted)	275.34
5701 Salary	472,093.66
5702 Payroll Taxes & Workers' Comp	35,257.67
5703 401K	10,399.17
5704 Insurance	54,237.40
5705 Landrum Fees	10,545.17
5706 Employee Christmas Club Match	600.00
5707 Staff Education	1,000.00
5708 Employee Drug Testing & Backgro	53.00
SCG-200 Program Payroll-Audit	-198,929.00
Total 5700 Employee Wages & Benefits	**378,273.41**
5800 Supplies	2,501.75
5915 Telephone	3,275.00
5925 Cell Phones	6,454.43
5954 RJ Young	167.83
5980 Rent Expense	
5980-1 Office Space Rent (deleted)	3,347.85
5980-3 Cabeling Expense (deleted)	350.00
Total 5980 Rent Expense	**3,697.85**
6000 Professional Services	
6000b Cyber Consultant (deleted)	6,500.00
6001 Advocacy	60,000.00
6002 Marketing Consultant	61,500.00
Total 6000 Professional Services	**128,000.00**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2022 - September 2023

	TOTAL
Operating Lease Expense	54,739.00
SCG-400 Admin Payroll - Audit	198,929.00
Total Expenditures	**$1,174,274.84**
NET OPERATING REVENUE	**$ -9,831.36**
Other Expenditures	
Reconciliation Discrepancies-1	421.19
Total Other Expenditures	**$421.19**
NET OTHER REVENUE	**$ -421.19**
NET REVENUE	**$ -10,252.55**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking- Private Hancock -363	14,837.91
1010 Checking - Public Hancock- 355	193,785.12
1020 Money Market - HW	100,565.22
Total Bank Accounts	**$309,188.25**
Accounts Receivable	
11000 Accounts Receivable	-50,264.33
Total Accounts Receivable	**$ -50,264.33**
Other Current Assets	
1100 90 Day Private CD - 2136	0.00
1102 Allowance for Uncollectible Accounts	-10,000.00
1150 6 Month Private CD - 2138	204,052.00
1175 21 Month Private CD - 2140	0.00
1195 Brokered Private CD's	0.00
12000 Undeposited Funds	1,420.75
1300 Prepaid Rent	0.00
1400 Due from Chamber	0.00
1425 Due from Public Account	0.00
1500 Due from PEDC	0.00
Total Other Current Assets	**$195,472.75**
Total Current Assets	**$454,396.67**
Fixed Assets	
1600 Furniture and Fixtures	43,931.73
1650 Computers	27,092.11
1655 Leasehold Improvements	0.00
1700 Accum Depreciation Computers	-24,534.31
1701 Accum Depreciation Furn & Fix	-33,858.41
1702 Accum Depr-Leasehold Improvemen	0.00
1750 Construction in Progress	0.00
Total Fixed Assets	**$12,631.12**
Other Assets	
1800 Security Deposit	1,000.00
1900 Verizon Deposit	0.00
Right of Use Asset	404,010.50
Total Other Assets	**$405,010.50**
TOTAL ASSETS	**$872,038.29**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2023

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Account Payable	-20,524.76
2000a Accounts Payable Audit Entries	24,163.04
Total 2000 Account Payable	**3,638.28**
Total Accounts Payable	**$3,638.28**
Credit Cards	
2100 Hancock Whitney CC	
2104 Danita - 7817	0.00
2105 Pat - 5137	0.00
Total 2100 Hancock Whitney CC	**0.00**
Total Credit Cards	**$0.00**
Other Current Liabilities	
2300 Other Payables	22,200.00
2350 Christmas Club Payable	3,300.00
Total 2300 Other Payables	**25,500.00**
2301 Deferred Revenue	0.00
2400 Payroll Liabilities	23,227.00
2450 Due to Chamber	0.00
Florida Department of Revenue Payable	0.00
Lease Liability - ST	97,366.00
Out Of Scope Agency Payable	0.00
Total Other Current Liabilities	**$146,093.00**
Total Current Liabilities	**$149,731.28**
Long-Term Liabilities	
Lease Liability - LT	284,833.00
Total Long-Term Liabilities	**$284,833.00**
Total Liabilities	**$434,564.28**
Equity	
3000 Opening Balance Equity	0.00
3150 Temp. Restricted Net Assets	0.00
3200 Unrestricted Net Assets	447,726.56
3201 Net Assets wtih Donor Restricti	0.00
Net Revenue	-10,252.55
Total Equity	**$437,474.01**
TOTAL LIABILITIES AND EQUITY	**$872,038.29**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Cash Flows

October 2022 - September 2023

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	-10,252.55
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
11000 Accounts Receivable	50,264.33
1102 Allowance for Uncollectible Accounts	10,000.00
1150 6 Month Private CD - 2138	-204,052.00
1195 Brokered Private CD's	300,000.00
1300 Prepaid Rent	23,827.50
2000 Account Payable	-1,012.91
2104 Hancock Whitney CC:Danita - 7817	0.00
2105 Hancock Whitney CC:Pat - 5137	0.00
2300 Other Payables	1,317.00
2350 Other Payables:Christmas Club Payable	-1,500.00
2400 Payroll Liabilities	-8,759.00
Florida Department of Revenue Payable	0.00
Lease Liability - ST	97,366.00
Out Of Scope Agency Payable	0.00
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**267,450.92**
Net cash provided by operating activities	**$257,198.37**
INVESTING ACTIVITIES	
1700 Accum Depreciation Computers	1,874.00
1701 Accum Depreciation Furn & Fix	3,825.00
Right of Use Asset	-404,010.50
Net cash provided by investing activities	**$ -398,311.50**
FINANCING ACTIVITIES	
Lease Liability - LT	284,833.00
3000 Opening Balance Equity	0.00
3200 Unrestricted Net Assets	728.00
Net cash provided by financing activities	**$285,561.00**
NET CASH INCREASE FOR PERIOD	**$144,447.87**
Cash at beginning of period	166,161.13
CASH AT END OF PERIOD	**$310,609.00**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2023 - September 2024

	TOTAL
Revenue	
4000 Membership Dues	200,000.00
4002 Temp. Restri	709,710.00
4200 Investor Membership Dues	35,000.00
4420 City of Pensacola Income	150,000.00
4430 PEDC	675,000.00
4500 CoLab Rental Income	104,205.88
4501 CoLab Cleaning Fee	6,856.31
4505 CoLab Sales Tax	6.88
4506 CoLab Bounced Checks	-1,950.88
Total 4500 CoLab Rental Income	**109,118.19**
4512 Miscellaneous Income (deleted)	325.00
4513 CD Interest Income	32.79
4515 6 Month Private CD 2138 Int (deleted)	4,817.06
4517 (deleted)	3,703.25
Total 4513 CD Interest Income	**8,553.10**
4520 Built to Grow	20,000.00
4520-01 New Revenue	-5,000.00
4521 In-kind Revenue - Services	40,245.00
4523 In-kind Revenue - Utilities	80,595.00
Total Revenue	**$2,023,546.29**
GROSS PROFIT	**$2,023,546.29**
Expenditures	
5005 Bank & Credit Card Fees	565.48
5060 Marketing, Adv & Promo/Investor	20,501.76
5061 Marketing - Website	6,649.00
5062 Business Development	
5060b1 BD Meals and Entertainment (deleted)	6,131.93
Total 5062 Business Development	**6,131.93**
5063 Prospect Development	149.56
5060c1 PD Meals and Entertainment (deleted)	1,648.13
Total 5063 Prospect Development	**1,797.69**
5064 Consulting	205,562.32
5065 Tradeshows	7,175.00
5068 Cyber Coast	2,713.83
56801 Cyber Meals and Entertainment (deleted)	129.00
Total 5068 Cyber Coast	**2,842.83**
Total 5060 Marketing, Adv & Promo/Investor	**250,660.53**
5070 Database/Research	22,035.64

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2023 - September 2024

	TOTAL
5100 Accounting Expense	
5100a Accounting Fees	21,930.00
5100b Auditing Fees	30,437.07
Total 5100 Accounting Expense	**52,367.07**
5105 Legal Fees	16,443.00
5120 Auto Expense	9,547.93
5140 Business Travel	
5140c Flights - Domestic (deleted)	1,739.95
5140d Transportation - Domestic (deleted)	399.85
5140e BT Meals and Entertainment (deleted)	317.45
5141 International	
5140f Lodging - International (deleted)	1,838.58
5140g Meals - International (deleted)	105.71
5140i Transportation - International (deleted)	371.73
Total 5141 International	**2,316.02**
5142 Domestic	5,398.87
Total 5140 Business Travel	**10,172.14**
5190 Depreciation Expense	4,225.00
5200 Dues & Subscriptions	4,159.44
5310 Insur-D&O/Liab/Umbrella/EPLI	13,019.61
5410 Maint & Repair- Computers	133.30
5411 Data Revolution Subscription	18,874.41
5412 Quickbooks Subscription	4,816.80
Total 5410 Maint & Repair- Computers	**23,824.51**
5440 Meals and Entertainment	1,217.37
5441 Non - Meal Meeting Expense	879.22
5500 CoLab Expenses	
5500-10 CoLab Miscellaneous Expense (deleted)	155.40
5501 Cleaning Fees	8,302.70
5502 CoLab IT Expense	406.25
5500-02a Internet (deleted)	5,872.59
5500-02b IT Monthly Fee (deleted)	12,552.25
Total 5502 CoLab IT Expense	**18,831.09**
5503 CoLab Building Expense	2,388.00
5500-01 CoLab Rent Expense (deleted)	0.00
5500-03c Moving Expense - CoLab (deleted)	1,568.75
Total 5503 CoLab Building Expense	**3,956.75**
5504 Water Delivery-Monthly	194.10
5506 CoLab RJ Young	4,009.49

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2023 - September 2024

	TOTAL
5507 CoLab Supplies	
5500-06 CoLab Supply (deleted)	3,293.36
5500-07c Policy Board (deleted)	1,705.64
5500-07d EEG (deleted)	273.82
Total 5507 CoLab Supplies	**5,272.82**
5508 Taco Thursday	5,263.87
5509 CoLab Marketing	1,455.50
5510 CoLab Meals	255.32
5511 CoLab Dues	1,081.92
5512 CoLab QuickBooks Fee	1,813.56
5514 CoLab Legal Fees	210.00
5515 CoLab Non-Meal Meeting Expense	751.03
Total 5500 CoLab Expenses	**51,553.55**
5521 In-kind Expense - Services	40,245.00
5522 In-kind Expense - Rent	222,772.00
5523 In-kind Expense - Utilities	80,595.00
5600 Miscellaneous Expense	4,330.13
5610 Postage	424.00
5700 Employee Wages & Benefits	815.41
5701 Salary	488,631.10
5702 Payroll Taxes & Workers' Comp	38,426.04
5703 401K	9,749.98
5704 Insurance	22,117.66
5705 Landrum Fees	12,085.87
5706 Employee Christmas Club Match	300.00
5709 Landrum Temp Employee	27,972.02
SCG-200 Program Payroll-Audit	-194,742.00
Total 5700 Employee Wages & Benefits	**405,356.08**
5800 Supplies	2,874.40
5915 Telephone	3,308.01
5925 Cell Phones	4,916.27
5954 RJ Young	274.59
5980 Rent Expense	
5980-1 Office Space Rent (deleted)	2,661.58
Total 5980 Rent Expense	**2,661.58**
6000 Professional Services	
6001 Advocacy	20,000.00
6002 Marketing Consultant	69,000.00
Total 6000 Professional Services	**89,000.00**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Activity

October 2023 - September 2024

	TOTAL
Operating Lease Expense	56,250.00
Program Expense	54,739.00
Total Operating Lease Expense	**110,989.00**
SCG-400 Admin Payroll - Audit	194,742.00
Total Expenditures	**$1,623,158.55**
NET OPERATING REVENUE	**$400,387.74**
Other Revenue	
900-01 Released to Restriction	-222,772.00
900-02 Reseased from Restriction	222,772.00
Total Other Revenue	**$0.00**
NET OTHER REVENUE	**$0.00**
NET REVENUE	**$400,387.74**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking- Private Hancock -363	196,788.03
1010 Checking - Public Hancock- 355	133,282.92
1020 Money Market - HW	104,268.47
Total Bank Accounts	**$434,339.42**
Accounts Receivable	
11000 Accounts Receivable	-32,983.82
Total Accounts Receivable	**$ -32,983.82**
Other Current Assets	
1100 90 Day Private CD - 2136	0.00
1102 Allowance for Uncollectible Accounts	-10,000.00
1150 6 Month Private CD - 2138	4,052.00
1175 21 Month Private CD - 2140	0.00
1195 Brokered Private CD's	0.00
12000 Undeposited Funds	1,386.16
1300 Prepaid Rent	0.00
1400 Due from Chamber	0.00
1425 Due from Public Account	0.00
1500 Due from PEDC	371.98
Total Other Current Assets	**$ -4,189.86**
Total Current Assets	**$397,165.74**
Fixed Assets	
1600 Furniture and Fixtures	43,931.73
1650 Computers	27,092.11
1655 Leasehold Improvements	0.00
1700 Accum Depreciation Computers	-25,991.31
1701 Accum Depreciation Furn & Fix	-36,626.41
1702 Accum Depr-Leasehold Improvemen	0.00
1750 Construction in Progress	0.00
Total Fixed Assets	**$8,406.12**
Other Assets	
1100-01 Promises to Give	
1101 Promise to give	-315,544.00
1103 Promises to Give Non-current	1,435,396.00
1104 Discount on Promises to Give	-20,290.00
Total 1100-01 Promises to Give	**1,099,562.00**
1800 Security Deposit	1,000.00
1900 Verizon Deposit	0.00

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2024

	TOTAL
Right of Use Asset	306,702.50
Total Other Assets	**$1,407,264.50**
TOTAL ASSETS	**$1,812,836.36**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Account Payable	9,791.61
2000a Accounts Payable Audit Entries	0.00
Total 2000 Account Payable	**9,791.61**
Total Accounts Payable	**$9,791.61**
Credit Cards	
2100 Hancock Whitney CC	
2104 Danita - 7817	0.00
2105 Pat - 5137	0.00
Total 2100 Hancock Whitney CC	**0.00**
Total Credit Cards	**$0.00**
Other Current Liabilities	
2300 Other Payables	12,732.00
2350 Christmas Club Payable	1,575.00
Total 2300 Other Payables	**14,307.00**
2301 Deferred Revenue	40,000.00
2400 Payroll Liabilities	0.00
2450 Due to Chamber	0.00
Florida Department of Revenue Payable	0.00
Lease Liability - ST	100,761.00
Out Of Scope Agency Payable	0.00
Total Other Current Liabilities	**$155,068.00**
Total Current Liabilities	**$164,859.61**
Long-Term Liabilities	
Lease Liability - LT	184,072.00
Total Long-Term Liabilities	**$184,072.00**
Total Liabilities	**$348,931.61**
Equity	
3000 Opening Balance Equity	0.00
3150 Temp. Restricted Net Assets	0.00
3200 Unrestricted Net Assets	-2,612.99
3201 Net Assets wtih Donor Restricti	1,066,130.00

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Financial Position

As of September 30, 2024

	TOTAL
Net Revenue	400,387.74
Total Equity	**$1,463,904.75**
TOTAL LIABILITIES AND EQUITY	**$1,812,836.36**

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION

Statement of Cash Flows

October 2023 - September 2024

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	400,387.74
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
11000 Accounts Receivable	-17,280.51
1150 6 Month Private CD - 2138	200,000.00
1500 Due from PEDC	-371.98
2000 Account Payable	30,316.37
2000a Account Payable:Accounts Payable Audit Entries	-24,163.04
2300 Other Payables	-9,468.00
2301 Deferred Revenue	40,000.00
2350 Other Payables:Christmas Club Payable	-1,725.00
2400 Payroll Liabilities	-23,227.00
Florida Department of Revenue Payable	0.00
Lease Liability - ST	3,395.00
Out Of Scope Agency Payable	0.00
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	**197,475.84**
Net cash provided by operating activities	**$597,863.58**
INVESTING ACTIVITIES	
1700 Accum Depreciation Computers	1,457.00
1701 Accum Depreciation Furn & Fix	2,768.00
1101 Promises to Give:Promise to give	315,544.00
1103 Promises to Give:Promises to Give Non-current	-1,435,396.00
1104 Promises to Give:Discount on Promises to Give	20,290.00
Right of Use Asset	97,308.00
Net cash provided by investing activities	**$ -998,029.00**
FINANCING ACTIVITIES	
Lease Liability - LT	-100,761.00
3200 Unrestricted Net Assets	-440,087.00
3201 Net Assets wtih Donor Restricti	1,066,130.00
Net cash provided by financing activities	**$525,282.00**
NET CASH INCREASE FOR PERIOD	**$125,116.58**
Cash at beginning of period	310,609.00
CASH AT END OF PERIOD	**$435,725.58**

PEDC Audits

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2022, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 8 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated December 9, 2022 on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
December 9, 2022

Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2022. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission increased by $10,980,472 from 2021 due to $2,539,588 rent receivable and $8,400,000 increase in assets held for resale related to a warehouse purchased and leased to Pegasus Laboratories, Inc. ("Pegasus"). The assets were acquired, and the rent receivable was recorded in connection with an agreement with Pegasus.
- Liabilities increased by $8,299,829 due to a refundable advance of $2,500,000 recorded for the Triumph Gulf Coast grant and $5,780,914 due to Pegasus under a note payable issued in connection with the warehouse purchase.
- Deferred inflows of resources increased by $2,528,794 to account for unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 9-10) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 12-16 of this report.

THE COMMISSION AS A WHOLE

The Commission's total net position changed from a year ago, increasing from $4,416,414 to $4,568,263. Our analysis below focuses on the net position (Table 1) and changes in net position of the Commission's governmental activities.

Table 1
Net Position
(in thousands)

	2021	2022
Cash	$ 882	$ 816
Rent receivable	-	2,539
Grant receivable	-	97
Prepaid expenses	-	10
Property held for resale	-	8,400
Technology Park property	5,850	5,850
Total Assets	$ 6,732	$ 17,712
Accounts payable	$ 2	$ 2
Refundable advance	-	2,500
Technology Park payable – County	2,314	2,333
Note payable	-	5,780
Total liabilities	2,316	10,615
Deferred inflows of resources	-	2,529
Net Position:		
Restricted	61	61
Unrestricted	4,355	4,507
Total net position	4,416	4,568
Total Liabilities and Net Position	$ 6,732	$ 17,712

Statement of Activities

Prior year revenue totaled $776,853 versus current year revenue of $1,263,529. This increase is due to an increase in rent revenue and grant funds.

Prior year expenses totaled $805,796 versus current year expenses of $1,111,680. This increase is primarily due to an increase in grant expenditures.

Table 2
Final Budget versus Actual Results (GAAP Basis)
General Fund

	Final Budget	Actual	Variance
Revenues:			
Governmental -			
Intergovernmental	$ 775,000	$ 775,000	$ 0
Program -			
Rent Revenue	108,666	109,945	1,279
Grant Revenue	300,000	319,299	19,299
Foreign trade zone	1,469	1,469	0
Interest income	53,597	52,816	(781)
Other Income	5,000	5,000	0
Expenditures:			
Current -			
General government	$ 1,243,732	$ 1,111,680	$ 132,052
Net Change in Fund Balance	$ 0	$ 151,849	$ 151,849

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain approximately 8,200 jobs, $430 million in annual payroll, and $796 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the current fiscal year. The funds were used for the activities of the Commission as well as for FloridaWest's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission will continue to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2021/2022, the Commission has received and spent approximately $11.4 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida this year in the amount of $5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was the recipient of a $2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then to be leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least 63 new jobs at an average wage of not less than $61,204. Pegasus will also invest $3,800,000 in renovation (buildout to suit their specialized operation) and approximately $5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. FTZ #249 consists of sites at the Port of Pensacola, Pensacola International Airport, Pensacola Marine Terminal (2 sites: Pensacola Shipyard and Spruce Street Industrial Complex), Century Industrial Park and a designated sub-zone for the GE Wind Energy Plant. The Commission, with the assistance of its FTZ consulting company, submitted the FTZ #249's annual report to the Foreign Trade Zone Board. This past year the Commission finalized the application process to reorganize the FTZ#249 under the alternate site framework and expand into all of Escambia, Santa Rosa and Okaloosa Counties. The Commission also received notification about the approved expansion of FTZ 249 and concurrence was given in accordance with CR 146.7 for a Foreign-Trade Zone Operator Agreement between SnackCrate, Inc. (a local expanding company) and the Commission, the Zone Grantee.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.



Scott Luth
CEO, FloridaWest Economic Development Alliance

FINANCIAL STATEMENTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2022

ASSETS

Cash and cash equivalents	$	815,738
Rent receivable		2,539,588
Grant receivable		96,914
Prepaid expenses		10,248
Property held for resale		8,400,000
Technology Park property, net		5,850,000
Total Assets	$	17,712,488

LIABILITIES AND NET POSITION

Liabilities:		
Accounts payable	$	2,233
Refundable advance		2,500,000
Technology Park payable - County		2,332,284
Note payable		5,780,914
Total liabilities		10,615,431
Deferred Inflows of Resources:		
Unearned rent revenue		2,528,794
Net Position:		
Restricted		61,198
Unrestricted:		
Committed		52,309
Unassigned		4,454,756
Total net position		4,568,263
Total Liabilities, Deferred Inflows and Net Position	$	17,712,488

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2022

Revenues:		
Governmental -		
Intergovernmental - City	$	175,000
Intergovernmental - County		600,000
Program -		
Rent revenue		109,945
Grant revenue		319,299
Foreign trade zone		1,469
Interest income		52,816
Other income		5,000
Total revenues		1,263,529
Expenses:		
Current -		
General government -		
Economic development		1,017,790
Audit and accounting		7,311
Legal		3,395
Foreign trade zone		1,250
Interest expense		69,773
Miscellaneous		12,161
Total expenses		1,111,680
Change in Net Position		151,849
Net Position, Beginning of Year		4,416,414
Net Position, End of Year	$	4,568,263

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2022

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	$ 175,000	$ 175,000	$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	108,666	109,945	1,279
Grant revenue	300,000	319,299	19,299
Foreign trade zone	1,469	1,469	-
Interest income	53,597	52,816	(781)
Other income	5,000	5,000	-
Total revenues	1,243,732	1,263,529	19,797
Expenditures:			
Current -			
General government -			
Economic development	1,025,000	1,017,790	7,210
Audit and accounting	7,311	7,311	-
Legal	5,343	3,395	1,948
Contractual services - Foreign Trade Zone	1,250	1,250	-
Interest expense	69,773	69,773	-
Miscellaneous	135,055	12,161	122,894
Total expenditures	1,243,732	1,111,680	132,052
Net Change in Fund Balance	$ -	$ 151,849	$ 151,849

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2022, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

(a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
(b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
(c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
(d) Direct obligations of the U.S. Treasury.

NOTE 2 - CASH AND INVESTMENTS (Continued)

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2022, the carrying amount of the Commission's deposits was $815,738 and the bank balance was $852,904.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of $6,900,000 and $1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of $5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling $4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 6 for further information.

NOTE 3 - TECHNOLOGY PARK (Continued)

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of $3,243,106 have been capitalized, of which $1,926,938 were funded by the County. The remaining infrastructure costs of $1,316,168 were funded by a grant.

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2022:

	County	City	Total
Initial land conveyance	$ 6,900,000	$ 1,425,000	$ 8,325,000
Infrastructure funded by County	1,926,938		1,926,938
Infrastructure funded by grant	1,316,168		1,316,168
Technology Park property at cost	$ 10,143,106	$ 1,425,000	11,568,106
Fair value adjustment			(5,718,106)
Technology Park property at fair value			5,850,000
Accrued interest and other			551,796
Forgiveness of debt			(4,069,512)
Technology Park payable			$ 2,332,284

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (2.61% at September 30, 2022)

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. (“Pegasus”) to finance the purchase of land and a warehouse for $8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of $2.5 million, with the remaining $5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

NOTE 4 - PROPERTY HELD FOR RESALE (Continued)

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2022, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of $2.5 million, relating to the arrangement. The Commission also had an outstanding note payable of $5.8 million due under the promissory note due to Pegasus. In addition, the $2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of $30,184 including interest at 2.12%, matures April 1, 2032	$ 5,780,914

Scheduled maturities of the note payable are as follows:

Year ending September 30,	
2023	$ 221,628
2024	246,735
2025	252,016
2026	257,411
2027	262,922
Thereafter	4,540,202
	$ 5,780,914

NOTE 6 - NET POSITION

Restricted net position includes $61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes $52,309 of funds for future commerce park marketing and/or improvements.

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2022.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2023 for a fee of $675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling $174,900.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2022, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the $2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola". Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2022, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated December 9, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
December 9, 2022

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2022. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2022.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
December 9, 2022

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2022, and have issued our report thereon dated December 9, 2022.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*. Disclosures in this report, which is dated December 9, 2022, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
December 9, 2022

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2023, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2023, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated January 19, 2024, on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
January 19, 2024

Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2023

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2023. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission decreased by $150,351 from 2022 due to a decrease in rent receivable.
- Total liabilities decreased by $140,417 due to a decrease in the note payable due to Pegasus.
- Deferred inflows of resources decreased by $263,868 which represents a reduction of unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 10-11) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 13-20 of this report.

THE COMMISSION AS A WHOLE

Statement of Net Position

The Commission's total net position changed from a year ago, increasing from $4,568,263 to $4,822,197. The following schedule compares the assets, liabilities, deferred inflows of resources and net position for the current and previous year.

Table 1
Net Position

	2023	2022
Cash and cash equivalents	$ 988,553	$ 815,738
Rent receivable	2,298,025	2,539,588
Grant receivable	15,737	96,914
Prepaid expenses	9,822	10,248
Property held for resale	8,400,000	8,400,000
Technology Park property, net	5,850,000	5,850,000
Total assets	$ 17,562,137	$ 17,712,488
Accounts payable	$ 5,352	$ 2,233
Refundable advance	2,500,000	2,500,000
Technology Park payable - County	2,430,702	2,332,284
Note payable	5,538,960	5,780,914
Total liabilities	10,475,014	10,615,431
Deferred inflows of resources	2,264,926	2,528,794
Net position		
Restricted	61,198	61,198
Unrestricted	4,760,999	4,507,065
Total net position	4,822,197	4,568,263
Total liabilities, deferred inflows of resources and net position	$ 17,562,137	$ 17,712,488

The Commission's net position increased by $253,394 during fiscal year 2023 primarily from increased rent revenue and interest income received.

Statement of Activities

The following schedule compares the revenues and expenditures for the current and previous fiscal year.

Table 2
Statement of Activities

	2023	2022
Revenues:		
Governmental	$ 775,000	$ 775,000
Program	525,158	488,529
Total revenues	1,300,158	1,263,529
Expenses:		
General government	1,046,224	1,111,680
Change in net position	253,934	151,849
Net position, beginning of year	4,568,263	4,416,414
Net position, end of year	$ 4,822,197	$ 4,568,263

Prior year revenue totaled $1,263,529 versus current year revenue of $1,300,158. This increase is due to an increase in rent revenue.

Prior year expenditures totaled $1,111,680 versus current year expenditures of $1,046,224. This decrease is primarily due to a decrease in expenditures related to the Bluffs project.

General Fund Budget

Table 3
Final Budget versus Actual Results (GAAP Basis)
General Fund

	Final Budget	Actual	Variance
Revenues			
Governmental			
Intergovernmental	$ 775,000	$ 775,000	$ -
Program			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	96,951	(403,049)
Foreign trade zone	1,500	-	(1,500)
Tech Park income	17,000	17,185	185
Interest income	19,000	132,561	113,561
Other income	2,750	14,593	11,843
	1,702,250	1,300,158	(402,092)
Expenditures			
Current			
General government	1,702,250	1,046,224	656,026
Net change in fund balance	$ -	$ 253,934	$ 253,934

During 2023, the final approved budget reflected $1,702,250 in revenues and $1,702,250 in expenditures. Actual expenditures were $656,026 less than budgeted expenditures. Additional budget to actual information for the Commission's General Fund is on page 12.

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain approximately 8,200 jobs, $480 million in annual payroll, and $803 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the fiscal year 2022/2023. The funds were used for the activities of the Commission as well as for FloridaWest's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission will continue to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2022/2023, the Commission has received and spent approximately $11.4 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida this year in the amount of $5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was the recipient of a $2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then to be leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least 63 new jobs at an average wage of not less than $61,204. Pegasus will also invest $3,800,000 in renovation (buildout to suit their specialized operation) and approximately $5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. On October 21, 2021, the U.S. Department of Commerce, Foreign Trade Zone Board approved application to reorganize and expand FTZ #249 under the alternate site framework (ASF) with a service area of Escambia County, Santa Rosa and Okaloosa Counties. The expanded FTZ #249 territory extends advantages to serve companies located anywhere within the 3-county area and under the ASF; new Usage-Driven sites can be approved in as little as 120 days. The Commission, with the assistance of its FTZ consulting company, submits its annual FTZ #249's activity to the Foreign Trade Zone Board.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.

Brian Hilson
CEO, FloridaWest Economic Development Alliance

FINANCIAL STATEMENTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2023

ASSETS

Cash and cash equivalents	$	988,553
Rent receivable		2,298,025
Grant receivable		15,737
Prepaid expenses		9,822
Property held for resale		8,400,000
Technology Park property, net		5,850,000
Total Assets	$	17,562,137

LIABILITIES AND NET POSITION

Liabilities:		
Accounts payable	$	5,352
Refundable advance		2,500,000
Technology Park payable - County		2,430,702
Note payable		5,538,960
Total liabilities		10,475,014
Deferred Inflows of Resources:		
Unearned rent revenue		2,264,926
Net Position:		
Restricted		61,198
Unrestricted:		
Committed		52,309
Unassigned		4,708,690
Total net position		4,822,197
Total Liabilities, Deferred Inflows of Resources and Net Position	$	17,562,137

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2023

Revenues:		
Governmental -		
Intergovernmental - City	$	175,000
Intergovernmental - County		600,000
Program -		
Rent revenue		263,868
Grant revenue		96,951
Tech Park income		17,185
Interest income		132,561
Other income		14,593
Total revenues		1,300,158
Expenses:		
Current -		
General government -		
Economic development		807,210
Audit and accounting		10,641
Legal		6,075
Interest expense		208,845
Miscellaneous		13,453
Total expenses		1,046,224
Change in Net Position		253,934
Net Position, Beginning of Year		4,568,263
Net Position, End of Year	$	4,822,197

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2023

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	$ 175,000	$ 175,000	$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	96,951	(403,049)
Foreign trade zone	1,500	-	(1,500)
Tech Park income	17,000	17,185	185
Interest income	19,000	132,561	113,561
Other income	2,750	14,593	11,843
Total revenues	1,702,250	1,300,158	(402,092)
Expenditures:			
Current -			
General government -			
Economic development	1,306,300	807,210	499,090
Audit and accounting	12,000	10,641	1,359
Legal	7,500	6,075	1,425
Contractual services - Foreign Trade Zone	1,250	-	1,250
Interest expense	375,000	208,845	166,155
Miscellaneous	200	13,453	(13,253)
Total expenditures	1,702,250	1,046,224	656,026
Net Change in Fund Balance	$ -	$ 253,934	$ 253,934

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows of Resources

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2023, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows of Resources (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

G. Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from those estimates.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

H. Recent Accounting Pronouncements

GASB Statement No. 96, *Subscription-Based Information Technology Arrangements*, provides guidance on the accounting and financial reporting for subscription-based information technology arrangements (SBITAs) for government end users (governments). This Statement (1) defines a SBITA; (2) establishes that a SBITA results in a right-to-use subscription asset an intangible asset- and a corresponding subscription liability; (3) provides the capitalization criteria for outlays other than subscription payments, including implementation costs of a SBITA; and (4) requires note disclosures regarding a SBITA. To the extent relevant, the standards for SBITAs are based on the standards established in Statement No. 87, *Leases*, as amended. The requirements of this Statement are effective for reporting periods beginning after June 15, 2022. The standard had no impact on the Commission's financial statements for the year ended September 30, 2023.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

(a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
(b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
(c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
(d) Direct obligations of the U.S. Treasury.

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2023, the carrying amount of the Commission's deposits was $988,553 and the bank balance was $990,003.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of $6,900,000 and $1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of $5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling $4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 8 for further information.

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of $3,243,106 have been capitalized, of which $1,926,938 were funded by the County. The remaining infrastructure costs of $1,316,168 were funded by a grant.

NOTE 3 - TECHNOLOGY PARK (Continued)

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2023:

	County	City	Total
Initial land conveyance	$ 6,900,000	$ 1,425,000	$ 8,325,000
Infrastructure funded by County	1,926,938	-	1,926,938
Infrastructure funded by grant	1,316,168	-	1,316,168
Technology Park property at cost	$ 10,143,106	$ 1,425,000	11,568,106
Fair value adjustment			(5,718,106)
Technology Park property at fair value			5,850,000
Accrued interest and other			650,214
Forgiveness of debt			(4,069,512)
Technology Park payable			$ 2,430,702

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (5.59% at September 30, 2023).

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. ("Pegasus") to finance the purchase of land and a warehouse for $8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of $2.5 million, with the remaining $5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2023, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of $2.3 million, relating to the arrangement. The Commission also had an outstanding note payable of $5.5 million due under the promissory note due to Pegasus. In addition, the $2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of $30,184 including interest at 2.12%, matures April 1, 2032	$ 5,538,960

Scheduled maturities of the note payable are as follows:

Year ending September 30,	Principal	Interest
2024	$ 226,372	$ 105,647
2025	252,016	110,187
2026	257,411	104,792
2027	262,922	99,281
2028	268,550	93,653
2029 - 2033	1,431,485	379,529
2034 - 2038	1,591,408	219,607
2039 - 2042	1,248,796	49,135
	$ 5,538,960	$ 1,161,831

NOTE 6 - NET POSITION

Restricted net position includes $61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes $52,309 of funds for future commerce park marketing and/or improvements.

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2023.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2024, for a fee of $675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling $82,786.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2023, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the $2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola". Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2023, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2023, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated January 19, 2024.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 19, 2024

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2023. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2023.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 19, 2024

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2023, and have issued our report thereon dated January 19, 2024.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Auditor's Report on an examination conducted in accordance with *AICPA Professional Standards*, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated January 19, 2024, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 19, 2024

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2024

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2024

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2024, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated January 13, 2025, on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 13,2025

Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2024

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2024. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission decreased by $58,100 from 2023 primarily due to a decrease in rent receivable offset by an increase in cash and cash equivalents and grant receivable.
- Total liabilities decreased by $17,493 primarily due to a decrease in the note payable due to Pegasus offset by an increase in Technology Park payable – County.
- Deferred inflows of resources decreased by $263,882, which represents a reduction of unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 10-11) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 13-20 of this report.

THE COMMISSION AS A WHOLE

Statement of Net Position

The Commission's total net position changed from a year ago, increasing from $4,822,197 to $5,045,472. The following schedule compares the assets, liabilities, deferred inflows of resources and net position for the current and previous year.

Table 1
Net Position

	2024	2023
Cash and cash equivalents	$ 1,081,482	$ 988,553
Rent receivable	2,051,291	2,298,025
Grant receivable	121,264	15,737
Prepaid expenses	-	9,822
Property held for resale	8,400,000	8,400,000
Technology Park property, net	5,850,000	5,850,000
Total assets	$ 17,504,037	$ 17,562,137
Accounts payable	$ 98,976	$ 5,352
Refundable advance	2,500,000	2,500,000
Technology Park payable - County	2,545,993	2,430,702
Note payable	5,312,552	5,538,960
Total liabilities	10,457,521	10,475,014
Deferred inflows of resources	2,001,044	2,264,926
Net position		
Restricted	61,198	61,198
Unrestricted	4,984,274	4,760,999
Total net position	5,045,472	4,822,197
Total liabilities, deferred inflows of resources and net position	$ 17,504,037	$ 17,562,137

The Commission's net position increased by $223,275 during fiscal year 2024 primarily from increased Bluffs project grant revenue.

Statement of Activities

The following schedule compares the revenues and expenditures for the current and previous fiscal year.

Table 2
Statement of Activities

	2024	2023
Revenues:		
Governmental	$ 775,000	$ 775,000
Program	1,106,654	525,158
Total revenues	1,881,654	1,300,158
Expenses:		
General government	1,658,379	1,046,224
Change in net position	223,275	253,934
Net position, beginning of year	4,822,197	4,568,263
Net position, end of year	$ 5,045,472	$ 4,822,197

Prior year revenue totaled $1,300,158 versus current year revenue of $1,881,654. This increase is primarily due to an increase in the Bluffs project grant revenue.

Prior year expenditures totaled $1,046,224 versus current year expenditures of $1,658,379. This increase is primarily due to an increase in expenditures related to the Bluffs project.

General Fund Budget

Table 3
Final Budget versus Actual Results (GAAP Basis)
General Fund

	Final Budget	Actual	Variance
Revenues			
Governmental			
Intergovernmental	$ 775,000	$ 775,000	$ -
Program			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	683,918	183,918
Foreign trade zone	1,500	2,778	1,278
Interest income	19,000	143,729	124,729
Other income	2,750	12,361	9,611
	1,685,250	1,881,654	196,404
Expenditures			
Current			
General government	1,685,250	1,658,379	26,871
Net change in fund balance	$ -	$ 223,275	$ 223,275

During 2024, the final approved budget reflected $1,685,250 in revenues and $1,685,250 in expenditures. Actual expenditures were $26,871 less than budgeted expenditures. Additional budget to actual information for the Commission's General Fund is on page 12.

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain 8,549 jobs, $498 million in annual payroll, and $831 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the fiscal year 2023/2024. The funds were used for the activities of the Commission as well as for Florida West's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission continues to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2023/2024, the Commission has received and spent approximately $9 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida for fiscal year 2023 in the amount of $5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was awarded a grant for up to $6,000,000 from Triumph Gulf Coast in March 2024 to provide partial funding for construction of a 38,750+- sq. ft. building to be constructed by Space Florida, at Pensacola State College's main campus to house offices and research and development activities of American Lightweight Materials Manufacturing Innovation Institute ("ALMMII"),d/b/a LIFT, a Michigan corporation as part of the Manufacturing USA network. The estimated total cost of the project is $21,000,000 with the Triumph Gulf Coast grant providing up to $6,000,000, and match requirements provided by Space Florida (of not less than $8,000,000) and LIFT providing not less than $7,000,000. This project will catalyze establishment of the institute, and upon completion of the facility will create 36 new jobs paying an average wage of $113,083 per year and will enable $32 million in competitively awarded federal research grants and contracts focused on next-generation materials within aerospace and defense, automotive, ship-building and the advanced manufacturing cluster; as well as providing substantial, collaborative, assistance and convening experts in manufacturing and innovation, to mentor a minimum of 100 companies and entrepreneurs within the NW Florida area. This type of research and development project is expected to seed the acceleration of advanced manufacturing capabilities, thereby strengthening resiliency of the manufacturing cluster in Pensacola, Escambia County and throughout Northwest Florida as a whole. No expenditures were incurred related to this project as of September 30, 2024.

The Commission continues as Grantee of the $2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least sixty-three new jobs at an average wage of not less than $61,204. Pegasus will also invest $3,800,000 in renovation (buildout to suit their specialized operation) and approximately $5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. On October 21, 2021, the U.S. Department of Commerce, Foreign Trade Zone Board approved application to reorganize and expand FTZ #249 under the alternate site framework (ASF) with a service area of Escambia County, Santa Rosa and Okaloosa Counties. The expanded FTZ #249 territory extends advantages to serve companies located anywhere within the 3-county area and under the ASF; new Usage-Driven sites can be approved in as little as 120 days. The Commission, with the assistance of its QAD consulting company, submits its annual FTZ #249's activity to the Foreign Trade Zone Board.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.

FINANCIAL STATEMENTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2024

ASSETS

Cash and cash equivalents	$	1,081,482
Rent receivable		2,051,291
Grant receivable		121,264
Property held for resale		8,400,000
Technology Park property, net		5,850,000
Total Assets	$	17,504,037

LIABILITIES AND NET POSITION

Liabilities:		
Accounts payable	$	98,976
Refundable advance		2,500,000
Technology Park payable - County		2,545,993
Note payable		5,312,552
Total liabilities		10,457,521
Deferred Inflows of Resources:		
Unearned rent revenue		2,001,044
Net Position:		
Restricted		61,198
Unrestricted:		
Committed		52,309
Unassigned		4,931,965
Total net position		5,045,472
Total Liabilities, Deferred Inflows of Resources and Net Position	$	17,504,037

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2024

Revenues:		
Governmental -		
Intergovernmental - City	$	175,000
Intergovernmental - County		600,000
Program -		
Rent revenue		263,868
Grant revenue		683,918
Foreign trade zone		2,778
Interest income		143,729
Other income		12,361
Total revenues		1,881,654
Expenses:		
Current -		
General government -		
Economic development		1,389,882
Audit and accounting		9,200
Legal		6,077
Interest expense		230,760
Miscellaneous		22,460
Total expenses		1,658,379
Change in Net Position		223,275
Net Position, Beginning of Year		4,822,197
Net Position, End of Year	$	5,045,472

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2024

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	$ 175,000	$ 175,000	$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	683,918	183,918
Foreign trade zone	1,500	2,778	1,278
Interest income	19,000	143,729	124,729
Other income	2,750	12,361	9,611
Total revenues	1,685,250	1,881,654	196,404
Expenditures:			
Current -			
General government -			
Economic development	1,175,000	1,389,882	(214,882)
Audit and accounting	12,000	9,200	2,800
Legal	7,500	6,077	1,423
Contractual services - Foreign Trade Zone	1,250	-	1,250
Interest expense	375,000	230,760	144,240
Miscellaneous	114,500	22,460	92,040
Total expenditures	1,685,250	1,658,379	26,871
Net Change in Fund Balance	$ -	$ 223,275	$ 223,275

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows of Resources

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2024, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows of Resources (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

G. Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from those estimates.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

(a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
(b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
(c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
(d) Direct obligations of the U.S. Treasury.

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2024, the carrying amount and bank balance of the Commission's deposits was $1,081,482.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of $6,900,000 and $1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of $5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling $4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 8 for further information.

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of $3,243,106 have been capitalized, of which $1,926,938 were funded by the County. The remaining infrastructure costs of $1,316,168 were funded by a grant.

NOTE 3 - TECHNOLOGY PARK (Continued)

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2024:

	County	City	Total
Initial land conveyance	$ 6,900,000	$ 1,425,000	$ 8,325,000
Infrastructure funded by County	1,926,938	-	1,926,938
Infrastructure funded by grant	1,316,168	-	1,316,168
Technology Park property at cost	$ 10,143,106	$ 1,425,000	11,568,106
Fair value adjustment			(5,718,106)
Technology Park property at fair value			5,850,000
Accrued interest and other			765,505
Forgiveness of debt			(4,069,512)
Technology Park payable			$ 2,545,993

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (5.25% at September 30, 2024).

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. (“Pegasus”) to finance the purchase of land and a warehouse for $8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of $2.5 million, with the remaining $5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2024, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of $2 million, relating to the arrangement. The Commission also had an outstanding note payable of $5.5 million due under the promissory note due to Pegasus as of September 30, 2024. In addition, the $2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of $30,184 including interest at 2.12%, matures April 1, 2032	$ 5,312,552

Scheduled maturities of the note payable are as follows:

Year ending September 30,	Principal	Interest
2025	$ 252,016	$ 110,187
2026	257,411	104,792
2027	262,922	99,281
2028	268,550	93,653
2029	274,299	87,904
2030 - 2032	3,997,354	560,366
	$ 5,312,552	$ 1,056,183

NOTE 6 - NET POSITION

Restricted net position includes $61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes $52,309 of funds for future commerce park marketing and/or improvements.

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2024.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2025, for a fee of $675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling $1,010,275.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2024, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the $2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola". Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2024, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated January 13, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. We identified certain deficiencies in internal control that we consider to be material weaknesses.

Finding 2024-01: Bookkeeping and Accrual Accounting

During the audit, we noted several areas where adjustments were needed in order for the financial statements to be presented in accordance with U.S. GAAP:

- Accounts payable had a $7,589 balance due to the Florida Department of Revenue ("FDOR") that was over 90 days outstanding due to three payments made to FDOR recorded to sales tax income rather than as reductions to sales tax payable.

- Opening net position was off $2,850 compared to the audited balance for the year ended September 30, 2023, due to audit entries not posted.

- The amount due to the County under the Technology Park line of credit had not been updated to include $115,291 in interest expense incurred during the year.

- Entries to adjust the Pegasus note payable and rent receivable had been posted to the incorrect accounts within the statement of net position.

- Vendor liabilities and the associated expenditures for August and September 2024 were not recorded. Unrecorded liabilities included seventeen invoices totaling $58,961 due for legal fees, Tech Park landscaping, the Bluffs project master planning and the Bluffs project management.

- Revenue and receivables totaling $121,264 for the Bluffs project was not recorded for several months of 2024.

The above discrepancies resulted in $111,442 in understated assets, $156,792 in understated liabilities, $2,850 in understated net position, $128,750 in understated revenues, and $176,950 in understated expenses.

As bookkeeping duties are transitioned to the newly retained accounting firm, we recommend that all supporting schedules for accounts on the statement of net position are reconciled to the general ledger on a regular basis and errors are remedied before year-end. We further recommend reviewing revenue and expenditure accounts at year-end to determine whether all necessary accrual entries have been recorded.

Management's Response:

PEDC management acknowledges the multiple findings related to bookkeeping errors, including inaccurate journal entries, untimely reconciliations, and inconsistencies in financial reporting. We recognize that these issues stem from a need for enhanced training, updated procedures, and improved oversight.

To address these concerns, the organization has taken the following actions:

- Changed accounting firms providing bookkeeping services.
- The new firm is assisting PEDC to update and document bookkeeping procedures, emphasizing timelines, review protocols, and proper documentation standards.
- PEDC has implemented software tools to automate routine bookkeeping tasks and reduce the risk of manual errors, for example the organization is now utilizing BILL.com and DEXT software to better track expenditures and pay vendors in a timely manner.
- These actions will be completed by the team at the new accounting firm with direct communication with the organization's CEO.

PEDC is committed to resolving these issues promptly and preventing similar occurrences in the future.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Pensacola-Escambia County Promotion and Development Commission's Response to Findings

Government Auditing Standards requires the auditor to perform limited procedures on the Commission's response to the findings identified in our audit and described previously. The Commission's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
January 13, 2025

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2024. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2024.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 13, 2025

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2024, and have issued our report thereon dated January 13, 2025.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Auditor's Report on an examination conducted in accordance with *AICPA Professional Standards*, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated January 13, 2025, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations, except as reported in Finding 2024-01 in our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
January 13, 2025

Tax Return Information

Saltmarsh, Cleaveland and Gund
900 North 12th Avenue
Pensacola, FL 32501

Community Economic Development Assoc
d/b/a FloridaWest Economic Development
3 West Garden Street, 618
Pensacola, FL 32502

Saltmarsh
Saltmarsh, Cleaveland & Gund
CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

February 6, 2024

Community Economic Development Assoc
d/b/a FloridaWest Economic Development
3 West Garden Street 618
Pensacola, FL 32502

Dear Brian,

Enclosed is the organization's 2022 Exempt Organization return.

The instructions for filing are attached to your copy of the return.

We prepared return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Sincerely,

Allison Jones, CPA

TAX RETURN FILING INSTRUCTIONS

FORM 990

FOR THE YEAR ENDING

September 30, 2023

Prepared For:

Community Economic Development Assoc
d/b/a FloridaWest Economic Development
3 West Garden Street 618
Pensacola, FL 32502

Prepared By:

Saltmarsh, Cleaveland and Gund
900 North 12th Avenue
Pensacola, FL 32501

Amount Due or Refund:

Not applicable

Make Check Payable To:

Not applicable

Mail Tax Return and Check (if applicable) To:

Not applicable

Return Must be Mailed On or Before:

Not applicable

Special Instructions:

This return has qualified for electronic filing. After you have reviewed the return for completeness and accuracy, please sign, date and return Form 8879-TE to our office. We will transmit the return electronically to the IRS and no further action is required. Return Form 8879-TE to us August 15, 2024

Federal regulations require that an exempt organization make its annual returns for the past three years and its exempt application, along with all supporting documentation, available for public inspection at the organization's principal place of business during normal business hours. In addition, an organization must provide a copy of this information to any person who makes a request for such documents in person or in writing. The IRS may impose a penalty for willful failure to allow public inspection or to provide copies. Please contact us if you have any questions regarding disclosure regulations.

Form **8879-TE**

Department of the Treasury
Internal Revenue Service

IRS e-file Signature Authorization for a Tax Exempt Entity

For calendar year 2022, or fiscal year beginning OCT 1 , 2022, and ending SEP 30 , 20 23

Do not send to the IRS. Keep for your records.

Go to www.irs.gov/Form8879TE for the latest information.

OMB No. 1545-0047

2022

Name of filer: Community Economic Development Assoc
d/b/a FloridaWest Economic Development

EIN or SSN: 47-1954665

Name and title of officer or person subject to tax: Brian Hilson
CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	[X]	**b Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	1b	1,184,018.
2a	**Form 990-EZ** check here	[ ]	**b Total revenue,** if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here	[ ]	**b Total tax** (Form 1120-POL, line 22)	3b	
4a	**Form 990-PF** check here	[ ]	**b Tax based on investment income** (Form 990-PF, Part V, line 5)	4b	
5a	**Form 8868** check here	[ ]	**b Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here	[ ]	**b Total tax** (Form 990-T, Part III, line 4)	6b	
7a	**Form 4720** check here	[ ]	**b Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here	[ ]	**b FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here	[ ]	**b Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here	[ ]	**b Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2022 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

[X] I authorize Saltmarsh, Cleaveland and Gund to enter my PIN 88685

ERO firm name

Enter five numbers, but do not enter all zeros

as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2022 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax _____ Date _____

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 56429910071

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2022 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature Allison Jones, CPA Date 02/06/24

ERO Must Retain This Form - See Instructions

Do Not Submit This Form to the IRS Unless Requested To Do So

Extended to August 15, 2024

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning OCT 1, 2022 **and ending** SEP 30, 2023

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Doing business as FloridaWest Economic Development

Number and street (or P.O. box if mail is not delivered to street address) 3 West Garden Street

Room/suite 618

City or town, state or province, country, and ZIP or foreign postal code Pensacola, FL 32502

F Name and address of principal officer: Brian Hilson
same as C above

D Employer identification number 47-1954665

E Telephone number (850) 898-2201

G Gross receipts $ 1,184,018.

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

H(c) Group exemption number

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c) (6) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.floridawesteda.com

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2014 **M** State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: Promote business development in Pensacola and Escambia County.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3	Number of voting members of the governing body (Part VI, line 1a)	3	8
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	8
5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	8
6	Total number of volunteers (estimate if necessary)	6	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	1,055,000.	1,080,000.
9	Program service revenue (Part VIII, line 2g)	63,281.	96,733.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	35.	8,384.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	45,040.	-1,099.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,163,356.	1,184,018.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	728,036.	576,401.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) 0.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	580,584.	600,757.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	1,308,620.	1,177,158.
19	Revenue less expenses. Subtract line 18 from line 12	-145,264.	6,860.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	509,626.	929,668.
21	Total liabilities (Part X, line 26)	61,899.	475,081.
22	Net assets or fund balances. Subtract line 21 from line 20	447,727.	454,587.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer Date

Brian Hilson, CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check if self-employed	PTIN
Allison Jones, CPA	Allison Jones, CPA	02/06/24	☐	P02434475

Firm's name Saltmarsh, Cleaveland and Gund — Firm's EIN 59-2922169

Firm's address 900 North 12th Avenue
Pensacola, FL 32501 — Phone no. 850-435-8300

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:
Promote business development in Pensacola and Escambia County.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 555,367. including grants of $) (Revenue $)
Economic Development - To encourage and assist expansion of local industry and to promote economic development.

4b (Code:) (Expenses $ 120,034. including grants of $) (Revenue $ 96,733.)
CoLab - Targets early-stage, high growth companies to increase their chance of success by providing shared office space, support services and business coaching. The mission is to act as a catalyst to support innovative entrepreneurs who create jobs and can sustain long-term economic growth for Greater Pensacola.

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 675,401.

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1		X
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5	X	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d	X	
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	X	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	7		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return **2a** 8			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	**2b**	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	**3a**		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	**3b**		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	**4a**		X
b	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	**5a**		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	**5b**		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	**6a**		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	**7a**		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	**7c**		
d	If "Yes," indicate the number of Forms 8282 filed during the year **7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	**7e**		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	**7f**		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	**7g**		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	**7h**		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	**8**		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	**9a**		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	**9b**		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 **10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders **11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year **12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	**13a**		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**			
c	Enter the amount of reserves on hand **13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	**14a**		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	**14b**		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	**15**		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	**16**		X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	**17**		

Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	8		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	8		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6		X	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		X	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a		X
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b		
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c		
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed FL

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

Brian Hilson - (850) 898-2201

3 West Garden Street, Suite 618, Pensacola, FL 32502

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Scott Luth CEO	40.00			X				187,651.	0.	43,273.
(2) Brian Hilson CEO	40.00			X				0.	0.	0.
(3) Rick Byars President	1.00	X		X				0.	0.	0.
(4) David Bear Vice President	1.00	X		X				0.	0.	0.
(5) Ryan Tilley Secretary/Treasurer	1.00	X		X				0.	0.	0.
(6) Charletha Powell Director	1.00	X						0.	0.	0.
(7) Donnie McMahon Director	1.00	X						0.	0.	0.
(8) Olevia McNally Director	1.00	X						0.	0.	0.
(9) Don Palmer Director	1.00	X						0.	0.	0.
(10) Jim Waite Director	1.00	X						0.	0.	0.
(11) Kelvin Enfinger Investor	1.00	X						0.	0.	0.
(12) KC Gartman Investor	1.00	X						0.	0.	0.
(13) Marcus McBride Investor	1.00	X						0.	0.	0.
(14) Ed Meadows Investor	1.00	X						0.	0.	0.
(15) Dave Murzin Investor	1.00	X						0.	0.	0.
(16) Chris Plaeger Investor	1.00	X						0.	0.	0.

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Subtotal								187,651.	0.	43,273.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								187,651.	0.	43,273.

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 1

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	X	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a				
	b	Membership dues	1b	250,000.			
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e	825,000.			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	5,000.			
	g	Noncash contributions included in lines 1a-1f	1g	$			
	h	**Total.** Add lines 1a-1f			1,080,000.		
Program Service Revenue			Business Code				
	2a	CoLab Income	531120	96,733.	96,733.		
	b						
	c						
	d						
	e						
	f	All other program service revenue					
	g	**Total.** Add lines 2a-2f			96,733.		
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		8,384.			8,384.
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
			(i) Real	(ii) Personal			
	6a	Gross rents 6a					
	b	Less: rental expenses 6b					
	c	Rental income or (loss) 6c					
	d	Net rental income or (loss)					
			(i) Securities	(ii) Other			
	7a	Gross amount from sales of assets other than inventory 7a					
	b	Less: cost or other basis and sales expenses 7b					
	c	Gain or (loss) 7c					
	d	Net gain or (loss)					
	8a	Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 8a					
	b	Less: direct expenses 8b					
	c	Net income or (loss) from fundraising events					
	9a	Gross income from gaming activities. See Part IV, line 19 9a					
	b	Less: direct expenses 9b					
	c	Net income or (loss) from gaming activities					
	10a	Gross sales of inventory, less returns and allowances 10a					
	b	Less: cost of goods sold 10b					
	c	Net income or (loss) from sales of inventory					
Miscellaneous Revenue			Business Code				
	11a	Miscellaenous Revenue	900099	-1,099.			-1,099.
	b						
	c						
	d	All other revenue					
	e	**Total.** Add lines 11a-11d		-1,099.			
	12	**Total revenue.** See instructions		1,184,018.	96,733.	0.	7,285.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX X

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	187,650.	109,167.	78,483.	
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	287,982.	167,536.	120,446.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	10,399.	10,399.		
9 Other employee benefits	55,112.	55,112.		
10 Payroll taxes	35,258.	35,258.		
11 Fees for services (nonemployees):				
a Management				
b Legal	26,550.	5,910.	20,640.	
c Accounting	31,629.		31,629.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	153,807.	25,807.	128,000.	
12 Advertising and promotion	80,974.	80,974.		
13 Office expenses	74,751.	31,314.	43,437.	
14 Information technology				
15 Royalties				
16 Occupancy	150,849.	91,813.	59,036.	
17 Travel	28,351.	21,419.	6,932.	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	9,819.	9,819.		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	5,699.		5,699.	
23 Insurance	7,455.		7,455.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a Other expense	11,000.	11,000.		
b Dues and subscriptions	7,960.	7,960.		
c CoLab	7,638.	7,638.		
d High Growth Companies	4,275.	4,275.		
e All other expenses				
25 **Total functional expenses.** Add lines 1 through 24e	1,177,158.	675,401.	501,757.	0.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing		166,467.	1	207,412.
	2	Savings and temporary cash investments		300,000.	2	304,613.
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net			4	
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		23,828.	9	0.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 71,024.			
	b	Less: accumulated depreciation	10b 58,392.	18,331.	10c	12,632.
	11	Investments - publicly traded securities			11	
	12	Investments - other securities. See Part IV, line 11			12	
	13	Investments - program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11		1,000.	15	405,011.
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		509,626.	16	929,668.
Liabilities	17	Accounts payable and accrued expenses		61,899.	17	52,882.
	18	Grants payable			18	
	19	Deferred revenue			19	40,000.
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		0.	25	382,199.
	26	**Total liabilities.** Add lines 17 through 25		61,899.	26	475,081.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		447,727.	27	454,587.
	28	Net assets with donor restrictions			28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		447,727.	32	454,587.
	33	Total liabilities and net assets/fund balances		509,626.	33	929,668.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,184,018.
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,177,158.
3	Revenue less expenses. Subtract line 2 from line 1	3	6,860.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	447,727.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	454,587.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		X
b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	X	
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	X	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990 or Form 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2022

Name of the organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(6) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[X] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	N/A	$ 150,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	N/A	$ 675,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) $_____

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE C
(Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527
Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (See separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (See separate instructions), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	Employer identification number
Community Economic Development Assoc d/b/a FloridaWest Economic Development	47-1954665

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
2 Political campaign activity expenditures ..... $
3 Volunteer hours for political campaign activities .....

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 ..... $
2 Enter the amount of any excise tax incurred by organization managers under section 4955 ..... $
3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ..... ☐ Yes ☐ No
4a Was a correction made? ..... ☐ Yes ☐ No
b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ..... $
2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ..... $
3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ..... $
4 Did the filing organization file **Form 1120-POL** for this year? ..... ☐ Yes ☐ No
5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influence public opinion (grassroots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.		

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over $500,000	20% of the amount on line 1e.
Over $500,000 but not over $1,000,000	$100,000 plus 15% of the excess over $500,000.
Over $1,000,000 but not over $1,500,000	$175,000 plus 10% of the excess over $1,000,000.
Over $1,500,000 but not over $17,000,000	$225,000 plus 5% of the excess over $1,500,000.
Over $17,000,000	$1,000,000.

g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a. If zero or less, enter -0-		
i Subtract line 1f from line 1c. If zero or less, enter -0-		

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ Yes ☐ No

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a) Yes	(a) No	(b) Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1		X
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	2	X	
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3		X

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1	Dues, assessments and similar amounts from members	1	
2	Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	2a	
b	Carryover from last year	2b	
c	Total	2c	
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditures next year?	4	
5	Taxable amount of lobbying and political expenditures. See instructions	5	

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (See instructions); and Part II-B, line 1. Also, complete this part for any additional information.

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization Community Economic Development Assoc d/b/a FloridaWest Economic Development

Employer identification number 47-1954665

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after July 25,2006, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____%
b Permanent endowment _____%
c Term endowment _____%

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		71,024.	58,392.	12,632.
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)*				12,632.

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.)		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.)		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) Deposits	1,000.
(2) RIght of Use Assets, Operating	404,011.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)*	405,011.

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Operating Lease Liability	382,199.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)*	382,199.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	1,184,018.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	0.
3	Subtract line **2e** from line **1**			3	1,184,018.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	1,184,018.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	1,177,158.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	0.
3	Subtract line **2e** from line **1**			3	1,177,158.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	1,177,158.

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization: Community Economic Development Assoc d/b/a FloridaWest Economic Development

Employer identification number: 47-1954665

Part I Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.		
	☐ First-class or charter travel ☐ Housing allowance or residence for personal use		
	☐ Travel for companions ☐ Payments for business use of personal residence		
	☐ Tax indemnification and gross-up payments ☐ Health or social club dues or initiation fees		
	☐ Discretionary spending account ☐ Personal services (such as maid, chauffeur, chef)		
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain **1b**		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a? **2**		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.		
	☐ Compensation committee ☒ Written employment contract		
	☐ Independent compensation consultant ☐ Compensation survey or study		
	☐ Form 990 of other organizations ☒ Approval by the board or compensation committee		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:		
a	Receive a severance payment or change-of-control payment? **4a**		X
b	Participate in or receive payment from a supplemental nonqualified retirement plan? **4b**		X
c	Participate in or receive payment from an equity-based compensation arrangement? **4c**		X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.		
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.		
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:		
a	The organization? **5a**		
b	Any related organization? **5b**		
	If "Yes" on line 5a or 5b, describe in Part III.		
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:		
a	The organization? **6a**		
b	Any related organization? **6b**		
	If "Yes" on line 6a or 6b, describe in Part III.		
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III **7**		
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III **8**		
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? **9**		

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) Scott Luth	(i)	187,651.	0.	0.	7,200.	36,073.	230,924.	0.
CEO	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
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	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2022

Open to Public Inspection

Name of the organization: Community Economic Development Assoc d/b/a FloridaWest Economic Development

Employer identification number: 47-1954665

Form 990, Item C, Doing Business As:

FloridaWest Economic Development

Alliance

Form 990, Part VI, Section A, line 6:

The organization has members with voting rights and investor members without voting rights.

Form 990, Part VI, Section A, line 7a:

Each member has power to appoint one member of the Board of Directors.

Form 990, Part VI, Section B, line 11b:

A copy of the 990 is presented to the Board for approval before the return is filed.

Form 990, Part VI, Section B, Line 15a:

The Organization uses salary data from ACCE, IEDC and DMO to determine salary ranges. The amounts are re-evaluated every two years.

Form 990, Part VI, Section C, Line 19:

The Organization's governing documents and financial statements are available upon request.

Form 990, Part IX, Line 11g, Other Fees:

Consulting:

Program service expenses	25,807.

Name of the organization: Community Economic Development Assoc d/b/a FloridaWest Economic Development

Employer identification number: 47-1954665

Management and general expenses	128,000.
Fundraising expenses	0.
Total expenses	153,807.
Total Other Fees on Form 990, Part IX, line 11g, Col A	153,807.

Form **8868**
(Rev. January 2022)

Department of the Treasury
Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

▶ **File a separate application for each return.**
▶ **Go to www.irs.gov/Form8868 for the latest information.**

OMB No. 1545-0047

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit *www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.*

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print

File by the due date for filing your return. See instructions.

Name of exempt organization or other filer, see instructions.
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Taxpayer identification number (TIN)
47-1954665

Number, street, and room or suite no. If a P.O. box, see instructions.
3 West Garden Street, 618

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
Pensacola, FL 32502

Enter the Return Code for the return that this application is for (file a separate application for each return) 0 1

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

- The books are in the care of ▶ Brian Hilson
3 West Garden Street, Suite 618 - Pensacola, FL 32502

Telephone No. ▶ (850) 898-2201 Fax No. ▶

- If the organization does not have an office or place of business in the United States, check this box ..... ▶ ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ▶ ☐. If it is for part of the group, check this box ▶ ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until August 15, 2024, to file the exempt organization return for the organization named above. The extension is for the organization's return for:
▶ ☐ calendar year _____ or
▶ ☒ tax year beginning OCT 1, 2022, and ending SEP 30, 2023.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return
☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$	0.
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$	0.
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$	0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

Saltmarsh, Cleaveland and Gund
900 North 12th Avenue
Pensacola, FL 32501

Community Economic Development Assoc
d/b/a FloridaWest Economic Development
3 West Garden Street, 618
Pensacola, FL 32502

DRAFT

June 20, 2025

Community Economic Development Assoc
d/b/a FloridaWest Economic Development
3 West Garden Street 618
Pensacola, FL 32502

Dear Chris:

Enclosed is the organization's 2023 Exempt Organization return.

The instructions for filing are attached to your copy of the return.

We prepared return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Sincerely,

Allison Jones, CPA

DRAFT

TAX RETURN FILING INSTRUCTIONS

FORM 990

FOR THE YEAR ENDING

September 30, 2024

Prepared For:

Community Economic Development Assoc
d/b/a FloridaWest Economic Development
3 West Garden Street 618
Pensacola, FL 32502

Prepared By:

Saltmarsh, Cleaveland and Gund
900 North 12th Avenue
Pensacola, FL 32501

Amount Due or Refund:

Not applicable

Make Check Payable To:

Not applicable

Mail Tax Return and Check (if applicable) To:

Not applicable

Return Must be Mailed On or Before:

Not applicable

Special Instructions:

This return has qualified for electronic filing. After you have reviewed the return for completeness and accuracy, please sign, date and return Form 8879-TE to our office. We will transmit the return electronically to the IRS and no further action is required. Return Form 8879-TE to us by August 15, 2025

Federal regulations require that an exempt organization make its annual returns for the past three years and its exempt application, along with all supporting documentation, available for public inspection at the organization's principal place of business during normal business hours. In addition, an organization must provide a copy of this information to any person who makes a request for such documents in person or in writing. The IRS may impose a penalty for willful failure to allow public inspection or to provide copies. Please contact us if you have any questions regarding disclosure regulations.

DRAFT

Extended to August 15, 2025

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning OCT 1, 2023 **and ending** SEP 30, 2024

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/ termin-ated
- ☐ Amended return
- ☐ Applica-tion pending

C Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Doing business as FloridaWest Economic Development

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
3 West Garden Street 618

City or town, state or province, country, and ZIP or foreign postal code
Pensacola, FL 32502

F Name and address of principal officer: Chris Plate
same as C above

D Employer identification number
47-1954665

E Telephone number
(850) 898-2201

G Gross receipts $ 1,899,003.

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

H(c) Group exemption number

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c) (6) (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.floridawesteda.com

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 2014 **M** State of legal domicile: FL

Part I Summary

DRAFT

1	Briefly describe the organization's mission or most significant activities: Promote business development in Pensacola and Escambia County.		
2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
3	Number of voting members of the governing body (Part VI, line 1a)	3	9
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	9
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	3
6	Total number of volunteers (estimate if necessary)	6	0
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	1,080,000.	1,784,710.
9	Program service revenue (Part VIII, line 2g)	96,733.	111,069.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	8,384.	4,850.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-1,099.	-1,626.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,184,018.	1,899,003.
13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	576,401.	600,098.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) 0.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	600,757.	679,036.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	1,177,158.	1,279,134.
19	Revenue less expenses. Subtract line 18 from line 12	6,860.	619,869.

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	929,668.	1,813,239.
21	Total liabilities (Part X, line 26)	475,081.	348,931.
22	Net assets or fund balances. Subtract line 21 from line 20	454,587.	1,464,308.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer Date

Chris Plate, CEO
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check if self-employed	PTIN
Allison Jones, CPA	Allison Jones, CPA	06/20/25	☐	P02434475

Firm's name Saltmarsh, Cleaveland and Gund Firm's EIN 59-2922169

Firm's address 900 North 12th Avenue
Pensacola, FL 32501 Phone no. 850-435-8300

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:
Promote business development in Pensacola and Escambia County.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 694,946. including grants of $) (Revenue $)
Economic Development - To encourage and assist expansion of local industry and to promote economic development.

4b (Code:) (Expenses $ 103,023. including grants of $) (Revenue $ 111,069.)
CoLab - Targets early-stage, high growth companies to increase their chance of success by providing shared office space, support services and business coaching. The mission is to act as a catalyst to support innovative entrepreneurs who create jobs and can sustain long-term economic growth for Greater Pensacola.

4c (Code:) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe on Schedule O.)
(Expenses $ including grants of $) (Revenue $)

4e Total program service expenses 797,969.

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Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1		X
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5	X	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b		X
c	Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d	X	
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

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Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	3		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

			Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return **2a** 3			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a		X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X
b	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	**Organizations that may receive deductible contributions under section 170(c).**			
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year **7d**			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9	**Sponsoring organizations maintaining donor advised funds.**			
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	**Section 501(c)(7) organizations.** Enter:			
a	Initiation fees and capital contributions included on Part VIII, line 12 **10a**			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities **10b**			
11	**Section 501(c)(12) organizations.** Enter:			
a	Gross income from members or shareholders **11a**			
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) **11b**			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year **12b**			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**			
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans **13b**			
c	Enter the amount of reserves on hand **13c**			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b		
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15		X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16		X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? If "Yes," complete Form 6069.	17		

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Part VI Governance, Management, and Disclosure. *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*

Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	9		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.				
b	Enter the number of voting members included on line 1a, above, who are independent	1b	9		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6		X	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		X	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13		X
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	X	
b	Other officers or key employees of the organization	15b		X
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed FL

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☒ Upon request ☐ Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Rick Byars Interim CEO	40.00			X				0.	0.	0.
(2) Brian Hilson CEO	40.00			X				0.	0.	0.
(3) David Bear President	1.00	X		X				0.	0.	0.
(4) Ryan Tilley Vice President	1.00	X		X				0.	0.	0.
(5) Charletha Powell Secretary	1.00	X		X				0.	0.	0.
(6) Olevia McNally Treasurer	1.00	X		X				0.	0.	0.
(7) Donnie McMahon Director	1.00	X						0.	0.	0.
(8) Matt Davis Director	1.00	X						0.	0.	0.
(9) Verdell Hawkins Director	1.00	X						0.	0.	0.
(10) Don Palmer Director	1.00	X						0.	0.	0.
(11) Jim Waite Director	1.00	X						0.	0.	0.
(12) KC Gartman Investor	1.00	X						0.	0.	0.
(13) Marcus McBride Investor	1.00	X						0.	0.	0.
(14) Ed Meadows Investor	1.00	X						0.	0.	0.
(15) Justin Beck Investor	1.00	X						0.	0.	0.
(16) Mike Morette Investor	1.00	X						0.	0.	0.
(17) Mark Roy Investor	1.00	X						0.	0.	0.

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) Charlie Sherrill Investor	1.00	X						0.	0.	0.
(19) Kelvin Enfinger Investor	1.00	X						0.	0.	0.
(20) Chris Plaeger Investor	1.00	X						0.	0.	0.
1b Subtotal								0.	0.	0.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								0.	0.	0.

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2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	3		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	4		X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	5		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a					
	b Membership dues	1b	230,000.				
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	825,000.				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	729,710.				
	g Noncash contributions included in lines 1a-1f	1g	$				
	h **Total.** Add lines 1a-1f			1,784,710.			
Program Service Revenue			**Business Code**				
	2a CoLab Income		531120	111,069.	111,069.		
	b						
	c						
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a-2f			111,069.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			4,850.			4,850.
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
			(i) Real	(ii) Personal			
	6a Gross rents	6a					
	b Less: rental expenses	6b					
	c Rental income or (loss)	6c					
	d Net rental income or (loss)						
			(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory	7a					
	b Less: cost or other basis and sales expenses	7b					
	c Gain or (loss)	7c					
	d Net gain or (loss)						
	8a Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18	8a					
	b Less: direct expenses	8b					
	c Net income or (loss) from fundraising events						
	9a Gross income from gaming activities. See Part IV, line 19	9a					
	b Less: direct expenses	9b					
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue			**Business Code**				
	11a Miscellaenous Revenue		900099	-1,626.			-1,626.
	b						
	c						
	d All other revenue						
	e **Total.** Add lines 11a-11d			-1,626.			
	12 **Total revenue.** See instructions			1,899,003.	111,069.	0.	3,224.

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX X

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	529,504.	334,762.	194,742.	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	9,750.	9,750.		
9 Other employee benefits	22,418.	22,418.		
10 Payroll taxes	38,426.	38,426.		
11 Fees for services (nonemployees):				
a Management				
b Legal	16,653.	210.	16,443.	
c Accounting	52,367.		52,367.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	294,562.	205,562.	89,000.	
12 Advertising and promotion	36,419.	36,419.		
13 Office expenses	70,835.	29,338.	41,497.	
14 Information technology				
15 Royalties				
16 Occupancy	146,362.	86,039.	60,323.	
17 Travel	19,721.	10,173.	9,548.	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	9,518.	9,518.		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	4,225.		4,225.	
23 Insurance	13,020.		13,020.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a CoLab	7,399.	7,399.		
b Dues and subscriptions	5,241.	5,241.		
c High Growth Companies	2,714.	2,714.		
d				
e All other expenses				
25 **Total functional expenses.** Add lines 1 through 24e	1,279,134.	797,969.	481,165.	0.
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing		207,412.	1	289,583.
	2	Savings and temporary cash investments		304,613.	2	100,565.
	3	Pledges and grants receivable, net			3	1,099,562.
	4	Accounts receivable, net			4	7,419.
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges			9	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 71,024.			
	b	Less: accumulated depreciation	10b 62,617.	12,632.	10c	8,407.
	11	Investments - publicly traded securities			11	
	12	Investments - other securities. See Part IV, line 11			12	
	13	Investments - program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11		405,011.	15	307,703.
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		929,668.	16	1,813,239.
Liabilities	17	Accounts payable and accrued expenses		52,882.	17	24,098.
	18	Grants payable			18	
	19	Deferred revenue		40,000.	19	40,000.
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		382,199.	25	284,833.
	26	**Total liabilities.** Add lines 17 through 25		475,081.	26	348,931.
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		454,587.	27	364,746.
	28	Net assets with donor restrictions		0.	28	1,099,562.
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building, or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		454,587.	32	1,464,308.
	33	Total liabilities and net assets/fund balances		929,668.	33	1,813,239.

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI X

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,899,003.
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,279,134.
3	Revenue less expenses. Subtract line 2 from line 1	3	619,869.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	454,587.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	612,624.
9	Other changes in net assets or fund balances (explain on Schedule O)	9	-222,772.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	1,464,308.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII .....

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Name of the organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(6) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[X] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

DRAFT

Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	N/A	$ 150,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	N/A	$ 675,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	N/A	$ 40,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	N/A	$ 40,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	N/A	$ 40,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	N/A	$ 40,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

DRAFT

Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	N/A	$ 40,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8	N/A	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
9	N/A	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
10	N/A	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
11	N/A	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
12	N/A	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

DRAFT

Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
13	N/A	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
14	N/A	$ 10,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
15	N/A	$ 5,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

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Name of organization
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Employer identification number
47-1954665

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) $

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

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SCHEDULE C
(Form 990)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under Section 501(c) and Section 527

Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

If the organization answered "Yes" on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then:

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes" on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then:

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes" on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then:

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization	Employer identification number
Community Economic Development Assoc d/b/a FloridaWest Economic Development	47-1954665

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.

2 Political campaign activity expenditures ..... $

3 Volunteer hours for political campaign activities .....

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 ..... $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 ..... $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ..... ☐ Yes ☐ No

4a Was a correction made? ..... ☐ Yes ☐ No

b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ..... $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ..... $

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ..... $

4 Did the filing organization file **Form 1120-POL** for this year? ..... ☐ Yes ☐ No

5 Enter the names, addresses, and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds. If none, enter -0-.	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

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Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influence public opinion (grassroots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.		
g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a. If zero or less, enter -0-		
i Subtract line 1f from line 1c. If zero or less, enter -0-		

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
not over $500,000,	20% of the amount on line 1e.
over $500,000 but not over $1,000,000,	$100,000 plus 15% of the excess over $500,000.
over $1,000,000 but not over $1,500,000,	$175,000 plus 10% of the excess over $1,000,000.
over $1,500,000 but not over $17,000,000,	$225,000 plus 5% of the excess over $1,500,000.
over $17,000,000,	$1,000,000.

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ Yes ☐ No

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2020	(b) 2021	(c) 2022	(d) 2023	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

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Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a) Yes	(a) No	(b) Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			
2a Did the activities in line 1 cause the organization to not be described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1		X
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	2	X	
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3		X

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1	Dues, assessments and similar amounts from members	1	
2	Section 162(e) nondeductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	2a	
b	Carryover from last year	2b	
c	Total	2c	
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditures next year?	4	
5	Taxable amount of lobbying and political expenditures. See instructions	5	

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

DRAFT

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization Community Economic Development Assoc d/b/a FloridaWest Economic Development

Employer identification number 47-1954665

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a	Total number of conservation easements 2a	
b	Total acreage restricted by conservation easements 2b	
c	Number of conservation easements on a certified historic structure included on line 2a 2c	
d	Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register 2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year _____

4 Number of states where property subject to conservation easement is located _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year _____

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $ _____

(ii) Assets included in Form 990, Part X $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 $ _____

b Assets included in Form 990, Part X $ _____

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Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment _____%
b Permanent endowment _____%
c Term endowment _____%

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations?	3a(i)		
(ii) Related organizations?	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		71,024.	62,617.	8,407.
e Other				
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				8,407.

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Part VII Investments - Other Securities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, line 12, col. (B))		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, line 13, col. (B))		

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Part IX Other Assets

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) Deposits	1,000.
(2) RIght of Use Assets, Operating	306,703.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	307,703.

Part X Other Liabilities

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Operating Lease Liability	284,833.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	284,833.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	2,019,843.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b	120,840.		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	120,840.
3	Subtract line **2e** from line **1**			3	1,899,003.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	1,899,003.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	1,622,746.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	343,612.		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	343,612.
3	Subtract line **2e** from line **1**			3	1,279,134.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0.
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	1,279,134.

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

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SCHEDULE O (Form 990)	Supplemental Information to Form 990 or 990-EZ	OMB No. 1545-0047
Department of the Treasury Internal Revenue Service	Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information. Attach to Form 990 or Form 990-EZ. Go to www.irs.gov/Form990 for the latest information.	2023 Open to Public Inspection

Name of the organization	Employer identification number
Community Economic Development Assoc d/b/a FloridaWest Economic Development	47-1954665

Form 990, Item C, Doing Business As:

FloridaWest Economic Development

Alliance

Form 990, Part VI, Section A, line 6:

The organization has members with voting rights and investor members without voting rights.

Form 990, Part VI, Section A, line 7a:

Each member has power to appoint one member of the Board of Directors.

Form 990, Part VI, Section B, line 11b:

A copy of the 990 is presented to the Board for approval before the return is filed.

Form 990, Part VI, Section B, Line 12c:

The board of directors may adopt a Conflict of Interest Form that will be provided to all Directors for review and execution, and which will become a part of FloridaWest's official records. The fact of the relationship or interest is disclosed to or is otherwise known by the board, members, or board committee, that authorizes, approves, or ratifies the contract or transaction by a vote or consent sufficient for that purpose without counting the votes or consents of the interested directors.

Form 990, Part VI, Section B, Line 15a:

The Organization uses salary data from ACCE, IEDC and DMO to determine

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Name of the organization: Community Economic Development Assoc d/b/a FloridaWest Economic Development

Employer identification number: 47-1954665

salary ranges. The amounts are re-evaluated every two years.

Form 990, Part VI, Section C, Line 19:

The Organization's governing documents and financial statements are available upon request.

Form 990, Part IX, Line 11g, Other Fees:

Consulting:

Program service expenses	205,562.
Management and general expenses	89,000.
Fundraising expenses	0.
Total expenses	294,562.
Total Other Fees on Form 990, Part IX, line 11g, Col A	294,562.

Form 990, Part XI, line 9, Changes in Net Assets:

In kind rent expense due to difference between FMV and agreed lease amount	-222,772.

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Form **8868**
(Rev. January 2024)

Department of the Treasury
Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return or Excise Taxes Related to Employee Benefit Plans

File a separate application for each return.
Go to www.irs.gov/Form8868 for the latest information.

OMB No. 1545-0047

Electronic filing (e-file). You can electronically file Form 8868 to request up to a 6-month extension of time to file any of the forms listed below except for Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts. An extension request for Form 8870 must be sent to the IRS in a paper format (see instructions). For more details on the electronic filing of Form 8868, visit www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Part I - Identification

Type or Print

File by the due date for filing your return. See instructions.

Name of exempt organization, employer, or other filer, see instructions.
Community Economic Development Assoc
d/b/a FloridaWest Economic Development

Taxpayer identification number (TIN)
47-1954665

Number, street, and room or suite no. If a P.O. box, see instructions.
3 West Garden Street, 618

City, town or post office, state, and ZIP code. For a foreign address, see instructions.
Pensacola, FL 32502

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 4720 (other than individual)	09
Form 4720 (individual)	03	Form 5227	10
Form 990-PF	04	Form 6069	11
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 8870	12
Form 990-T (trust other than above)	06	Form 5330 (individual)	13
Form 990-T (corporation)	07	Form 5330 (other than individual)	14
Form 1041-A	08		

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- After you enter your Return Code, complete either Part II or Part III. Part III, including signature, is applicable only for an extension of time to file Form 5330.
- If this application is for an extension of time to file Form 5330, you must enter the following information.

Plan Name _____
Plan Number _____
Plan Year Ending (MM/DD/YYYY)

Part II - Automatic Extension of Time To File for Exempt Organizations (see instructions)

The books are in the care of Chris Plate
3 West Garden Street, Suite 618 - Pensacola, FL 32502

Telephone No. (850) 898-2201 Fax No. _____

- If the organization does not have an office or place of business in the United States, check this box ..... ☐
- If this is for a Group Return, enter the organization's four-digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box ..... ☐. If it is for part of the group, check this box ..... ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until August 15, 20 25, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

☐ calendar year 20 _____ or
☒ tax year beginning OCT 1, 20 23, and ending SEP 30, 20 24

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	**3a**	$	0.
b	If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	**3b**	$	0.
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	**3c**	$	0.

***** THIS IS NOT A FILEABLE COPY *****

Form **8879-TE**

IRS E-file Signature Authorization for a Tax Exempt Entity

For calendar year 2023, or fiscal year beginning OCT 1 , 2023, and ending SEP 30 , 20 24

Do not send to the IRS. Keep for your records.

Go to www.irs.gov/Form8879TE for the latest information.

OMB No. 1545-0047

2023

Department of the Treasury
Internal Revenue Service

Name of filer: Community Economic Development Assoc
d/b/a FloridaWest Economic Development

EIN or SSN: 47-1954665

Name and title of officer or person subject to tax: Chris Plate
CEO

Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a,** or **10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b,** or **10b,** whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a	**Form 990** check here	X	**b Total revenue,** if any (Form 990, Part VIII, column (A), line 12)	1b	1,899,003.
2a	**Form 990-EZ** check here		**b Total revenue,** if any (Form 990-EZ, line 9)	2b	
3a	**Form 1120-POL** check here		**b Total tax** (Form 1120-POL, line 22)	3b	
4a	**Form 990-PF** check here		**b Tax based on investment income** (Form 990-PF, Part V, line 5)	4b	
5a	**Form 8868** check here		**b Balance due** (Form 8868, line 3c)	5b	
6a	**Form 990-T** check here		**b Total tax** (Form 990-T, Part III, line 4)	6b	
7a	**Form 4720** check here		**b Total tax** (Form 4720, Part III, line 1)	7b	
8a	**Form 5227** check here		**b FMV of assets at end of tax year** (Form 5227, Item D)	8b	
9a	**Form 5330** check here		**b Tax due** (Form 5330, Part II, line 19)	9b	
10a	**Form 8038-CP** check here		**b Amount of credit payment requested** (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that [X] I am an officer of the above entity or [ ] I am a person subject to tax with respect to (name of entity) _____, (EIN) _____ and that I have examined a copy of the 2023 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS **(a)** an acknowledgement of receipt or reason for rejection of the transmission, **(b)** the reason for any delay in processing the return or refund, and **(c)** the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

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PIN: check one box only

[X] I authorize Saltmarsh, Cleaveland and Gund to enter my PIN 88685

ERO firm name

Enter five numbers, but do not enter all zeros

as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

[ ] As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2023 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax **** THIS IS NOT A FILEABLE COPY **** Date

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 56429910071

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2023 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163,** Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns.

ERO's signature Allison Jones, CPA Date 06/20/25

ERO Must Retain This Form - See Instructions

Do Not Submit This Form to the IRS Unless Requested To Do So

For Privacy Act and Paperwork Reduction Act Notice, see instructions. Form **8879-TE** (2023)

LHA 302521 01-05-24

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2024

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2024

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2024, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated January 13, 2025, on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 13,2025

Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2024

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2024. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission decreased by $58,100 from 2023 primarily due to a decrease in rent receivable offset by an increase in cash and cash equivalents and grant receivable.
- Total liabilities decreased by $17,493 primarily due to a decrease in the note payable due to Pegasus offset by an increase in Technology Park payable – County.
- Deferred inflows of resources decreased by $263,882, which represents a reduction of unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 10-11) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 13-20 of this report.

THE COMMISSION AS A WHOLE

Statement of Net Position

The Commission's total net position changed from a year ago, increasing from $4,822,197 to $5,045,472. The following schedule compares the assets, liabilities, deferred inflows of resources and net position for the current and previous year.

Table 1
Net Position

	2024	2023
Cash and cash equivalents	$ 1,081,482	$ 988,553
Rent receivable	2,051,291	2,298,025
Grant receivable	121,264	15,737
Prepaid expenses	-	9,822
Property held for resale	8,400,000	8,400,000
Technology Park property, net	5,850,000	5,850,000
Total assets	$ 17,504,037	$ 17,562,137
Accounts payable	$ 98,976	$ 5,352
Refundable advance	2,500,000	2,500,000
Technology Park payable - County	2,545,993	2,430,702
Note payable	5,312,552	5,538,960
Total liabilities	10,457,521	10,475,014
Deferred inflows of resources	2,001,044	2,264,926
Net position		
Restricted	61,198	61,198
Unrestricted	4,984,274	4,760,999
Total net position	5,045,472	4,822,197
Total liabilities, deferred inflows of resources and net position	$ 17,504,037	$ 17,562,137

The Commission's net position increased by $223,275 during fiscal year 2024 primarily from increased Bluffs project grant revenue.

Statement of Activities

The following schedule compares the revenues and expenditures for the current and previous fiscal year.

Table 2
Statement of Activities

	2024	2023
Revenues:		
Governmental	$ 775,000	$ 775,000
Program	1,106,654	525,158
Total revenues	1,881,654	1,300,158
Expenses:		
General government	1,658,379	1,046,224
Change in net position	223,275	253,934
Net position, beginning of year	4,822,197	4,568,263
Net position, end of year	$ 5,045,472	$ 4,822,197

Prior year revenue totaled $1,300,158 versus current year revenue of $1,881,654. This increase is primarily due to an increase in the Bluffs project grant revenue.

Prior year expenditures totaled $1,046,224 versus current year expenditures of $1,658,379. This increase is primarily due to an increase in expenditures related to the Bluffs project.

General Fund Budget

Table 3
Final Budget versus Actual Results (GAAP Basis)
General Fund

	Final Budget	Actual	Variance
Revenues			
Governmental			
Intergovernmental	$ 775,000	$ 775,000	$ -
Program			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	683,918	183,918
Foreign trade zone	1,500	2,778	1,278
Interest income	19,000	143,729	124,729
Other income	2,750	12,361	9,611
	1,685,250	1,881,654	196,404
Expenditures			
Current			
General government	1,685,250	1,658,379	26,871
Net change in fund balance	$ -	$ 223,275	$ 223,275

During 2024, the final approved budget reflected $1,685,250 in revenues and $1,685,250 in expenditures. Actual expenditures were $26,871 less than budgeted expenditures. Additional budget to actual information for the Commission's General Fund is on page 12.

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain 8,549 jobs, $498 million in annual payroll, and $831 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the fiscal year 2023/2024. The funds were used for the activities of the Commission as well as for Florida West's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission continues to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2023/2024, the Commission has received and spent approximately $9 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida for fiscal year 2023 in the amount of $5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was awarded a grant for up to $6,000,000 from Triumph Gulf Coast in March 2024 to provide partial funding for construction of a 38,750+- sq. ft. building to be constructed by Space Florida, at Pensacola State College's main campus to house offices and research and development activities of American Lightweight Materials Manufacturing Innovation Institute ("ALMMII"),d/b/a LIFT, a Michigan corporation as part of the Manufacturing USA network. The estimated total cost of the project is $21,000,000 with the Triumph Gulf Coast grant providing up to $6,000,000, and match requirements provided by Space Florida (of not less than $8,000,000) and LIFT providing not less than $7,000,000. This project will catalyze establishment of the institute, and upon completion of the facility will create 36 new jobs paying an average wage of $113,083 per year and will enable $32 million in competitively awarded federal research grants and contracts focused on next-generation materials within aerospace and defense, automotive, ship-building and the advanced manufacturing cluster; as well as providing substantial, collaborative, assistance and convening experts in manufacturing and innovation, to mentor a minimum of 100 companies and entrepreneurs within the NW Florida area. This type of research and development project is expected to seed the acceleration of advanced manufacturing capabilities, thereby strengthening resiliency of the manufacturing cluster in Pensacola, Escambia County and throughout Northwest Florida as a whole. No expenditures were incurred related to this project as of September 30, 2024.

The Commission continues as Grantee of the $2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least sixty-three new jobs at an average wage of not less than $61,204. Pegasus will also invest $3,800,000 in renovation (buildout to suit their specialized operation) and approximately $5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. On October 21, 2021, the U.S. Department of Commerce, Foreign Trade Zone Board approved application to reorganize and expand FTZ #249 under the alternate site framework (ASF) with a service area of Escambia County, Santa Rosa and Okaloosa Counties. The expanded FTZ #249 territory extends advantages to serve companies located anywhere within the 3-county area and under the ASF; new Usage-Driven sites can be approved in as little as 120 days. The Commission, with the assistance of its QAD consulting company, submits its annual FTZ #249's activity to the Foreign Trade Zone Board.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.

FINANCIAL STATEMENTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2024

ASSETS

Cash and cash equivalents	$	1,081,482
Rent receivable		2,051,291
Grant receivable		121,264
Property held for resale		8,400,000
Technology Park property, net		5,850,000
Total Assets	$	17,504,037

LIABILITIES AND NET POSITION

Liabilities:		
Accounts payable	$	98,976
Refundable advance		2,500,000
Technology Park payable - County		2,545,993
Note payable		5,312,552
Total liabilities		10,457,521
Deferred Inflows of Resources:		
Unearned rent revenue		2,001,044
Net Position:		
Restricted		61,198
Unrestricted:		
Committed		52,309
Unassigned		4,931,965
Total net position		5,045,472
Total Liabilities, Deferred Inflows of Resources and Net Position	$	17,504,037

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2024

Revenues:		
Governmental -		
Intergovernmental - City	$	175,000
Intergovernmental - County		600,000
Program -		
Rent revenue		263,868
Grant revenue		683,918
Foreign trade zone		2,778
Interest income		143,729
Other income		12,361
Total revenues		1,881,654
Expenses:		
Current -		
General government -		
Economic development		1,389,882
Audit and accounting		9,200
Legal		6,077
Interest expense		230,760
Miscellaneous		22,460
Total expenses		1,658,379
Change in Net Position		223,275
Net Position, Beginning of Year		4,822,197
Net Position, End of Year	$	5,045,472

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2024

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	$ 175,000	$ 175,000	$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	683,918	183,918
Foreign trade zone	1,500	2,778	1,278
Interest income	19,000	143,729	124,729
Other income	2,750	12,361	9,611
Total revenues	1,685,250	1,881,654	196,404
Expenditures:			
Current -			
General government -			
Economic development	1,175,000	1,389,882	(214,882)
Audit and accounting	12,000	9,200	2,800
Legal	7,500	6,077	1,423
Contractual services - Foreign Trade Zone	1,250	-	1,250
Interest expense	375,000	230,760	144,240
Miscellaneous	114,500	22,460	92,040
Total expenditures	1,685,250	1,658,379	26,871
Net Change in Fund Balance	$ -	$ 223,275	$ 223,275

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows of Resources

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2024, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows of Resources (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

G. Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from those estimates.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

(a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
(b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
(c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
(d) Direct obligations of the U.S. Treasury.

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2024, the carrying amount and bank balance of the Commission's deposits was $1,081,482.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of $6,900,000 and $1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of $5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling $4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 8 for further information.

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of $3,243,106 have been capitalized, of which $1,926,938 were funded by the County. The remaining infrastructure costs of $1,316,168 were funded by a grant.

NOTE 3 - TECHNOLOGY PARK (Continued)

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2024:

	County	City	Total
Initial land conveyance	$ 6,900,000	$ 1,425,000	$ 8,325,000
Infrastructure funded by County	1,926,938	-	1,926,938
Infrastructure funded by grant	1,316,168	-	1,316,168
Technology Park property at cost	$ 10,143,106	$ 1,425,000	11,568,106
Fair value adjustment			(5,718,106)
Technology Park property at fair value			5,850,000
Accrued interest and other			765,505
Forgiveness of debt			(4,069,512)
Technology Park payable			$ 2,545,993

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (5.25% at September 30, 2024).

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. (“Pegasus”) to finance the purchase of land and a warehouse for $8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of $2.5 million, with the remaining $5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2024, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of $2 million, relating to the arrangement. The Commission also had an outstanding note payable of $5.5 million due under the promissory note due to Pegasus as of September 30, 2024. In addition, the $2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of $30,184 including interest at 2.12%, matures April 1, 2032	$ 5,312,552

Scheduled maturities of the note payable are as follows:

Year ending September 30,	Principal	Interest
2025	$ 252,016	$ 110,187
2026	257,411	104,792
2027	262,922	99,281
2028	268,550	93,653
2029	274,299	87,904
2030 - 2032	3,997,354	560,366
	$ 5,312,552	$ 1,056,183

NOTE 6 - NET POSITION

Restricted net position includes $61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes $52,309 of funds for future commerce park marketing and/or improvements.

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2024.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2025, for a fee of $675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling $1,010,275.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2024, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the $2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola". Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2024, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated January 13, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. We identified certain deficiencies in internal control that we consider to be material weaknesses.

Finding 2024-01: Bookkeeping and Accrual Accounting

During the audit, we noted several areas where adjustments were needed in order for the financial statements to be presented in accordance with U.S. GAAP:

- Accounts payable had a $7,589 balance due to the Florida Department of Revenue ("FDOR") that was over 90 days outstanding due to three payments made to FDOR recorded to sales tax income rather than as reductions to sales tax payable.

- Opening net position was off $2,850 compared to the audited balance for the year ended September 30, 2023, due to audit entries not posted.

- The amount due to the County under the Technology Park line of credit had not been updated to include $115,291 in interest expense incurred during the year.

- Entries to adjust the Pegasus note payable and rent receivable had been posted to the incorrect accounts within the statement of net position.

- Vendor liabilities and the associated expenditures for August and September 2024 were not recorded. Unrecorded liabilities included seventeen invoices totaling $58,961 due for legal fees, Tech Park landscaping, the Bluffs project master planning and the Bluffs project management.

- Revenue and receivables totaling $121,264 for the Bluffs project was not recorded for several months of 2024.

The above discrepancies resulted in $111,442 in understated assets, $156,792 in understated liabilities, $2,850 in understated net position, $128,750 in understated revenues, and $176,950 in understated expenses.

As bookkeeping duties are transitioned to the newly retained accounting firm, we recommend that all supporting schedules for accounts on the statement of net position are reconciled to the general ledger on a regular basis and errors are remedied before year-end. We further recommend reviewing revenue and expenditure accounts at year-end to determine whether all necessary accrual entries have been recorded.

Management's Response:

PEDC management acknowledges the multiple findings related to bookkeeping errors, including inaccurate journal entries, untimely reconciliations, and inconsistencies in financial reporting. We recognize that these issues stem from a need for enhanced training, updated procedures, and improved oversight.

To address these concerns, the organization has taken the following actions:

- Changed accounting firms providing bookkeeping services.
- The new firm is assisting PEDC to update and document bookkeeping procedures, emphasizing timelines, review protocols, and proper documentation standards.
- PEDC has implemented software tools to automate routine bookkeeping tasks and reduce the risk of manual errors, for example the organization is now utilizing BILL.com and DEXT software to better track expenditures and pay vendors in a timely manner.
- These actions will be completed by the team at the new accounting firm with direct communication with the organization's CEO.

PEDC is committed to resolving these issues promptly and preventing similar occurrences in the future.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Pensacola-Escambia County Promotion and Development Commission's Response to Findings

Government Auditing Standards requires the auditor to perform limited procedures on the Commission's response to the findings identified in our audit and described previously. The Commission's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
January 13, 2025

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2024. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2024.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 13, 2025

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2024, and have issued our report thereon dated January 13, 2025.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Auditor's Report on an examination conducted in accordance with *AICPA Professional Standards*, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated January 13, 2025, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations, except as reported in Finding 2024-01 in our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
January 13, 2025

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2023

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2023, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2023, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated January 19, 2024, on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
January 19, 2024

Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2023

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2023. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission decreased by $150,351 from 2022 due to a decrease in rent receivable.
- Total liabilities decreased by $140,417 due to a decrease in the note payable due to Pegasus.
- Deferred inflows of resources decreased by $263,868 which represents a reduction of unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 10-11) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 13-20 of this report.

THE COMMISSION AS A WHOLE

Statement of Net Position

The Commission's total net position changed from a year ago, increasing from $4,568,263 to $4,822,197. The following schedule compares the assets, liabilities, deferred inflows of resources and net position for the current and previous year.

Table 1
Net Position

	2023	2022
Cash and cash equivalents	$ 988,553	$ 815,738
Rent receivable	2,298,025	2,539,588
Grant receivable	15,737	96,914
Prepaid expenses	9,822	10,248
Property held for resale	8,400,000	8,400,000
Technology Park property, net	5,850,000	5,850,000
Total assets	$ 17,562,137	$ 17,712,488
Accounts payable	$ 5,352	$ 2,233
Refundable advance	2,500,000	2,500,000
Technology Park payable - County	2,430,702	2,332,284
Note payable	5,538,960	5,780,914
Total liabilities	10,475,014	10,615,431
Deferred inflows of resources	2,264,926	2,528,794
Net position		
Restricted	61,198	61,198
Unrestricted	4,760,999	4,507,065
Total net position	4,822,197	4,568,263
Total liabilities, deferred inflows of resources and net position	$ 17,562,137	$ 17,712,488

The Commission's net position increased by $253,394 during fiscal year 2023 primarily from increased rent revenue and interest income received.

Statement of Activities

The following schedule compares the revenues and expenditures for the current and previous fiscal year.

Table 2
Statement of Activities

	2023	2022
Revenues:		
Governmental	$ 775,000	$ 775,000
Program	525,158	488,529
Total revenues	1,300,158	1,263,529
Expenses:		
General government	1,046,224	1,111,680
Change in net position	253,934	151,849
Net position, beginning of year	4,568,263	4,416,414
Net position, end of year	$ 4,822,197	$ 4,568,263

Prior year revenue totaled $1,263,529 versus current year revenue of $1,300,158. This increase is due to an increase in rent revenue.

Prior year expenditures totaled $1,111,680 versus current year expenditures of $1,046,224. This decrease is primarily due to a decrease in expenditures related to the Bluffs project.

General Fund Budget

Table 3
Final Budget versus Actual Results (GAAP Basis)
General Fund

	Final Budget	Actual	Variance
Revenues			
Governmental			
Intergovernmental	$ 775,000	$ 775,000	$ -
Program			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	96,951	(403,049)
Foreign trade zone	1,500	-	(1,500)
Tech Park income	17,000	17,185	185
Interest income	19,000	132,561	113,561
Other income	2,750	14,593	11,843
	1,702,250	1,300,158	(402,092)
Expenditures			
Current			
General government	1,702,250	1,046,224	656,026
Net change in fund balance	$ -	$ 253,934	$ 253,934

During 2023, the final approved budget reflected $1,702,250 in revenues and $1,702,250 in expenditures. Actual expenditures were $656,026 less than budgeted expenditures. Additional budget to actual information for the Commission's General Fund is on page 12.

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain approximately 8,200 jobs, $480 million in annual payroll, and $803 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the fiscal year 2022/2023. The funds were used for the activities of the Commission as well as for FloridaWest's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission will continue to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2022/2023, the Commission has received and spent approximately $11.4 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida this year in the amount of $5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was the recipient of a $2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then to be leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least 63 new jobs at an average wage of not less than $61,204. Pegasus will also invest $3,800,000 in renovation (buildout to suit their specialized operation) and approximately $5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. On October 21, 2021, the U.S. Department of Commerce, Foreign Trade Zone Board approved application to reorganize and expand FTZ #249 under the alternate site framework (ASF) with a service area of Escambia County, Santa Rosa and Okaloosa Counties. The expanded FTZ #249 territory extends advantages to serve companies located anywhere within the 3-county area and under the ASF; new Usage-Driven sites can be approved in as little as 120 days. The Commission, with the assistance of its FTZ consulting company, submits its annual FTZ #249's activity to the Foreign Trade Zone Board.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.

Brian Hilson
CEO, FloridaWest Economic Development Alliance

FINANCIAL STATEMENTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2023

ASSETS

Cash and cash equivalents	$	988,553
Rent receivable		2,298,025
Grant receivable		15,737
Prepaid expenses		9,822
Property held for resale		8,400,000
Technology Park property, net		5,850,000
Total Assets	$	17,562,137

LIABILITIES AND NET POSITION

Liabilities:		
Accounts payable	$	5,352
Refundable advance		2,500,000
Technology Park payable - County		2,430,702
Note payable		5,538,960
Total liabilities		10,475,014
Deferred Inflows of Resources:		
Unearned rent revenue		2,264,926
Net Position:		
Restricted		61,198
Unrestricted:		
Committed		52,309
Unassigned		4,708,690
Total net position		4,822,197
Total Liabilities, Deferred Inflows of Resources and Net Position	$	17,562,137

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2023

Revenues:		
Governmental -		
Intergovernmental - City	$	175,000
Intergovernmental - County		600,000
Program -		
Rent revenue		263,868
Grant revenue		96,951
Tech Park income		17,185
Interest income		132,561
Other income		14,593
Total revenues		1,300,158
Expenses:		
Current -		
General government -		
Economic development		807,210
Audit and accounting		10,641
Legal		6,075
Interest expense		208,845
Miscellaneous		13,453
Total expenses		1,046,224
Change in Net Position		253,934
Net Position, Beginning of Year		4,568,263
Net Position, End of Year	$	4,822,197

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2023

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	$ 175,000	$ 175,000	$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	96,951	(403,049)
Foreign trade zone	1,500	-	(1,500)
Tech Park income	17,000	17,185	185
Interest income	19,000	132,561	113,561
Other income	2,750	14,593	11,843
Total revenues	1,702,250	1,300,158	(402,092)
Expenditures:			
Current -			
General government -			
Economic development	1,306,300	807,210	499,090
Audit and accounting	12,000	10,641	1,359
Legal	7,500	6,075	1,425
Contractual services - Foreign Trade Zone	1,250	-	1,250
Interest expense	375,000	208,845	166,155
Miscellaneous	200	13,453	(13,253)
Total expenditures	1,702,250	1,046,224	656,026
Net Change in Fund Balance	$ -	$ 253,934	$ 253,934

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows of Resources

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2023, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows of Resources (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

G. Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from those estimates.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

H. Recent Accounting Pronouncements

GASB Statement No. 96, *Subscription-Based Information Technology Arrangements*, provides guidance on the accounting and financial reporting for subscription-based information technology arrangements (SBITAs) for government end users (governments). This Statement (1) defines a SBITA; (2) establishes that a SBITA results in a right-to-use subscription asset an intangible asset- and a corresponding subscription liability; (3) provides the capitalization criteria for outlays other than subscription payments, including implementation costs of a SBITA; and (4) requires note disclosures regarding a SBITA. To the extent relevant, the standards for SBITAs are based on the standards established in Statement No. 87, *Leases*, as amended. The requirements of this Statement are effective for reporting periods beginning after June 15, 2022. The standard had no impact on the Commission's financial statements for the year ended September 30, 2023.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

(a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
(b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
(c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
(d) Direct obligations of the U.S. Treasury.

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2023, the carrying amount of the Commission's deposits was $988,553 and the bank balance was $990,003.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of $6,900,000 and $1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of $5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling $4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 8 for further information.

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of $3,243,106 have been capitalized, of which $1,926,938 were funded by the County. The remaining infrastructure costs of $1,316,168 were funded by a grant.

NOTE 3 - TECHNOLOGY PARK (Continued)

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2023:

	County	City	Total
Initial land conveyance	$ 6,900,000	$ 1,425,000	$ 8,325,000
Infrastructure funded by County	1,926,938	-	1,926,938
Infrastructure funded by grant	1,316,168	-	1,316,168
Technology Park property at cost	$ 10,143,106	$ 1,425,000	11,568,106
Fair value adjustment			(5,718,106)
Technology Park property at fair value			5,850,000
Accrued interest and other			650,214
Forgiveness of debt			(4,069,512)
Technology Park payable			$ 2,430,702

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (5.59% at September 30, 2023).

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. ("Pegasus") to finance the purchase of land and a warehouse for $8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of $2.5 million, with the remaining $5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2023, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of $2.3 million, relating to the arrangement. The Commission also had an outstanding note payable of $5.5 million due under the promissory note due to Pegasus. In addition, the $2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of $30,184 including interest at 2.12%, matures April 1, 2032	$ 5,538,960

Scheduled maturities of the note payable are as follows:

Year ending September 30,	Principal	Interest
2024	$ 226,372	$ 105,647
2025	252,016	110,187
2026	257,411	104,792
2027	262,922	99,281
2028	268,550	93,653
2029 - 2033	1,431,485	379,529
2034 - 2038	1,591,408	219,607
2039 - 2042	1,248,796	49,135
	$ 5,538,960	$ 1,161,831

NOTE 6 - NET POSITION

Restricted net position includes $61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes $52,309 of funds for future commerce park marketing and/or improvements.

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2023.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2024, for a fee of $675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling $82,786.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2023, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the $2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola". Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2023, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2023, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated January 19, 2024.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 19, 2024

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2023. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2023.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 19, 2024

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2023, and have issued our report thereon dated January 19, 2024.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Auditor's Report on an examination conducted in accordance with *AICPA Professional Standards*, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated January 19, 2024, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
January 19, 2024

Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2022, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

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

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 8 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated December 9, 2022 on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
December 9, 2022

Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2022. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission increased by $10,980,472 from 2021 due to $2,539,588 rent receivable and $8,400,000 increase in assets held for resale related to a warehouse purchased and leased to Pegasus Laboratories, Inc. ("Pegasus"). The assets were acquired, and the rent receivable was recorded in connection with an agreement with Pegasus.
- Liabilities increased by $8,299,829 due to a refundable advance of $2,500,000 recorded for the Triumph Gulf Coast grant and $5,780,914 due to Pegasus under a note payable issued in connection with the warehouse purchase.
- Deferred inflows of resources increased by $2,528,794 to account for unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 9-10) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 12-16 of this report.

THE COMMISSION AS A WHOLE

The Commission's total net position changed from a year ago, increasing from $4,416,414 to $4,568,263. Our analysis below focuses on the net position (Table 1) and changes in net position of the Commission's governmental activities.

Table 1
Net Position
(in thousands)

	2021	2022
Cash	$ 882	$ 816
Rent receivable	-	2,539
Grant receivable	-	97
Prepaid expenses	-	10
Property held for resale	-	8,400
Technology Park property	5,850	5,850
Total Assets	$ 6,732	$ 17,712
Accounts payable	$ 2	$ 2
Refundable advance	-	2,500
Technology Park payable – County	2,314	2,333
Note payable	-	5,780
Total liabilities	2,316	10,615
Deferred inflows of resources	-	2,529
Net Position:		
Restricted	61	61
Unrestricted	4,355	4,507
Total net position	4,416	4,568
Total Liabilities and Net Position	$ 6,732	$ 17,712

Statement of Activities

Prior year revenue totaled $776,853 versus current year revenue of $1,263,529. This increase is due to an increase in rent revenue and grant funds.

Prior year expenses totaled $805,796 versus current year expenses of $1,111,680. This increase is primarily due to an increase in grant expenditures.

Table 2
Final Budget versus Actual Results (GAAP Basis)
General Fund

	Final Budget	Actual	Variance
Revenues:			
Governmental -			
Intergovernmental	$ 775,000	$ 775,000	$ 0
Program -			
Rent Revenue	108,666	109,945	1,279
Grant Revenue	300,000	319,299	19,299
Foreign trade zone	1,469	1,469	0
Interest income	53,597	52,816	(781)
Other Income	5,000	5,000	0
Expenditures:			
Current -			
General government	$ 1,243,732	$ 1,111,680	$ 132,052
Net Change in Fund Balance	$ 0	$ 151,849	$ 151,849

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain approximately 8,200 jobs, $430 million in annual payroll, and $796 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the current fiscal year. The funds were used for the activities of the Commission as well as for FloridaWest's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission will continue to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2021/2022, the Commission has received and spent approximately $11.4 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida this year in the amount of $5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was the recipient of a $2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then to be leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least 63 new jobs at an average wage of not less than $61,204. Pegasus will also invest $3,800,000 in renovation (buildout to suit their specialized operation) and approximately $5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. FTZ #249 consists of sites at the Port of Pensacola, Pensacola International Airport, Pensacola Marine Terminal (2 sites: Pensacola Shipyard and Spruce Street Industrial Complex), Century Industrial Park and a designated sub-zone for the GE Wind Energy Plant. The Commission, with the assistance of its FTZ consulting company, submitted the FTZ #249's annual report to the Foreign Trade Zone Board. This past year the Commission finalized the application process to reorganize the FTZ#249 under the alternate site framework and expand into all of Escambia, Santa Rosa and Okaloosa Counties. The Commission also received notification about the approved expansion of FTZ 249 and concurrence was given in accordance with CR 146.7 for a Foreign-Trade Zone Operator Agreement between SnackCrate, Inc. (a local expanding company) and the Commission, the Zone Grantee.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.



Scott Luth
CEO, FloridaWest Economic Development Alliance

FINANCIAL STATEMENTS

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2022

ASSETS

Cash and cash equivalents	$	815,738
Rent receivable		2,539,588
Grant receivable		96,914
Prepaid expenses		10,248
Property held for resale		8,400,000
Technology Park property, net		5,850,000
Total Assets	$	17,712,488

LIABILITIES AND NET POSITION

Liabilities:		
Accounts payable	$	2,233
Refundable advance		2,500,000
Technology Park payable - County		2,332,284
Note payable		5,780,914
Total liabilities		10,615,431
Deferred Inflows of Resources:		
Unearned rent revenue		2,528,794
Net Position:		
Restricted		61,198
Unrestricted:		
Committed		52,309
Unassigned		4,454,756
Total net position		4,568,263
Total Liabilities, Deferred Inflows and Net Position	$	17,712,488

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2022

Revenues:		
Governmental -		
Intergovernmental - City	$	175,000
Intergovernmental - County		600,000
Program -		
Rent revenue		109,945
Grant revenue		319,299
Foreign trade zone		1,469
Interest income		52,816
Other income		5,000
Total revenues		1,263,529
Expenses:		
Current -		
General government -		
Economic development		1,017,790
Audit and accounting		7,311
Legal		3,395
Foreign trade zone		1,250
Interest expense		69,773
Miscellaneous		12,161
Total expenses		1,111,680
Change in Net Position		151,849
Net Position, Beginning of Year		4,416,414
Net Position, End of Year	$	4,568,263

The accompanying notes are an integral part of these financial statements.

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2022

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	$ 175,000	$ 175,000	$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	108,666	109,945	1,279
Grant revenue	300,000	319,299	19,299
Foreign trade zone	1,469	1,469	-
Interest income	53,597	52,816	(781)
Other income	5,000	5,000	-
Total revenues	1,243,732	1,263,529	19,797
Expenditures:			
Current -			
General government -			
Economic development	1,025,000	1,017,790	7,210
Audit and accounting	7,311	7,311	-
Legal	5,343	3,395	1,948
Contractual services - Foreign Trade Zone	1,250	1,250	-
Interest expense	69,773	69,773	-
Miscellaneous	135,055	12,161	122,894
Total expenditures	1,243,732	1,111,680	132,052
Net Change in Fund Balance	$ -	$ 151,849	$ 151,849

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2022, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

(a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
(b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
(c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
(d) Direct obligations of the U.S. Treasury.

NOTE 2 - CASH AND INVESTMENTS (Continued)

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2022, the carrying amount of the Commission's deposits was $815,738 and the bank balance was $852,904.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of $6,900,000 and $1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of $5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling $4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 6 for further information.

NOTE 3 - TECHNOLOGY PARK (Continued)

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of $3,243,106 have been capitalized, of which $1,926,938 were funded by the County. The remaining infrastructure costs of $1,316,168 were funded by a grant.

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2022:

	County	City	Total
Initial land conveyance	$ 6,900,000	$ 1,425,000	$ 8,325,000
Infrastructure funded by County	1,926,938		1,926,938
Infrastructure funded by grant	1,316,168		1,316,168
Technology Park property at cost	$ 10,143,106	$ 1,425,000	11,568,106
Fair value adjustment			(5,718,106)
Technology Park property at fair value			5,850,000
Accrued interest and other			551,796
Forgiveness of debt			(4,069,512)
Technology Park payable			$ 2,332,284

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (2.61% at September 30, 2022)

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. (“Pegasus”) to finance the purchase of land and a warehouse for $8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of $2.5 million, with the remaining $5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

NOTE 4 - PROPERTY HELD FOR RESALE (Continued)

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2022, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of $2.5 million, relating to the arrangement. The Commission also had an outstanding note payable of $5.8 million due under the promissory note due to Pegasus. In addition, the $2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of $30,184 including interest at 2.12%, matures April 1, 2032	$ 5,780,914

Scheduled maturities of the note payable are as follows:

Year ending September 30,	
2023	$ 221,628
2024	246,735
2025	252,016
2026	257,411
2027	262,922
Thereafter	4,540,202
	$ 5,780,914

NOTE 6 - NET POSITION

Restricted net position includes $61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes $52,309 of funds for future commerce park marketing and/or improvements.

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2022.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2023 for a fee of $675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling $174,900.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2022, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the $2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola". Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2022, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated December 9, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
December 9, 2022

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2022. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2022.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh Cleaveland & Gund

Pensacola, Florida
December 9, 2022

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2022, and have issued our report thereon dated December 9, 2022.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*. Disclosures in this report, which is dated December 9, 2022, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Saltmarsh, Cleaveland & Gund

Pensacola, Florida
December 9, 2022

Local Option Sales Tax

353

Northwest Florida Defense Coalition

31

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com.**

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

__ Submit a fully completed Agency Funding Request Application

__ Submit a copy of your organization's current W-9

__ Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status

__ Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.

__ Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: ___Northwest Florida Defense Coalition _____

Agency Address: __127 Palafox Place, Suite 200, Pensacola, FL 32502_____

_____

Program Name for which funding is being requested: ___Northwest Florida Defense Coalition__

Amount Requested: $__100,000.00____

Program Contact: ___Deborah (Debi) Graham_____

Contact Email: ___dgraham@nwfdefense.com_____ Contact Phone: (850_712-9019

25-Word Description of Program: To formalize and organize federal advocacy efforts for the military missions in Escambia and Santa Rosa Counties of Northwest Florida.

_____

How many years has your organization been providing services in the County? 1.5 years_

How many years has your organization received funding from the County? ___1.5 years ____

Explain how receiving funds from the County would have a significant impact on your organization: Funding will support the continued efforts of this organization with one full-time employee, the assistance of a local retired high-ranking military officer on a part-time basis, and services of a uniquely experienced DC consultant with targeted travel focusing specifically on issues in support of local military missions, personnel, and dependents.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: $100,000.00

Briefly discuss how last year's funds were used? Funds thus far have been used to support one full-time staff member, purchase supplies and marketing materials in support of the organization's efforts.

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? The Northwest Florida Defense Coalition has been working with stakeholders and Federal leadership to advocate for funding for critical infrastructure and mission needs for NAS Pensacola. As DoD is more than 50% of the economic impact for Escambia County, these efforts are directly related to the viability of our community.

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? This funding will be combined with investments from other governmental agencies, potential State grants, and private funds to support the strategy and drumbeat of engagement with federal agencies and legislative initiatives to continue to protect, grow and support the local military complex missions and installations.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: N/A

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how

have you partnered with those organizations in the area:___The Greater Pensacola Chamber has continued to support the quality of life initiatives of military personnel and their families by hosting the Military Affairs Committee, with the support of the Northwest Florida Defense Coalition. There are no other local organizations focused specifically on advocacy for area military efforts.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. There are no other local organizations focused specifically on advocacy for area defense missions. NWFDC is uniquely positioned to carry-out this initiative due to the extensive experience of consultants, staff and partnerships already in place.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: ___75___%
- Percentage for direct programming costs: ___25___%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? This funding will be combined with investments from other local governmental agencies, potential State grants, and private funds to cover the organization's requirements.

_____

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: The funds may potentially be used as a match for the State of Florida's Defense Reinvestment Grant (DRG) with an award of up to $250,000 at a 30% match._____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. ___This funding will be combined with investments from

other local governmental agencies, potential State grants, and private funds, but no other non-profit agencies. There is no duplication of funding as the investments offset specific expense requirements. _____

_____

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. 1.Regular coordinated engagement with Congressional/Pentagon Leadership to include County Officials. Four (4) direct engagements per year either in person or remote.	4	4	4	0%
2. Identify priority Federal budgetary “asks” for projects for MilCon, Appropriations, and/or Supplemental funding for local installations. Two (2) filed and monitored budgetary “asks” per year.	1	2	2	0%
3. Regular engagement with local installation leadership to keep a pulse on need, challenges and opportunities. Minimum monthly meetings with NASP leadership. Twelve (12) per year.	12	12	12	0%

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Minimum of quarterly coordinated engagement with Congressional/Pentagon Leadership to include County Officials.	4 engagements
2. Identify minimum of two (2) priority Federal budgetary “asks” for projects for MilCon, Appropriations, and/or Supplemental funding for local installations and/or key mission.	2 identified budgetary asks

3. Minimum of monthly engagement with local installation leadership to keep a pulse on needs, challenges and opportunities.	12 engagements

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY26
1. Minimum of quarterly coordinated engagement with Congressional/Pentagon Leadership to include County Officials	4 engagements
2. Identify minimum of two (2) priority Federal budgetary “asks” for projects for MilCon, Appropriations, and/or Supplemental funding for local installations and/or key mission.	2 identified budgetary asks
3. Minimum of monthly engagement with local installation leadership to keep a pulse on needs, challenges and opportunities.	12 engagements

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$110,000	$ 100,000	$100,000
Programmatic Income	$ N/A	$ N/A	$ N/A
County Funding/Direct Contribution	$ 68,873	$ 100,000	$ 100,000
County Funding by Other Source (a)	$ N/A	$ N/A	$ N/A
City Funding	$ -0-	$ TBD	$ TBD
Local Non-Profit Funding	$ N/A	$ N/A	$ N/A
State Funding	$ N/A	$ N/A	$ N/A
Federal Funding	$ N/A	$ N/A	$ N/A
Memberships	$ 49,691	$ 200,000	$ 250,000
Investment Income	$ N/A	$ N/A	$ N/A
Other Income (b)	$ N/A	$ N/A	$ N/A
Total Income	$ 228,564	$ 400,000	$ 450,000
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) __N/A_____

_____

_____

_____

_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. __ N/A ____

_____

_____

_____

_____

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	1	1	1
Salaries and Wages	$ 57,114*	$90,000*	$115,000*
Employee Benefits	$ inc	$ inc	$ inc
Professional Services	$ 56,989	$ 144,000	$ 144,000
Contractual Services	$ N/A	$ N/A	$ N/A
Travel Expenses	$ 11,374	$ 30,000	$ 30,000
Rentals and Leases	$ N/A	$ N/A	$ N/A
Communication	$ N/A	$ N/A	$ N/A
Postage and Freight	$ 24	$ 100	$ 100
Repair and Maintenance	$ N/A	$ N/A	$ N/A
Printing and Binding	$ -	$ 500	$ 500
Marketing and Promotion	$ 11,490	$ 15,000	$ 15,000
Fuel	$ N/A	$ N/A	$ N/A
Supplies	$ 4,567	$ 5,000	$ 5,000
Event Expenses	$ -	$ 10,000	$ 10,000
Capitalizable Assets for County Funding (a)	$ N/A	$ N/A	$ N/A
Other Expenses (b)	$ 4,679	$ 6,000	$ 6,000
Total Expenses	$ 146,238	$ 300,600	$ 325,600
Net Income - (Revenue minus Expense)	$ 82,326	$ 99,400	$ 124,400

* - Benefits are included with Salary/Wages through Landrum Services.

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. ___N/A_____

(b) Please explain any request listed in the "Other Expenses" line item. Other expenses include: Bank Charges ($176), Dues ($1,000), Legal for Organizational Set Up ($986), Meals for Meetings ($758), Taxes ($44), Registrations ($1,565) and Accounting Fees ($150)_____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Fiscal ____
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.__N/A_____
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? Since county/city funds are traditionally reimbursed and investments from private organizations are often received annually depending on those corporate calendars, residual funds are used to cover those operating months without income._____

_____

_____

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Deborah (Debi) Graham	Executive Director	$85,000 inc benefits and agency fees
		$
		$
		$
		$

5. Please provide the total amount of cash and investments on hand. _$33,010_____

_____

6. Does your organization charge fees for services? If so, provide a list of fees charged.

___No._____

_____

_____

_____

_____

_____

_____

7. Does your organization require background checks from volunteers and staff? __No.__

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: _____

1. What is your agency's Strategic Plan? A Strategic "Flight Plan" was developed and submitted in 2024. It can be resubmitted upon request._____

2. How many jobs were created this year over last year by zip code? While not a traditional Economic Development agency, the NWFDC is working to protect, sustain and grow the DoD/military presence in our area. Currently, military activities generate over $8.2B in regional impact and over 52% of the total economy. NAS Pensacola alone supports 126 tenant commands which employs more than 16,000 military personnel and 7,400 civilian employees.

3. What is the net cost per job created? _____N/A_____

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A

2. Did your agency receive any grants? List the amount and a detailed use of the funds.
   The Northwest Florida Defense Coalition did not receive any direct grants in 2024-2025, but is providing staffing and oversight of a Florida State Defense Reinvestment Grant (DRG) awarded to PEDC for $250,000. This grant is being used for a feasibility and needs analysis study for a potential cyber project supporting Corry Station, NAS Pensacola.

3. Was there any increase in membership for the local chambers? Unknown. However, NWFDC is an in-kind member of the Greater Pensacola Chamber, Santa Rosa Chamber and Navarre Chambers. Their leadership is also included as Advisors to the NWFDC's Board of Directors.

4. What are your agency's statistics on business creation and minority businesses by zip code? While not a traditional Economic Development agency, the NWFDC is working to protect, sustain and grow the DoD/military presence in our area. Currently, military activities generate over $8.2B in regional impact and over 52% of the total economy. NAS Pensacola alone supports 126 tenant commands which employs more than 16,000 military personnel and 7,400 civilian employees.
   Can we reduce the taxpayer subsidy? Unknown.

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Deborah (Debi) Graham
Name

Executive Director 3/28/2025
Title Date

Northwest Florida Defense Flight Plan

Executive Summary

Northwest Florida is home to one of the nation's highest concentrations of active duty and civilian military personnel, veterans, and military retirees. The region hosts four installations: Naval Air Station Pensacola (NASP), Naval Air Station Whiting Field (NASWF), Corry Station and Saufley Field. In the far northwest region of Florida, Escambia and Santa Rosa Counties military activity generates over $8.3 billion in regional impact and over 52 percent of the economy. NASP alone supports 125 tenant commands, which employ more than 16,000 military personnel and 7,400 civilian employees. NASWF is the "busiest Naval Air Station in the world," with 12,000 acres, including 12 outlying fields.

In addition to enhancing this vital economic asset, the region must continue to develop strategic economic growth opportunities that promote and enhance DoD investments in the two-county area. By recognizing the opportunity to leverage existing missions to help diversify private sector industries and further enhance military mission growth, efforts should continue to develop innovative initiatives that promote economic diversification by: 1) providing mission enhancement for existing missions to serve as a catalyst for non-DoD industry development; 2) supporting targeted DoD investments in infrastructure and assets, including the preservation and growth of federal and non-federal jobs; 3) identifying and promoting public/private partnerships between local governmental and private organizations and the installations focus on spousal employment, and 4) enhancing the quality of life initiatives for service members and their families by targeting efforts on providing affordable housing, spouse employment, child care, healthcare, and quality education options.

Methodology

Over the past several years, numerous studies, reviews, working-papers, and Strength, Weakness, Opportunity, & Threats Study (SWOT) have been conducted focusing on various aspects of the opportunities and challenges around the military installations and missions of Northwest Florida. While these studies have been helpful in limited ways, none have taken a holistic view to create an actual working roadmap of ways the communities and local governments can build a long-term quantifiable plan of action to address those findings.

This Strategic Plan builds on those previous documents and consolidates them, along with input from key stakeholders and subject-matter experts, into a working document which will be shared with community, government, business and base leadership.

Form **W-9**
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▸ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
NORTHWEST FLORIDA DEFENSE COALITION INC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▸

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▸

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from FATCA reporting code (if any)

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
127 PALAFOX PL STE 200

Requester's name and address (optional)

6 City, state, and ZIP code
PENSACOLA FL 32502

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

or

Employer identification number

9 3 - 3 8 4 8 8 5 6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▸ Deborah S Gran Date ▸ 11-02-2023

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Northwest Florida Defense Coalition

Statement of Activity

October 2023 - September 2024

	TOTAL
Revenue	**$215,939.22**
GROSS PROFIT	**$215,939.22**
Expenditures	
6200 Bank Service charges	175.85
6500 Consultants	56,988.93
6700 Dues Organizations	1,000.00
7000 Legal	986.25
7100 Marketing/Communication	11,489.79
7150 Meals	758.35
7400 Office Supplies	4,567.13
7550 Postage	24.45
7600 Registrations	1,565.00
7800 Taxes	44.25
7900 Travel	11,374.08
8000 Wages	57,114.46
QuickBooks Payments Fees	149.50
Total Expenditures	**$146,238.04**
NET OPERATING REVENUE	**$69,701.18**
NET REVENUE	**$69,701.18**

Northwest Florida Defense Coalition

Statement of Financial Position

As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Checking	88,165.49
Total Bank Accounts	**$88,165.49**
Accounts Receivable	
1200 Accounts receivable	6,000.30
Total Accounts Receivable	**$6,000.30**
Total Current Assets	**$94,165.79**
TOTAL ASSETS	**$94,165.79**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	7,000.00
Total Accounts Payable	**$7,000.00**
Total Current Liabilities	**$7,000.00**
Total Liabilities	**$7,000.00**
Equity	
3000 Retained Earnings	
Net Revenue	87,165.79
Total Equity	**$87,165.79**
TOTAL LIABILITIES AND EQUITY	**$94,165.79**

Local Option Sales Tax

353

UWF – Dept of Intercollegiate Athletics

32

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

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We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025
ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

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DEADLINE - Tuesday, April 1, 2025

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Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- X Submit a fully completed Agency Funding Request Application
- X Submit a copy of your organization's current W-9
- X Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- X Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- X Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: University of West Florida, Department of Intercollegiate Athletics

Agency Address: 11000 University Parkway, Pensacola, FL 32514

Program Name for which funding is being requested: UWF Multi-use Outdoor Stadium

Amount Requested: $ 5,000,000

Program Contact: David Scott, Associate Vice President and Director of Athletics

Contact Email: dscott@uwf.edu Contact Phone: (850) 474-3317

25-Word Description of Program: UWF Intercollegiate Athletics sponsors fifteen men's and women's athletic sport programs. We are an NCAA Division II institution in the Gulf South Conference and the New South Intercollegiate Swim Conference. Our programs have won 10 national championships and 127 conference championships. Our motto is *"Building Champions for Life".*

How many years has your organization been providing services in the County? 50 plus

How many years has your organization received funding from the County? None

Explain how receiving funds from the County would have a significant impact on your organization: This funding from the County would assist us in building a multi-use outdoor stadium that will attract sports tourists to Escambia County. We are currently limited in the number of tickets we can sell due to lack of seating in our temporary facility. Our current fixed seating capacity is 3,800. The new stadium will increase our seating capacity to 7,500 fixed seats. This increases our seating availability by 97 percent which in turn will enable us to attract more fans and sell more tickets. The funding would have a perpetual impact on the University of West Florida and the residents of Escambia County. The addition of the football stadium would significantly enhance

the Intercollegiate Athletics Department's ability to serve current and future students, the campus community, and the greater Northwest Florida community. More than 20 percent of current students come from Escambia County, and we expect this number to increase. This venue will serve a myriad of needs beyond the football and Athletics programs through a multi-purpose design that incorporates spaces for face-to-face classroom instruction and training, spectator amenities, and a world class visitor center to serve as a starting point for campus tours and for the recruitment of new athletes and students, Escambia County's future leaders and workforce. The facility will be a community asset that will be able to host band competitions, outdoor concerts, high school football games, military aviation recognition ceremonies, as well as other community events that fit this type of venue. The stadium would serve as the "front door" to the University and would further enhance the region's development as a destination for sports and entertainment.

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: None

Briefly discuss how last year's funds were used? N/A

Briefly discuss the County's Return on Investment relative to last year's funding. In other words, what impact did your program have on the citizens of Escambia County? N/A

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? All funding received will go directly to the construction of the new facility. Building this stadium will increase sports tourism by providing a new venue with multiple amenities not only for out-of-town teams but also their family, friends, and their fan base when they visit Escambia County. The University of West Florida sponsors fifteen Intercollegiate Athletic programs. The football program began in 2016 and quickly rose to a top Division II program. In the second season, the program played in the Division II national championship game. In their fourth season, the team clinched the

national title. The addition of football at the university has elevated the university's profile, strengthened donor and alumni support, and enhanced community engagement. The total economic impact expected from the construction of the new facility is $124.2 million. Separate from construction, the total anticipated economic contribution to Escambia County by UWF Division II football programming between 2024 and 2028 is $23.3 million. Additionally, tax revenues are expected to cycle back into the community at multiple levels.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: N/A

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: UWF Argonauts represent the only NCAA college football team in Florida west of Tallahassee.

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. UWF football has significantly elevated the university's profile and strengthened community engagement. Home games at PenAir Field's temporary bleachers attract large, enthusiastic crowds, uniting students, alumni, and local supporters. This enthusiasm fosters school spirit and energizes the greater Pensacola area. UWF's football program is poised for continued success, driven by an expanding fan base, dedicated student-athletes, and a coaching staff committed to personal and athletic development. We are the only four-year college in the local area with an NCAA collegiate football team. This will entice tourists to visit Escambia County to experience and enjoy college football. The demand for enhanced facilities, such as the multi-use outdoor facility, has grown considerably. This investment reinforces community support and provides the foundation for UWF football to grow and build momentum. This facility, along with the commercial developments along the 9-Mile corridor, fosters sustained economic growth for the area.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: 0 %
- Percentage for direct programming costs: 100 %

If Escambia County funding can only fund a portion of your request, how will you offset the difference? Private gifts, fundraising activities, or a reduction in the scope of the project.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: No matching funds available.

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. We are submitting a separate funding request through the Escambia County Tourism Promotion Agency Grant Program

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year, use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY24	FY2 5	FY28	% Change
1. Increase hotel nights utilization	5,632	10,219	12,263	20%
2. Increase ticket sales and Football home game attendance	$265,500 25,854	$330,091 26,111	$462,127 36,555	40%
3. Increase digital engagement * (GoArgos.com unique visitors)	504,342	305,944 (as of 03/17/25)	554,776	10%

* We currently utilize Google Analytics and Meta Business Suite to track our data. We are exploring third party social media marketing and management platforms that will enable us to better capture and utilize data analytics.

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY28
1. Measure the increase in hotel nights generated.	20%
2. Measure the increase in ticket sales and attendance at football home games.	40%
3. Measure the Increase digital engagement * – GoArgos.com website visits, X and Instagram interactions.	10%

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1. Hotel nights	10,219
2. Total ticket sales and Football home game attendance	$330,091 26,111
3. Digital engagement * (GoArgos.com unique visitors)	305,944 (as of 03/17/25)

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$ 145,000	$ 145,000	$ 145,000
Programmatic Income	$ 5,485,384	$ 5,875,000	$ 5,859,000
County Funding/Direct Contribution	$ 0	$ 2,000,000	$ 5,000,000
County Funding by Other Source (a)	$ 0	$ 0	$ 0
City Funding	$ 0	$ 0	$ 0
Local Non-Profit Funding	$ 0	$ 0	$ 0
State Funding	$ 4,745,198	$ 4,803,132	$ 5,268,967
Federal Funding	$ 0	$ 0	$ 0
Memberships	$ 280,000	$ 280,000	$ 280,000
Investment Income	$ 300,000	$ 300,000	$ 260,000
Other Income (b)	$ 152,000	$ 152,000	$ 152,000
Total Income	$ 11,107,582	$ 13,555,132	$ 16,964,967

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) Escambia County Community Partners Program

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. Royalties, rental income

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	84	84	84
Salaries and Wages	$ 3,133,323	$ 3,430,752	$ 3,360,785
Employee Benefits	$ 1,187,809	$ 1,311,859	$ 1,265,440
Professional Services	$ 105,950	$ 107,700	$ 111,700
Contractual Services	$ 76,900	$ 82,000	$ 112,000
Travel Expenses	$ 891,200	$ 1,013,200	$ 1,155,200
Rentals and Leases	$ -	$ -	$ -
Communication	$ 37,350	$ 51,192	$ 54,292
Postage and Freight	$ -	$ -	$ -
Repair and Maintenance	$ 261,500	$ 261,500	$ 279,500
Printing and Binding	$ -	$ -	$ -
Marketing and Promotion	$ $82,500	$ 82,500	$ 95,500
Fuel	$ -	$ -	$ -
Supplies	$ -	$ -	$ -
Event Expenses	$ 303,500	$ 369,700	$ 394,500

Capitalizable Assets for County Funding (a)	$ -	$ 2,000,000	$ 5,000,000
Other Expenses (b)	$ 5,027,550	$ 4,844,730	$ 5,136,050
Total Expenses	$ 11,107,582	$ 13,555,132	$ 16,964,967
Net Income - (Revenue minus Expense)	$ 0	$ 0	$ 0

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. All funds requested will be used for a capitalized asset which is towards the construction of the stadium. Construction budget for the multi-use stadium: $45,000,000 ($25,000,000 internal loan; $10,000,000 private gift; $10,000,000 fundraising).

(a) Please explain any request listed in the "Other Expenses" line item.

FY 2024: 1) Recruiting = $83,500; 2) Scholarships = $3,097,650; 3) Operating = $1,280,900; 4) Medical services = $565,500

FY 2025: 1) Recruiting = $83,500; 2) Scholarships = $3,103,650; 3) Operating = $1,030,900; 4) Medical services = $626,680

FY 2025: 1) Recruiting = $83,500; 2) Scholarships = $3,296,650; 3) Operating = $1,111,400; 4) Medical services = $644,500

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? Our fiscal year runs July 1 to June 30 in accordance with UWF and the State of Florida.

2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements. The budget presented here is our Intercollegiate Athletics departmental budget which is managed by the University of West Florida.

3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds?

N/A

4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency's allocation, please add those employees to this list by agency.

Name	Position	Salary
Martha Saunders	UWF President	$601,144
George Ellenberg	Provost / Sr. Vice President	$368,141
Peter Shinnick	Former Employee	$303,916
Howard Reddy	Foundation President	$251,158
Kevin Kreiger	Professor	$274,529

5. Please provide the total amount of cash and investments on hand. $345,758

6. Does your organization charge fees for services? If so, provide a list of fees charged.
   We sell tickets to our all our home games. Football tickets: Season ticket prices range from $110 - $275; Single game tickets range from $20 - $55. All other sport game tickets range from $5 - $8 for adults; $5 for students

7. Does your organization require background checks from volunteers and staff? Yes

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? N/A
2. How many jobs were created this year over last year by zip code? N/A
3. What is the net cost per job created? N/A

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? UWF tracks the pockets of poverty for Escambia County. This information can be found here: https://uwf.edu/centers/haas-center/partner-projects/pockets-of-poverty/
2. Did your agency receive any grants? List the amount and a detailed use of the funds.

   N/A
3. Was there any increase in membership for the local chambers? N/A
4. What are your agency's statistics on business creation and minority businesses by zip code? N/A
5. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

David L. Scott
Name

Associate Vice President and Director of Athletics
Title Date

University of West Florida Athletics

ECONOMIC IMPACT ASSESSMENT

2024-2028

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Key Findings

The UWF leadership team tasked the Haas Center with estimating the total economic impact of UWF Athletics on Escambia County, including contributions from football-related activities. The analysis also projects the economic impact associated with constructing the $85.0 million multi-use outdoor facility. All values are presented in constant dollars, and employment related to athletic staff and program growth is shown as an annual average unless stated otherwise.

Dedicated to student-athlete development and community engagement, UWF supports 15 varsity athletic programs competing in NCAA Division II. The UWF Haas Center finds that UWF Athletics, combined with the planned construction investment, creates an average of 648 jobs per year, increasing Escambia County's annual labor income by $18.3 million. The 15 athletic programs generate an average annual economic output of $49.7 million, while local government and tax districts within Escambia County benefit from an estimated $6.2 million annual increase in tax revenue.

TOTAL ECONOMIC IMPACT OF UWF ATHLETICS 2024-2028

	Employment	Personal Income	Value Added	Output
Direct	487	$63,857,114	$71,018,490	$148,245,299
Indirect	111	$14,946,892	$24,705,499	$58,273,249
Induced	50	$12,779,624	$24,855,136	$42,063,638
	648	$91,583,631	$120,579,125	$248,582,186

TOTAL LOCAL TAX IMPACT OF UWF ATHLETICS 2024-2028

$18,745,076
$6,811,972
$5,690,215
$31,247,263

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Methodology

To assess the impact of UWF's athletic programs during the 2024–2028 timeframe, researchers run various economic events through an IMPLAN Input-Output (I-O) model. The methods used to produce IMPLAN's economic dataset and economic impact estimates are widely published in both professional publications and peer-reviewed academic journals. Many of these methods are considered standard best practices across various applied economic fields. Price changes are not factored into the assessment. The model assumes that consumer preferences, government policies, technology, and prices remain constant throughout the study period.

The research team utilizes data from UWF Athletics, including expenditure estimates and the various industry types impacted by the university's sports programs. All costs—such as wages and benefits for coaching staff, facility operations, renovations, travel, and community events—are modeled for the Northwest Florida region over a two-year period. Operations for each varsity sports program are organized by UWF's athletics leadership team.

This report examines all varsity athletic programs, including: Men's Football, Men's Baseball, Men's and Women's Basketball, Men's and Women's Cross Country, Men's and Women's Golf, Men's and Women's Soccer, Men's and Women's Tennis, Women's Softball, Women's Volleyball and Women's Swimming & Diving.

Impact Definitions

Direct Effects: These values serve as the inputs that are impacted by the model multipliers to generate indirect and induced effects.

Indirect Effects: These values represent business-to-business purchases in the supply chain that stem from the initial industry expenditures. For example, purchases from local vendors, contractors acquiring materials, and similar activities fall within this category.

Induced Effects: These values stem from household spending of labor income after taxes. For example, when employees spend a portion of their income on goods and services within the local economy, these purchases are categorized as induced spending.

Output

Output serves as the foundation for all IMPLAN model calculations. UWF Athletics generates a total economic output of $248.6 million from 2024 to 2028, which encompasses direct, indirect, and induced effects:

Direct Output: Totals **$148.2** million and captures UWF's immediate spending. This serves as the baseline for evaluating UWF's economic influence.

Indirect Output: Totals **$58.3** million and represents the economic activity generated from business-to-business expenditures. Examples include transactions with local vendors, service providers, and contractors purchasing materials.

Induced Output: Totals **$42.1** million and arises from household spending by employees directly or indirectly tied to UWF Athletics. For example, when Coach Nobles buys coffee on his way to work, that purchase contributes to the induced effects.

Personal Income & Employment

In terms of employment, UWF Athletics directly and indirectly supports a total of 656 jobs:

- 487 jobs are directly tied to athletics operations and
- 161 jobs are created through the indirect and induced effects stemming from UWF's economic activities.

These employment impacts reflect UWF's significant role in supporting the regional workforce and contributing to job stability beyond its immediate operations.

Labor income totals $91.6 million, capturing the full value of employment-related earnings. This figure includes wages, salaries, benefits, and payroll expenditures, making it a comprehensive measure of "personal income" in the local economy.

Industry Growth

The impacts of UWF's athletic programs are felt across Northwest Florida, with the Pensacola area and surrounding counties experiencing the most significant growth. UWF Athletics contributes to various sectors, including sports, education, tourism, and community redevelopment.

While many industries benefit, the top 10 industries by percentage of economic output growth are detailed in the accompanying table. IMPLAN multipliers calculate the scale and magnitude of these effects through an industry-specific matrix for the region. The construction of the new multi-use outdoor facility amplifies these impacts:

- Industries related to culture, arts, and experiences experience growth as construction progresses.
- Building material manufacturers benefit from the demand for supplies.
- Travel and accommodation services see increased activity due to visiting stakeholders, teams, and fans.

TOP 10 INDUSTRIES BOOSTED BY UWF ATHLETICS

1	Commercial Sports (includes college athletics)
2	Construction of new educational and vocational structures
3	Promoters of performing arts and sports and agents for public figures
4	Independent artists, writers, and performers
5	Hotels and motels
6	Cut stone and stone product manufacturing
7	Travel arrangement and reservation services
8	Other concrete product manufacturing
9	Ready-mix concrete manufacturing
10	Commercial and industrial machinery and equipment rental and leasing

Value Added

Value added represents the difference between an industry's total output and the cost of intermediate inputs. It serves as a critical measure of an industry's contribution to the local economy and gross domestic product (GDP). Over the specified period, UWF Athletics generates a total added value of $120.6 million for the local economy.

Direct Value Added: Accounts for $71.0 million, reflecting contributions directly generated by UWF's athletic programs.

Indirect Value Added: Totals $24.7 million, arising from business-to-business transactions resulting from UWF-related economic activities. These transactions demonstrate the ripple effects of UWF's expenditures, as funds flow through various sectors in the local community.

Induced Value Added: Totals $24.9 million, representing value created through household spending by employees and others connected to UWF Athletics.

Taxes

UWF Athletics generates over $31.2 million in tax revenue across local, county, state, and federal levels. These funds support essential infrastructure projects, such as roads, bridges, and schools, with a notable reinvestment into the local community.

- At the federal level, tax revenue amounts to $20.6 million, supporting military expenditures and other national priorities.
- State tax revenues total $6.6 million.
- Local government and tax districts within Escambia County benefit from an estimated $6.2 million annual increase in tax revenue.

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Economic Impact of Facility Construction

The economic impact of UWF Athletics has previously been quantified by the Haas Center. However, key distinctions must be noted when comparing past and current findings. The addition of the multi-use outdoor facility will significantly enhance the athletic department's capacity to serve students and the broader campus community. The $85 million investment includes:

- New classrooms, conference spaces, and other campus resources comprising 50 percent of the project.
- Construction of a new residence hall making up the remaining 50 percent.

This facility promises to enrich campus culture, enhance student experiences, and deliver a rapid and sustainable return on investment. The model results associated with this construction project are summarized in the following table. It is important to note that this model exclusively analyzes the impacts stemming from the construction phase of the project.

TOTAL IMPACT OF FACILITY CONSTRUCTION

	Employment	Personal Income	Value Added	Output
Direct	734	$40,722,602	$50,359,548	$84,064,528
Indirect	74	$4,208,166	$7,573,330	$15,398,545
Induced	146	$7,521,509	$14,631,825	$24,759,737
	954	$52,452,277	$72,564,704	$124,222,811

The construction of the multi-use outdoor facility is expected to support significant job creation across direct, indirect, and induced spending. Employment may reach 191 jobs, with approximately 147 positions directly aligned with the project itself. An additional 44 jobs will emerge through business-to-business purchases and employee spending within the local economy.

A substantial increase in personal income is projected for the construction phase, totaling $52.5 million. This project will also contribute $72.6 million to the region's Gross Regional Product (GRP), another measure of value added.

The total economic output for the facility's construction is nearly half of the overall athletics impact, amounting to $124.2 million. Additionally, tax revenues will cycle back into the economy at multiple levels.

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Economic Impact of UWF Football

Since its inception in 2016, the University of West Florida's football program has rapidly risen to national prominence, establishing itself as a formidable force in NCAA Division II football.

In just their second season (2017), the Argonauts achieved an unprecedented milestone, reaching the NCAA Division II National Championship game. Although they narrowly missed securing the title, their remarkable success showcased the program's exceptional talent, determination, and resilience.

Building on this early momentum, the Argonauts won their first NCAA Division II Football National Championship in 2019 with an electrifying 48-40 victory over Minnesota State. This historic triumph made UWF the fastest program to win a national title in Division II history. The 2019 season highlighted a dominant offense and a stellar defense, with standout performances such as quarterback Austin Reed, who surpassed 4,000 passing yards and set multiple school records.

Since the championship, the football program has continued to thrive, consistently achieving top 10 national rankings and securing multiple playoff appearances within the competitive Gulf South Conference (GSC). This success reflects a commitment to excellence both on and off the field, as the program prioritizes athletic performance, academic achievement, and community involvement.

Community Impact: UWF football has significantly elevated the university's profile and strengthened community engagement. Home games at PenAir Field attract large, enthusiastic crowds, uniting students, alumni, and local supporters. This enthusiasm fosters school spirit and energizes the Pensacola community. Additionally, the coaching staff emphasizes academic success, with players frequently earning recognition for academic achievements and volunteer efforts. UWF's football program is poised for continued success, driven by an expanding fan base, dedicated student-athletes, and a coaching staff committed to personal and athletic development. The demand for enhanced facilities, such as the multi-use outdoor facility, has grown considerably. This investment aligns with community support and ensures that UWF football can sustain its momentum.

The construction of the new facility **is not** included in the football program's specific economic impact analysis. While football expenses are anticipated to rise following the facility's completion, these increases were conservatively modeled at a 3 percent annual growth rate.

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Average Annual Impact of UWF Football 2024-2028

Direct	65	$4,321,358	$3,569,646	$11,818,333
Indirect	19	$2,045,609	$3,257,143	$8,203,635
Induced	4	$987,845	$1,920,646	$3,250,881
	88	$7,354,812	$8,747,435	$23,272,849

KEY ASSUMPTIONS INCLUDE:

- Football expenses account for approximately 24 percent of total athletic expenses, based on the 2023 expense report.
- A 3 percent annual increase in expenses was applied consistently for all varsity sports programs.

OVER A FIVE-YEAR PERIOD, THE FOOTBALL PROGRAM GENERATES:

- Total Economic Output: $23.3 million
- Contribution to Escambia County's GRP: $8.7 million

EMPLOYMENT IMPACT:

- Direct Jobs: 65 positions for staff, coaches, and athletic trainers
- Indirect and Induced Jobs: 23 additional positions created through business-to-business purchases and employee spending.

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Conclusion

The proposed $85 million construction plan represents a transformative investment for the University of West Florida and Escambia County. Half of the funds will support the development of the athletic stadium, while the other half will be allocated to multipurpose student housing. Over a five-year period, these construction efforts are projected to expand the local economy by $124.2 million, with an annual impact of approximately $24.8 million.

This state-of-the-art facility will provide resources that extend well beyond athletics. By incorporating classroom spaces, conference rooms, and areas for community-focused initiatives, the project will support academic excellence, enhance student experiences, and foster a legacy of achievement for future generations.

The UWF Haas Center's analysis highlights the significant economic contributions of UWF Athletics, which—together with construction activities—support an average of 648 jobs annually and contribute to a $91.6 million increase in personal income within Escambia County. Government agencies at all levels benefit as well, with $31.2 million in tax revenue generated across local, state, and federal levels.

Over a four-year period, UWF Athletics has driven $248.6 million in total economic output, averaging $49.7 million annually across 15 varsity programs. These impacts reflect UWF's growing reputation as a powerhouse within the Gulf South Conference and a recognized leader on the national stage. As UWF continues to invest in athletic programs and facilities, the Argonauts' legacy of excellence is poised to endure and thrive.

ACKNOWLEDGMENTS

The Haas Center extends gratitude to Dave Scott, UWF Athletics Director and Tony Nguyen, Deputy Athletics Director for their time in compiling the expenditure information. The report was compiled by data team members and UWF students: Alex Vargas and Matthew Fredriksson. The economic model was developed under the leadership of Nicole Gislason, Executive Director of the Haas Center, and executed by the Center's statistician, Mariah Kill. For further inquiries or comments, please email **nicole@uwf.edu.**

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APPENDIX A: MODEL INPUTS AND GROUPED VARIABLE ESTIMATES

Inputs for Economic Impact of the Facility Construction:
Year 1 - $85,000,000 in construction of new educational and vocational structures

Annualized inputs for the UWF Athletics Implan model are outlined below:

YEAR 1
$85,000,000 construction of new educational and vocational structures
$2,248,658 football expenses
$9,245,398 all other sports expenses
$760,320 hotel expenses

YEAR 2
$2,316,118 football expenses
$9,522,760 all other sports expenses
$760,320 hotel expenses

YEAR 3
$2,385,601 football expenses
$9,808,443 all other sports expenses
$760,320 hotel expenses

YEAR 4
$2,457,169 football expenses
$10,102,696 all other sports expenses
$760,320 hotel expenses

YEAR 5
$2,530,884 football expenses
$10,405,777 all other sports expenses
$760,320 hotel expenses

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

BASKETBALL

The University of West Florida's (UWF) men's and women's basketball programs have steadily established itself as a competitive force within the Gulf South Conference and NCAA Division II, consistently demonstrating a commitment to excellence on and off the court.

The University of West Florida's basketball program has steadily established itself as a competitive force in NCAA Division II, consistently demonstrating a commitment to excellence on and off the court. The UWF men's basketball program led by Head Coach Justin Mann is built on a foundation of hard work, discipline, and the development of student-athletes who excel not only in basketball but also in their academic pursuits.

One of the program's most notable achievements came in the 2016-2017 season, when UWF set a school record for wins and advanced to the NCAA Division II Tournament for the first time. The team's success that year was marked by strong leadership, a balanced offensive and defensive approach, and contributions from key players who helped establish UWF as a rising program in the GSC. This accomplishment was a turning point that showcased the potential of UWF basketball and set the stage for continued growth.

The women's basketball program, under the direction of Head Coach Stephanie Lawrence Yelton, has enjoyed sustained success, capturing multiple GSC championships and making frequent trips to the NCAA Division II tournament, highlighted by an appearance in the NCAA Division II Elite Eight in the 2016-17 season.

Since then, the Argonauts have continued to build on their success, consistently competing at a high level within the Gulf South Conference. The team's success is driven by a focus on teamwork and the ability to execute in critical moments. UWF has consistently produced talented players who contribute both on the court and in the classroom, embodying the program's commitment to holistic student-athlete development.

Away from the court, UWF basketball places a strong emphasis on the academic success and personal development of athletes. The coaching staff are deeply invested in ensuring that players excel in their studies, with numerous student-athletes earning recognition for their academic achievements at both the conference and national levels. Furthermore, the team actively participates in community outreach programs, fostering meaningful connections between the program and the broader Pensacola community.

The influence of UWF basketball extends far beyond game day, as the team's home court, the UWF Field House, regularly draws passionate crowds from the university and local area. The continued success of the program has been instrumental in raising the visibility of UWF Athletics, contributing to the university's expanding reputation as a hub of both academic and athletic achievement.

As the program moves forward, UWF basketball is well-positioned for further advancement. With talented rosters, coaching staff committed to excellence, and a clear vision for success, the Argonauts are ready to make their mark in the Gulf South Conference and at the national level. UWF is dedicated to building a legacy that extends beyond wins and losses, creating a program defined by both athletic prowess and academic integrity.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

BASEBALL

The University of West Florida's (UWF) baseball program has consistently participated as a leading competitor within NCAA Division II, demonstrating sustained excellence both on the field and academically. Under the strategic leadership of Head Coach Mike Jeffcoat, the program has built a tradition of success, making a significant impact in the Gulf South Conference (GSC) and on the national stage. With a focus on both athletic achievement and academic development, UWF baseball is recognized for producing well-rounded student-athletes who excel in all facets of the game.

A defining milestone for the program occurred in 2011, when UWF secured its first NCAA Division II Baseball National Championship. That year, the team achieved a remarkable season, finishing with a record 52 wins and delivering a commanding 12-2 victory over Winona State in the national championship game. This historic accomplishment solidified UWF's reputation among elite Division II programs and set a high standard for future teams.

In subsequent seasons, UWF baseball has continued to be a dominant force in the highly competitive Gulf South Conference. The Argonauts have consistently ranked among the top programs, capturing multiple conference championships and earning numerous berths in the NCAA tournament. The team's success is driven by a blend of strong pitching, sound defense, and disciplined hitting, with standout players contributing to their ongoing accomplishments.

Off the field, UWF baseball is committed to developing student-athletes as leaders in both academics and community engagement. The program emphasizes academic excellence, with many players receiving recognition for their scholastic achievements at the conference and national levels. In addition, UWF baseball is actively involved in community service initiatives, further strengthening the program's connection to the Pensacola region.

The program's success has also had a positive impact on the university and local community, with home games at Jim Spooner Field attracting enthusiastic support from students, alumni, and residents. The growth of UWF baseball has contributed significantly to the overall development of UWF Athletics, raising the university's profile both regionally and nationally.

Looking forward, the UWF baseball program is well-positioned for continued success. With a strong roster, a dedicated coaching staff, and an unwavering commitment to excellence, the Argonauts are poised to build on their achievements in the Gulf South Conference and on the national stage. The program remains focused on fostering a legacy of athletic and academic distinction, further establishing UWF as one of the premier baseball programs in NCAA Division II.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

VOLLEYBALL

The University of West Florida's (UWF) volleyball program has firmly established itself as one of the premier contenders in NCAA Division II, consistently demonstrating excellence within the Gulf South Conference (GSC) and on the national stage. Under the experienced leadership of Head Coach Melissa Wolter, UWF volleyball has not only captured multiple GSC championships but has also made numerous appearances in the NCAA Division II tournament, solidifying its position as a force in collegiate volleyball.

Coach Wolter's leadership has been instrumental in building a program that excels in all aspects of competition. The team's success is fueled by a strong recruiting strategy that attracts top talent from across the country, paired with a disciplined, high-intensity approach to both training and gameplay. UWF volleyball is known for its rigorous focus on player development, with an emphasis on both individual skill refinement and cohesive team dynamics. The coaching staff's commitment to fostering well-rounded athletes has enabled UWF volleyball to maintain a competitive edge in one of the most demanding conferences in Division II.

In addition to its on-court achievements, the UWF volleyball program is widely recognized for its competitive spirit, high standards of performance, and dedication to academic success. The program has consistently produced student-athletes who excel in the classroom, with players regularly earning GSC All-Academic honors. This commitment to balancing athletic and academic excellence speaks to the culture of discipline and hard work that permeates the team. UWF volleyball players are held to the highest standards both on and off the court, reflecting the program's holistic approach to student-athlete development.

The volleyball program also plays a significant role in enhancing the broader success of UWF Athletics. Its consistent performance at the regional and national levels has helped raise the profile of the university within the NCAA Division II landscape, while also contributing to the overall prestige of UWF's athletic department. The program's ability to compete at such a high level not only brings pride to the university but also reinforces UWF's reputation as a destination for top-tier student-athletes seeking excellence in both academics and athletics.

As the UWF volleyball program continues to grow, it remains well-positioned to build on its tradition of success. With a strong foundation in place, including talented athletes, a dedicated coaching staff, and a commitment to continuous improvement, the future looks bright for UWF volleyball as it continues to compete for championships and elevate UWF's standing in the collegiate sports community.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

SOFTBALL

The University of West Florida's (UWF) softball program has cultivated a tradition of competitiveness and excellence within NCAA Division II and the Gulf South Conference (GSC). Under the leadership of Head Coach Ashliegh McLean, UWF softball has consistently been a strong contender in the GSC, making numerous postseason appearances and competing for conference titles. The program's success is driven by a combination of solid pitching, aggressive base running, and strong defense, making the Argonauts one of the toughest teams to face in the conference.

UWF softball prides itself on developing well-rounded student-athletes who excel not only on the field but also in the classroom. The coaching staff fosters an environment of personal and academic growth, ensuring players balance the rigors of collegiate athletics with academic success. Many student-athletes have earned GSC All-Academic honors, further highlighting the program's commitment to excellence in all areas.

The team's home at the UWF Softball Complex regularly draws support from students, alumni, and the local community, further strengthening the program's connection to Pensacola. With a deep roster of talented players and a coaching staff dedicated to fostering success, UWF softball is well-positioned to continue its trajectory as one of the premier programs in the GSC and Division II.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

SOCCER

The University of West Florida's (UWF) men's and women's soccer programs have long been pillars of excellence within the Gulf South Conference (GSC) and have consistently demonstrated their capabilities on the national stage.

The men's soccer team, under the direction of Head Coach Bill Elliott, has enjoyed sustained success, claiming multiple GSC championships and making frequent appearances in the NCAA Division II tournament. Known for their technical prowess, tactical discipline, and competitive resilience, the men's team has developed a reputation as a powerhouse within Division II soccer. Over the years, UWF men's soccer has produced numerous All-Americans and professional players, a testament to the high level of coaching, development, and athletic performance within the program. Coach Elliott's leadership has been instrumental in fostering a winning culture that emphasizes not only individual skill but also cohesive team play, making UWF a perennial contender at both the conference and national levels.

Similarly, the UWF women's soccer team, led by Head Coach Joe Bartlinski, has achieved a remarkable level of success, highlighted by a national championship in 2012. Under Bartlinski's guidance, the program has earned numerous GSC titles and remains a consistent competitor in the NCAA tournament. The women's team is renowned for its well-rounded approach to the game, featuring a strong defensive foundation paired with dynamic and versatile attacking players. This balance has allowed the program to attract and develop top-tier talent from both within the United States and internationally. The team's sustained success is built on a commitment to excellence on and off the field, with athletes excelling not only in competition but also in academic and leadership endeavors. The program's ability to adapt and evolve with the changing landscape of collegiate soccer has positioned it as one of the most respected teams in Division II.

Both the men's and women's soccer programs at UWF are not only focused on winning championships but are also dedicated to developing well-rounded student-athletes. The emphasis on academic achievement, leadership, and community engagement ensures that UWF soccer players are prepared for success beyond the field, contributing to the broader mission of the university. With continued investment in top coaching, recruiting, and player development, both programs are poised for sustained success as they continue to shape the future of collegiate soccer at UWF.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

TENNIS

The University of West Florida's (UWF) men's and women's tennis programs have firmly established themselves as dominant forces within NCAA Division II, known for their sustained excellence on both the regional and national levels.

The men's tennis team, under the expert leadership of Head Coach Derrick Racine, has achieved remarkable success, claiming multiple NCAA Division II national championships. Notable title victories came in 2004, 2005, 2014, and 2017, a testament to the program's consistent ability to compete at the highest levels of collegiate tennis. Year after year, the team ranks among the nation's elite, with players excelling in both singles and doubles competitions. This success is driven not only by the talent and dedication of the student-athletes but also by a strategic coaching approach that emphasizes technical development, mental toughness, and adaptability on the court. Coach Racine has been instrumental in cultivating a culture of discipline and success, creating an environment where athletes can thrive and reach their full potential.

The women's tennis program at UWF has mirrored this standard of excellence, earning numerous Gulf South Conference (GSC) championships and consistently advancing deep into the NCAA tournament. The women's team has built a legacy of success, characterized by its ability to compete at the highest level against top-tier competition. Known for their well-rounded skill sets and versatility, UWF's women's tennis players consistently perform at a high level across both singles and doubles formats. The program has excelled not only in conference play but also on the national stage, consistently competing against the best Division II programs in the country.

Both the men's and women's programs are renowned for their ability to recruit and develop top-tier talent from around the globe. The diverse roster of student-athletes brings together players from various backgrounds, creating a unique competitive atmosphere where talent is nurtured, and international experiences enrich the team dynamic. This international recruitment strategy has helped solidify UWF's reputation as a global hub for collegiate tennis talent.

Beyond their competitive achievements, UWF tennis players are frequently recognized for their individual performances, earning numerous All-American, All-Conference, and other prestigious honors. These accolades reflect not only their on-court excellence but also their dedication to upholding the values of sportsmanship and integrity. The programs emphasize rigorous training regimens and foster a strong team culture that emphasizes collaboration, respect, and perseverance. The student-athletes are also held to high academic standards, consistently earning recognition for their academic achievements, which further highlights the balanced development of athletes at UWF.

UWF's tennis programs continue to contribute significantly to the university's legacy of athletic excellence. Through a combination of strong leadership, world-class coaching, and a commitment to fostering both athletic and academic success, UWF's men's and women's tennis teams remain at the forefront of Division II tennis. With a tradition of excellence and a promising future, the programs are well-positioned to continue their dominance in collegiate tennis for years to come.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

GOLF

The University of West Florida's (UWF) men's and women's golf programs boast a rich tradition of success, standing as exemplary models of athletic and academic excellence within NCAA Division II.

The men's golf program, under the long-standing leadership of Head Coach Steve Fell, has earned national recognition through its sustained success, including multiple Gulf South Conference (GSC) championships and two NCAA Division II national titles, achieved in 2001 and 2008. Throughout the years, the team has consistently ranked among the top programs in the country, reflecting its strong competitive pedigree. UWF men's golf is renowned for its combination of technical precision, strategic course management, and mental fortitude, all of which have enabled the team to excel in both regional and national competitions. The program has produced numerous All-Americans, and several of its former players have gone on to enjoy successful careers in professional golf. Coach Fell's emphasis on discipline, focus, and performance under pressure has been instrumental in maintaining UWF's status as a powerhouse in collegiate golf, while also cultivating a culture of integrity and sportsmanship.

On the women's side, the UWF golf program, although younger in its development, has quickly risen to prominence under the guidance of Head Coach Kristen Dorsey. In a relatively short period, the women's team has established itself as a strong competitor within the Gulf South Conference and has made significant strides at the national level, earning NCAA tournament berths. Known for their competitive spirit and well-rounded skill set, UWF women's golfers have become a formidable presence in the GSC, regularly contending for conference titles. Coach Dorsey's leadership has played a pivotal role in developing a program that not only excels athletically but also attracts top talent from across the country. The women's team has gained a reputation for its adaptability and resilience, qualities that have propelled its rapid ascent in the collegiate golf landscape.

Both the men's and women's programs emphasize a commitment to excellence beyond the golf course. UWF's golf student-athletes are routinely recognized for their academic achievements, earning a wide range of honors that reflect the university's dedication to holistic student development. The balance between athletic competition and academic success is a cornerstone of UWF golf, ensuring that student-athletes are equipped with the tools necessary for success in all areas of life. Many golfers from both programs also serve as ambassadors for the university, representing UWF with professionalism and integrity in the broader community.

The continued success of UWF's golf programs is a testament to the strength of their coaching, the quality of the student-athletes they attract, and the university's commitment to fostering an environment of excellence. With their distinguished histories and bright futures, the men's and women's golf teams at UWF remain well-positioned to compete at the highest levels of Division II athletics while upholding the values of the university.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

SWIMMING & DIVING

The University of West Florida's (UWF) Swimming and Diving program, though relatively new compared to its peers, has quickly established itself as a formidable force in NCAA Division II under the leadership of Head Coach Phil Kraus. Since its founding in 2013, the program has seen significant growth and success, consistently achieving top placements in conference championships and regularly qualifying athletes for the NCAA national meet. UWF's swimmers and divers are recognized for their technical expertise, endurance, and ability to excel under pressure.

The program is committed to fostering a balanced approach, emphasizing both competitive excellence and academic achievement. UWF student-athletes frequently earn academic honors, reflecting the team's dedication to developing individuals who excel both in their sport and in the classroom. The coaching staff places a strong emphasis on work ethic and team cohesion, encouraging athletes to succeed not only in their individual events but also in contributing to the overall success of the team.

The team trains at the state-of-the-art UWF Aquatic Center, which provides the facilities necessary for athletes to compete and perform at the highest levels. As the program continues to grow, it is widely regarded as a rising contender in Division II. With a talented roster and dedicated coaching staff, UWF Swimming and Diving is well-positioned for continued success on the national stage.

APPENDIX B: OVERVIEW OF UWF VARSITY ATHLETICS

CROSS COUNTRY

The University of West Florida men's and women's cross country teams have proven to be ascending programs in the Gulf South Conference under the leadership of head coach Caleb Carmichael. The women's team consistently ranks among the top teams in the GSC, while the men have compiled impressive seasons. Both programs have had teams or individuals qualify for the NCAA Division II National Championships.

Carmichael leads a balanced training approach for the student-athletes to be at their peak running performance at the right time. The team participates in select competitive meets with some of the best competition in the country to provide the opportunity for student-athletes to hit personal bests and earn top individual performances in the south region.

The specific training approach also allows each student-athlete the ability to excel in their academics and other activities. The women's program ranks among the top of the UWF sports programs in highest team GPA.

FLORIDA

Consumer's Certificate of Exemption

Issued Pursuant to Chapter 212, Florida Statutes

DR-14
R. 01/18

85-8012708276C-6	01/31/2023	01/31/2028	SCHOOL-COLLEGE-UNIV
Certificate Number	Effective Date	Expiration Date	Exemption Category

This certifies that

UNIVERSITY OF WEST FLORIDA
11000 UNIVERSITY PKWY
PENSACOLA FL 32514-5732

is exempt from the payment of Florida sales and use tax on real property rented, transient rental property rented, tangible personal property purchased or rented, or services purchased.

FLORIDA

Important Information for Exempt Organizations

DR-14
R. 01/18

1. You must provide all vendors and suppliers with an exemption certificate before making tax-exempt purchases. See Rule 12A-1.038, Florida Administrative Code (F.A.C.).

2. Your *Consumer's Certificate of Exemption* is to be used solely by your organization for your organization's customary nonprofit activities.

3. Purchases made by an individual on behalf of the organization are taxable, even if the individual will be reimbursed by the organization.

4. This exemption applies only to purchases your organization makes. The sale or lease to others of tangible personal property, sleeping accommodations, or other real property is taxable. Your organization must register, and collect and remit sales and use tax on such taxable transactions. Note: Churches are exempt from this requirement except when they are the lessor of real property (Rule 12A-1.070, F.A.C.).

5. It is a criminal offense to fraudulently present this certificate to evade the payment of sales tax. Under no circumstances should this certificate be used for the personal benefit of any individual. Violators will be liable for payment of the sales tax plus a penalty of 200% of the tax, and may be subject to conviction of a third-degree felony. Any violation will require the revocation of this certificate.

6. If you have questions about your exemption certificate, please call Taxpayer Services at 850-488-6800. The mailing address is PO Box 6480, Tallahassee, FL 32314-6480.

UNIVERSITY OF WEST FLORIDA
11000 UNIVERSITY PKWY BLDG 20E
PENSACOLA FL 32514-5732

IRS Department of the Treasury
Internal Revenue Service
P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248206044
Nov. 23, 2010 LTR 4076C E0
59-2976783 000000 00
00008297
BODC: TE

UNIVERSITY OF WEST FLORIDA
11000 UNIVERSITY PARKWAY BLDG 20E
PENSACOLA FL 32514-5732

023098

Federal Identification Number: 59-2976783
Person to Contact: Ms. Smith
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This responds to your request for information about your federal tax status. Our records do not specify your federal tax status. However, the following general information about the tax treatment of state and local governments and affiliated organizations may be of interest to you.

GOVERNMENTAL UNITS
Governmental units, such as States and their political subdivisions, are not generally subject to federal income tax. Political subdivisions of a State are entities with one or more of the sovereign powers of the State such as the power to tax. Typically they include counties or municipalities and their agencies or departments. Charitable contributions to governmental units are tax-deductible under section 170(c)(1) of the Internal Revenue Code if made for a public purpose.

ENTITIES MEETING THE REQUIREMENTS OF SECTION 115(1)
An entity that is not a governmental unit but that performs an essential government function may not be subject to federal income tax, pursuant to Code section 115(1). The income of such entities is excluded from the definition of gross income as long as the income (1) is derived from a public utility or the exercise of an essential government function, and (2) accrues to a State, a political subdivision of a State, or the District of Columbia. Contributions made to entities whose income is excluded income under section 115 may not be tax deductible to contributors.

TAX-EXEMPT CHARITABLE ORGANIZATIONS
An organization affiliated with a State, county, or municipal government may qualify for exemption from federal income tax under section 501(c)(3) of the Code, if (1) it is not an integral part of the government, and (2) it does not have governmental powers inconsistent with exemption (such as the power to tax or to exercise enforcement or regulatory powers). Note that entities may meet the requirements of both sections 501(c)(3) and 115 under certain circumstances. See Revenue Procedure 2003-12, 2003-1 C.B. 316.

0248206044
Nov. 23, 2010 LTR 4076C E0
59-2976783 000000 00
00008298

UNIVERSITY OF WEST FLORIDA
11000 UNIVERSITY PARKWAY BLDG 20E
PENSACOLA FL 32514-5732

Most entities must file a Form 1023, Application for Recognition of Exemption Under Section 501(c))(3) of the Internal Revenue Code, to request a determination that the organization is exempt from federal income tax under 501(c)(3) of the Code and that charitable contributions are tax deductible to contributors under section 170(c)(2). In addition, private foundations and other persons sometimes want assurance that their grants or contributions are made to a governmental unit or a public charity. Generally, grantors and contributors may rely on the status of governmental units based on State or local law. Form 1023 and Publication 4220, Applying for 501(c)(3) Tax-Exempt Status, are available online at www.irs.gov/eo.

We hope this general information will be of assistance to you. This letter, however, does not determine that you have any particular tax status. If you are unsure of your status as a governmental unit or state institution whose income is excluded under section 115(1) you may seek a private letter ruling by following the procedures specified in Revenue Procedure 2007-1, 2007-1 I.R.B. 1 (updated annually).

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Michele M. Sullivan

Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations I

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

University of West Florida

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) Political Subdivision of the State of Florida

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) 3

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) C

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

11000 University Parkway

6 City, state, and ZIP code

Pensacola, FL 32514

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	9	–	2	9	7	6	7	8	3

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person** Jeffrey A. Register **Date** 2-27-2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Form **990-T**

Exempt Organization Business Income Tax Return
(and proxy tax under section 6033(e))

OMB No. 1545-0047

2022

For calendar year 2022 or other tax year beginning 07/01, 2022, and ending 06/30, 20 23

Department of the Treasury
Internal Revenue Service

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

Open to Public Inspection for 501(c)(3) Organizations Only

A ☐ Check box if address changed.

B Exempt under section
☐ 501( ) ( )
☐ 408(e) ☐ 220(e)
☐ 408A ☐ 530(a)
☐ 529(a) ☐ 529A

Print or Type

Name of organization (☐ Check box if name changed and see instructions.)
UNIVERSITY OF WEST FLORIDA

Number, street, and room or suite no. If a P.O. box, see instructions.
11000 UNIVERSITY PKWY, BLDG 20; 108E

City or town, state or province, country, and ZIP or foreign postal code
PENSACOLA, FL 32514

C Book value of all assets at end of year 322,266,162

D Employer identification number
59-2976783

E Group exemption number (see instructions)

F ☐ Check box if an amended return.

G Check organization type ☐ 501(c) corporation ☐ 501(c) trust ☐ 401(a) trust ☐ Other trust ☑ State college/university

H Check if filing only to ☐ Claim credit from Form 8941 ☐ Claim a refund shown on Form 2439

I Check if a 501(c)(3) organization filing a consolidated return with a 501(c)(2) titleholding corporation ☐

J Enter the number of attached Schedules A (Form 990-T) 9

K During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? ☐ Yes ☑ No
If "Yes," enter the name and identifying number of the parent corporation

L The books are in care of (SEE STATEMENT) Telephone number (850) 474-2759

Part I Total Unrelated Business Taxable Income

1	Total of unrelated business taxable income computed from all unrelated trades or businesses (see instructions)	1	19,772
2	Reserved	2	
3	Add lines 1 and 2	3	19,772
4	Charitable contributions (see instructions for limitation rules)	4	0
5	Total unrelated business taxable income before net operating losses. Subtract line 4 from line 3	5	19,772
6	Deduction for net operating loss. See instructions	6	0
7	Total of unrelated business taxable income before specific deduction and section 199A deduction. Subtract line 6 from line 5	7	19,772
8	Specific deduction (generally $1,000, but see instructions for exceptions)	8	1,000
9	**Trusts.** Section 199A deduction. See instructions	9	0
10	**Total deductions.** Add lines 8 and 9	10	1,000
11	**Unrelated business taxable income.** Subtract line 10 from line 7. If line 10 is greater than line 7, enter zero	11	18,772

Part II Tax Computation

1	**Organizations taxable as corporations.** Multiply Part I, line 11 by 21% (0.21)	1	3,942
2	**Trusts taxable at trust rates.** See instructions for tax computation. Income tax on the amount on Part I, line 11 from: ☐ Tax rate schedule or ☐ Schedule D (Form 1041)	2	
3	**Proxy tax.** See instructions	3	0
4	Other tax amounts. See instructions	4	0
5	Alternative minimum tax (trusts only)	5	0
6	**Tax on noncompliant facility income.** See instructions	6	0
7	**Total.** Add lines 3 through 6 to line 1 or 2, whichever applies	7	3,942

Part III Tax and Payments

1a	Foreign tax credit (corporations attach Form 1118; trusts attach Form 1116)	1a	0		
b	Other credits (see instructions)	1b	0		
c	General business credit. Attach Form 3800 (see instructions)	1c	0		
d	Credit for prior year minimum tax (attach Form 8801 or 8827)	1d			
e	**Total credits.** Add lines 1a through 1d			1e	0
2	Subtract line 1e from Part II, line 7			2	3,942
3	Other amounts due. Check if from: ☐ Form 4255 ☐ Form 8611 ☐ Form 8697 ☐ Form 8866 ☐ Other (attach statement)			3	0
4	**Total tax.** Add lines 2 and 3 (see instructions). ☐ Check if includes tax previously deferred under section 1294. Enter tax amount here 0			4	3,942
5	Current net 965 tax liability paid from Form 965-A, Part II, column (k)			5	0
6a	Payments: A 2021 overpayment credited to 2022	6a	0		
b	2022 estimated tax payments. Check if section 643(g) election applies ☐	6b	17,250		
c	Tax deposited with Form 8868	6c	0		
d	Foreign organizations: Tax paid or withheld at source (see instructions)	6d	0		
e	Backup withholding (see instructions)	6e	0		
f	Credit for small employer health insurance premiums (attach Form 8941)	6f	0		
g	Other credits, adjustments, and payments: ☐ Form 2439 0 ☐ Form 4136 0 ☐ Other 0 Total	6g	0		
7	**Total payments.** Add lines 6a through 6g			7	17,250
8	Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐			8	0
9	**Tax due.** If line 7 is smaller than the total of lines 4, 5, and 8, enter amount owed			9	0
10	**Overpayment.** If line 7 is larger than the total of lines 4, 5, and 8, enter amount overpaid			10	13,308
11	Enter the amount of line 10 you want: **Credited to 2023 estimated tax** 0 **Refunded**			11	13,308

Part IV Statements Regarding Certain Activities and Other Information (see instructions)

		Yes	No
1	At any time during the 2022 calendar year, did the organization have an interest in or a signature or other authority over a financial account (bank, securities, or other) in a foreign country? If "Yes," the organization may have to file FinCEN Form 114, Report of Foreign Bank and Financial Accounts. If "Yes," enter the name of the foreign country here		✓
2	During the tax year, did the organization receive a distribution from, or was it the grantor of, or transferor to, a foreign trust? If "Yes," see instructions for other forms the organization may have to file.		✓
3	Enter the amount of tax-exempt interest received or accrued during the tax year $ 146		
4	Enter available pre-2018 NOL carryovers here $ 0. Do not include any post-2017 NOL carryover shown on Schedule A (Form 990-T). Don't reduce the NOL carryover shown here by any deduction reported on Part I, line 6.		
5	Post-2017 NOL carryovers. Enter the Business Activity Code and available post-2017 NOL carryovers. Don't reduce the amounts shown below by any NOL claimed on any Schedule A, Part II, line 17 for the tax year. See instructions.		

Business Activity Code	Available post-2017 NOL carryover
53200	$ 263,808
713940	$ 159,138
711210	$ 27,675
(SEE STATEMENT)	$

6a	Did the organization change its method of accounting? (see instructions)		✓
b	If 6a is "Yes," has the organization described the change on Form 990, 990-EZ, 990-PF, or Form 1128? If "No," explain in Part V		

Part V Supplemental Information

Provide the explanation required by Part IV, line 6b. Also, provide any other additional information. See instructions.

(SEE STATEMENT)

Sign Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer — Date: 5/10/24 — CONTROLLER (Title)

May the IRS discuss this return with the preparer shown below (see instructions)? ☐ Yes ☐ No

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Firm's name			Firm's EIN	
Firm's address			Phone no.	

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization: UNIVERSITY OF WEST FLORIDA

B Employer identification number: 59-2976783

C Unrelated business activity code (see instructions): 532000

D Sequence: 1 of 9

E Describe the unrelated trade or business: FACILITY RENTALS, UNIVERSITY COMMONS, CFPA, CENTER FOR FINE & PERFORMING AR

Part I Unrelated Trade or Business Income

			(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales 0				
b	Less returns and allowances 0 c Balance	1c	0		
2	Cost of goods sold (Part III, line 8)	2	0		
3	Gross profit. Subtract line 2 from line 1c	3	0		0
4a	Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b	Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c	Capital loss deduction for trusts	4c	0		0
5	Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6	Rent income (Part IV)	6	211,572	168,861	42,711
7	Unrelated debt-financed income (Part V)	7	0	0	0
8	Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9	Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10	Exploited exempt activity income (Part VIII)	10	0	0	0
11	Advertising income (Part IX)	11	0	0	0
12	Other income (see instructions; attach statement)	12	79,364		79,364
13	**Total.** Combine lines 3 through 12	13	290,936	168,861	122,075

Part II Deductions Not Taken Elsewhere

See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.

1	Compensation of officers, directors, and trustees (Part X)			1	0
2	Salaries and wages			2	0
3	Repairs and maintenance			3	9,048
4	Bad debts			4	0
5	Interest (attach statement). See instructions			5	0
6	Taxes and licenses			6	8
7	Depreciation (attach Form 4562). See instructions	7	0		
8	Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9	Depletion			9	0
10	Contributions to deferred compensation plans			10	0
11	Employee benefit programs			11	0
12	Excess exempt expenses (Part VIII)			12	0
13	Excess readership costs (Part IX)			13	0
14	Other deductions (attach statement)			14	12,936
15	**Total deductions.** Add lines 1 through 14			15	21,992
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	100,083
17	Deduction for net operating loss. See instructions			17	100,083
18	**Unrelated business taxable income.** Subtract line 17 from line 16			18	0

Part III Cost of Goods Sold

Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ Yes ☐ No

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514
B ☐ 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514
C ☐ 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514
D ☐ 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

		A	B	C	D
2	Rent received or accrued				
a	From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b	From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)	76,372	133,254	1,946	
c	Total rents received or accrued by property. Add lines 2a and 2b, columns A through D	76,372	133,254	1,946	0

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 211,572

4	Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)	151,157	15,312	2,392	0

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 168,861

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

		A	B	C	D
2	Gross income from or allocable to debt-financed property				
3	Deductions directly connected with or allocable to debt-financed property				
a	Straight line depreciation (attach statement)				
b	Other deductions (attach statement)				
c	Total deductions (add lines 3a and 3b, columns A through D)				
4	Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5	Average adjusted basis of or allocable to debt-financed property (attach statement)				
6	Divide line 4 by line 5	%	%	%	%
7	Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

9	Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

Exempt Controlled Organizations

1. Name of controlled organization	2. Employer identification number	3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations

7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 515100

D Sequence: 2 of 9

E Describe the unrelated trade or business WUWF RADIO 3RD PARTY SERVICES

Part I Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a Gross receipts or sales 0				
b Less returns and allowances 0 c Balance	1c	0		
2 Cost of goods sold (Part III, line 8)	2	0		
3 Gross profit. Subtract line 2 from line 1c	3	0		0
4a Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c Capital loss deduction for trusts	4c	0		0
5 Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6 Rent income (Part IV)	6	0	0	0
7 Unrelated debt-financed income (Part V)	7	0	0	0
8 Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9 Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10 Exploited exempt activity income (Part VIII)	10	0	0	0
11 Advertising income (Part IX)	11	0	0	0
12 Other income (see instructions; attach statement)	12	0		0
13 **Total.** Combine lines 3 through 12	13	0	0	0

Part II **Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.				
1 Compensation of officers, directors, and trustees (Part X)			1	0
2 Salaries and wages			2	0
3 Repairs and maintenance			3	0
4 Bad debts			4	0
5 Interest (attach statement). See instructions			5	0
6 Taxes and licenses			6	0
7 Depreciation (attach Form 4562). See instructions	7	0		
8 Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9 Depletion			9	0
10 Contributions to deferred compensation plans			10	0
11 Employee benefit programs			11	0
12 Excess exempt expenses (Part VIII)			12	0
13 Excess readership costs (Part IX)			13	0
14 Other deductions (attach statement)			14	0
15 **Total deductions.** Add lines 1 through 14			15	0
16 Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	0
17 Deduction for net operating loss. See instructions			17	0
18 **Unrelated business taxable income.** Subtract line 17 from line 16			18	0

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ **Yes** ☐ **No**

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____
B ☐ _____
C ☐ _____
D ☐ _____

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D				

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 0

	A	B	C	D
4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)				

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 0

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____
B ☐ _____
C ☐ _____
D ☐ _____

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

	A	B	C	D
9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

Exempt Controlled Organizations

1. Name of controlled organization	2. Employer identification number	3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations

7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 561612

D Sequence: 3 of 9

E Describe the unrelated trade or business SECURITY SERVICES

Part I Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a Gross receipts or sales 0				
b Less returns and allowances 0 c Balance	1c	0		
2 Cost of goods sold (Part III, line 8)	2	0		
3 Gross profit. Subtract line 2 from line 1c	3	0		0
4a Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c Capital loss deduction for trusts	4c	0		0
5 Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6 Rent income (Part IV)	6	0	0	0
7 Unrelated debt-financed income (Part V)	7	0	0	0
8 Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9 Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10 Exploited exempt activity income (Part VIII)	10	0	0	0
11 Advertising income (Part IX)	11	0	0	0
12 Other income (see instructions; attach statement)	12	2,769		2,769
13 **Total.** Combine lines 3 through 12	13	2,769	0	2,769

Part II **Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.				
1 Compensation of officers, directors, and trustees (Part X)			1	0
2 Salaries and wages			2	1,406
3 Repairs and maintenance			3	103
4 Bad debts			4	0
5 Interest (attach statement). See instructions			5	0
6 Taxes and licenses			6	0
7 Depreciation (attach Form 4562). See instructions	7	0		
8 Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9 Depletion			9	0
10 Contributions to deferred compensation plans			10	0
11 Employee benefit programs			11	0
12 Excess exempt expenses (Part VIII)			12	0
13 Excess readership costs (Part IX)			13	0
14 Other deductions (attach statement)			14	209
15 **Total deductions.** Add lines 1 through 14			15	1,718
16 Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	1,051
17 Deduction for net operating loss. See instructions			17	0
18 **Unrelated business taxable income.** Subtract line 17 from line 16			18	1,051

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ **Yes** ☐ **No**

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____
B ☐ _____
C ☐ _____
D ☐ _____

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D				

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 0

4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)				

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 0

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____
B ☐ _____
C ☐ _____
D ☐ _____

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations: 3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations: 7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 333249

D Sequence: 4 of 9

E Describe the unrelated trade or business SEA 3D LAB PRINTING SERVICES

Part I Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a Gross receipts or sales 0				
b Less returns and allowances 0 c Balance	1c	0		
2 Cost of goods sold (Part III, line 8)	2	0		
3 Gross profit. Subtract line 2 from line 1c	3	0		0
4a Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c Capital loss deduction for trusts	4c	0		0
5 Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6 Rent income (Part IV)	6	0	0	0
7 Unrelated debt-financed income (Part V)	7	0	0	0
8 Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9 Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10 Exploited exempt activity income (Part VIII)	10	0	0	0
11 Advertising income (Part IX)	11	0	0	0
12 Other income (see instructions; attach statement)	12	2,177		2,177
13 **Total.** Combine lines 3 through 12	13	2,177	0	2,177

Part II **Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.				
1 Compensation of officers, directors, and trustees (Part X)			1	0
2 Salaries and wages			2	0
3 Repairs and maintenance			3	96
4 Bad debts			4	0
5 Interest (attach statement). See instructions			5	0
6 Taxes and licenses			6	0
7 Depreciation (attach Form 4562). See instructions	7	0		
8 Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9 Depletion			9	0
10 Contributions to deferred compensation plans			10	0
11 Employee benefit programs			11	0
12 Excess exempt expenses (Part VIII)			12	0
13 Excess readership costs (Part IX)			13	0
14 Other deductions (attach statement)			14	1,514
15 **Total deductions.** Add lines 1 through 14			15	1,610
16 Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	567
17 Deduction for net operating loss. See instructions			17	567
18 **Unrelated business taxable income.** Subtract line 17 from line 16			18	0

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ **Yes** ☐ **No**

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D				

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 0

	A	B	C	D
4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)				

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 0

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

	A	B	C	D
9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

Exempt Controlled Organizations

1. Name of controlled organization	2. Employer identification number	3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations

7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 713940

D Sequence: 5 of 9

E Describe the unrelated trade or business RECREATION FACILITY & GYM SERVICES

Part I Unrelated Trade or Business Income			(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales 0				
b	Less returns and allowances 0 c Balance	1c	0		
2	Cost of goods sold (Part III, line 8)	2	0		
3	Gross profit. Subtract line 2 from line 1c	3	0		0
4a	Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b	Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c	Capital loss deduction for trusts	4c	0		0
5	Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6	Rent income (Part IV)	6	70,685	10,224	60,461
7	Unrelated debt-financed income (Part V)	7	0	0	0
8	Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9	Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10	Exploited exempt activity income (Part VIII)	10	0	0	0
11	Advertising income (Part IX)	11	0	0	0
12	Other income (see instructions; attach statement)	12	286,396		286,396
13	**Total.** Combine lines 3 through 12	13	357,081	10,224	346,857

Part II **Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.					
1	Compensation of officers, directors, and trustees (Part X)			1	0
2	Salaries and wages			2	109,553
3	Repairs and maintenance			3	13,135
4	Bad debts			4	0
5	Interest (attach statement). See instructions			5	0
6	Taxes and licenses			6	2,763
7	Depreciation (attach Form 4562). See instructions	7	0		
8	Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9	Depletion			9	0
10	Contributions to deferred compensation plans			10	0
11	Employee benefit programs			11	0
12	Excess exempt expenses (Part VIII)			12	0
13	Excess readership costs (Part IX)			13	0
14	Other deductions (attach statement)			14	58,328
15	**Total deductions.** Add lines 1 through 14			15	183,779
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	163,078
17	Deduction for net operating loss. See instructions			17	159,138
18	**Unrelated business taxable income.** Subtract line 17 from line 16			18	3,940

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ Yes ☐ No

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

B ☐

C ☐

D ☐

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)	70,685			
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D	70,685			

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 70,685

	A	B	C	D
4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)	10,224			

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 10,224

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐

B ☐

C ☐

D ☐

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

Exempt Controlled Organizations

1. Name of controlled organization	2. Employer identification number	3. Net unrelated income (loss) (see instructions)	4. Totel of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations

7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 711210

D Sequence: 6 of 9

E Describe the unrelated trade or business ATHLETICS ADVERTISING & GAME DAY SALES

Part I	Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales 0				
b	Less returns and allowances 0 c Balance	1c	0		
2	Cost of goods sold (Part III, line 8)	2	0		
3	Gross profit. Subtract line 2 from line 1c	3	0		0
4a	Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b	Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c	Capital loss deduction for trusts	4c	0		0
5	Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6	Rent income (Part IV)	6	10,777	7,718	3,059
7	Unrelated debt-financed income (Part V)	7	0	0	0
8	Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9	Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10	Exploited exempt activity income (Part VIII)	10	0	0	0
11	Advertising income (Part IX)	11	0	0	0
12	Other income (see instructions; attach statement)	12	37,793		37,793
13	**Total.** Combine lines 3 through 12	13	48,570	7,718	40,852

Part II	**Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.				
1	Compensation of officers, directors, and trustees (Part X)			1	0
2	Salaries and wages			2	2,090
3	Repairs and maintenance			3	3,342
4	Bad debts			4	0
5	Interest (attach statement). See instructions			5	0
6	Taxes and licenses			6	0
7	Depreciation (attach Form 4562). See instructions	7	0		
8	Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9	Depletion			9	0
10	Contributions to deferred compensation plans			10	0
11	Employee benefit programs			11	0
12	Excess exempt expenses (Part VIII)			12	0
13	Excess readership costs (Part IX)			13	0
14	Other deductions (attach statement)			14	18,716
15	**Total deductions.** Add lines 1 through 14			15	24,148
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	16,704
17	Deduction for net operating loss. See instructions			17	16,704
18	**Unrelated business taxable income.** Subtract line 17 from line 16			18	0

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ Yes ☐ No

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

B ☐

C ☐

D ☐

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)	10,777			
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D	10,777			

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 10,777

	A	B	C	D
4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)	7,718			

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 7,718

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐

B ☐

C ☐

D ☐

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations: 3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations: 7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ ATHLETICS ADVERTISING

B ☐

C ☐

D ☐

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income	0			
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical	0			
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8	0			
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7	0			
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 511130

D Sequence: 7 of 9

E Describe the unrelated trade or business PANHANDLER BOOK SALES

Part I Unrelated Trade or Business Income			(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales 0				
b	Less returns and allowances 0 c Balance	1c	0		
2	Cost of goods sold (Part III, line 8)	2	0		
3	Gross profit. Subtract line 2 from line 1c	3	0		0
4a	Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b	Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c	Capital loss deduction for trusts	4c	0		0
5	Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6	Rent income (Part IV)	6	0	0	0
7	Unrelated debt-financed income (Part V)	7	0	0	0
8	Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9	Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10	Exploited exempt activity income (Part VIII)	10	0	0	0
11	Advertising income (Part IX)	11	0	0	0
12	Other income (see instructions; attach statement)	12	1,313		1,313
13	**Total.** Combine lines 3 through 12	13	1,313	0	1,313

Part II Deductions Not Taken Elsewhere See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.					
1	Compensation of officers, directors, and trustees (Part X)			1	0
2	Salaries and wages			2	0
3	Repairs and maintenance			3	29
4	Bad debts			4	0
5	Interest (attach statement). See instructions			5	0
6	Taxes and licenses			6	0
7	Depreciation (attach Form 4562). See instructions	7	0		
8	Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9	Depletion			9	0
10	Contributions to deferred compensation plans			10	0
11	Employee benefit programs			11	0
12	Excess exempt expenses (Part VIII)			12	0
13	Excess readership costs (Part IX)			13	0
14	Other deductions (attach statement)			14	456
15	**Total deductions.** Add lines 1 through 14			15	485
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	828
17	Deduction for net operating loss. See instructions			17	681
18	**Unrelated business taxable income.** Subtract line 17 from line 16			18	147

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ **Yes** ☐ **No**

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____
B ☐ _____
C ☐ _____
D ☐ _____

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D				

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 0

4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)				

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 0

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____
B ☐ _____
C ☐ _____
D ☐ _____

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations: 3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations: 7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
Totals			Add columns 5 and 10. Enter here and on Part I, line 8, column (A) 0	Add columns 6 and 11. Enter here and on Part I, line 8, column (B) 0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
Totals	Add amounts in column 2. Enter here and on Part I, line 9, column (A) 0			Add amounts in column 5. Enter here and on Part I, line 9, column (B) 0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity: _____		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 518210

D Sequence: 8 of 9

E Describe the unrelated trade or business HAAS CENTER FOR BUSINESS RESEARCH & ECONOMIC DEVELOPMENT

Part I	Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales 0				
b	Less returns and allowances 0 c Balance	1c	0		
2	Cost of goods sold (Part III, line 8)	2	0		
3	Gross profit. Subtract line 2 from line 1c	3	0		0
4a	Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b	Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c	Capital loss deduction for trusts	4c	0		0
5	Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6	Rent income (Part IV)	6	0	0	0
7	Unrelated debt-financed income (Part V)	7	0	0	0
8	Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9	Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10	Exploited exempt activity income (Part VIII)	10	0	0	0
11	Advertising income (Part IX)	11	0	0	0
12	Other income (see instructions; attach statement)	12	4,850		4,850
13	**Total.** Combine lines 3 through 12	13	4,850	0	4,850

Part II	**Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.				
1	Compensation of officers, directors, and trustees (Part X)			1	0
2	Salaries and wages			2	0
3	Repairs and maintenance			3	687
4	Bad debts			4	0
5	Interest (attach statement). See instructions			5	0
6	Taxes and licenses			6	0
7	Depreciation (attach Form 4562). See instructions	7	0		
8	Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9	Depletion			9	0
10	Contributions to deferred compensation plans			10	0
11	Employee benefit programs			11	0
12	Excess exempt expenses (Part VIII)			12	0
13	Excess readership costs (Part IX)			13	0
14	Other deductions (attach statement)			14	10,795
15	**Total deductions.** Add lines 1 through 14			15	11,482
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	(6,632)
17	Deduction for net operating loss. See instructions			17	0
18	**Unrelated business taxable income.** Subtract line 17 from line 16			18	(6,632)

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ Yes ☐ No

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D				

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 0

4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)				

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 0

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations: 3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations: 7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

SCHEDULE A (Form 990-T)

Department of the Treasury
Internal Revenue Service

Unrelated Business Taxable Income From an Unrelated Trade or Business

Go to *www.irs.gov/Form990T* for instructions and the latest information.
Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2022

Open to Public Inspection for 501(c)(3) Organizations Only

A Name of the organization
UNIVERSITY OF WEST FLORIDA

B Employer identification number
59-2976783

C Unrelated business activity code (see instructions) 561599

D Sequence: 9 of 9

E Describe the unrelated trade or business ALUMNI RELATIONS ACTIVITIES & EVENTS

Part I Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a Gross receipts or sales 0				
b Less returns and allowances 0 c Balance	1c	0		
2 Cost of goods sold (Part III, line 8)	2	0		
3 Gross profit. Subtract line 2 from line 1c	3	0		0
4a Capital gain net income (attach Schedule D (Form 1041 or Form 1120)). See instructions	4a	0		0
b Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b	0		0
c Capital loss deduction for trusts	4c	0		0
5 Income (loss) from a partnership or an S corporation (attach statement)	5	0		0
6 Rent income (Part IV)	6	0	0	0
7 Unrelated debt-financed income (Part V)	7	0	0	0
8 Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8	0	0	0
9 Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9	0	0	0
10 Exploited exempt activity income (Part VIII)	10	0	0	0
11 Advertising income (Part IX)	11	0	0	0
12 Other income (see instructions; attach statement)	12	14,634		14,634
13 **Total.** Combine lines 3 through 12	13	14,634	0	14,634

Part II **Deductions Not Taken Elsewhere** See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income.

1	Compensation of officers, directors, and trustees (Part X)			1	0
2	Salaries and wages			2	0
3	Repairs and maintenance			3	0
4	Bad debts			4	0
5	Interest (attach statement). See instructions			5	0
6	Taxes and licenses			6	0
7	Depreciation (attach Form 4562). See instructions	7	0		
8	Less depreciation claimed in Part III and elsewhere on return	8a	0	8b	0
9	Depletion			9	0
10	Contributions to deferred compensation plans			10	0
11	Employee benefit programs			11	0
12	Excess exempt expenses (Part VIII)			12	0
13	Excess readership costs (Part IX)			13	0
14	Other deductions (attach statement)			14	0
15	**Total deductions.** Add lines 1 through 14			15	0
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)			16	14,634
17	Deduction for net operating loss. See instructions			17	0
18	**Unrelated business taxable income.** Subtract line 17 from line 16			18	14,634

Part III Cost of Goods Sold Enter method of inventory valuation

1	Inventory at beginning of year	1	0
2	Purchases	2	0
3	Cost of labor	3	0
4	Additional section 263A costs (attach statement)	4	0
5	Other costs (attach statement)	5	0
6	**Total.** Add lines 1 through 5	6	0
7	Inventory at end of year	7	0
8	**Cost of goods sold.** Subtract line 7 from line 6. Enter here and in Part I, line 2	8	0

9 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization? ☐ **Yes** ☐ **No**

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D				

3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A) 0

	A	B	C	D
4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement)				

5 **Total deductions.** Add line 4 columns A through D. Enter here and on Part I, line 6, column (B) 0

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐
B ☐
C ☐
D ☐

	A	B	C	D
2 Gross income from or allocable to debt-financed property				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement)				
c Total deductions (add lines 3a and 3b, columns A through D)				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement)				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)				
6 Divide line 4 by line 5	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6				

8 **Total gross income** (add line 7, columns A through D). Enter here and on Part I, line 7, column (A) 0

	A	B	C	D
9 Allocable deductions. Multiply line 3c by line 6				

10 **Total allocable deductions.** Add line 9, columns A through D. Enter here and on Part I, line 7, column (B) 0

11 **Total dividends — received deductions** included in line 10 0

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations: 3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations: 7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on Part I, line 8, column (A)	Add columns 6 and 11. Enter here and on Part I, line 8, column (B)
Totals			0	0

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach statement)	4. Set-asides (attach statement)	5. Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals	0			0

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1	Description of exploited activity:		
2	Gross unrelated business income from trade or business. Enter here and on Part I, line 10, column (A)	2	
3	Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3	
4	Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7	4	
5	Gross income from activity that is not unrelated business income	5	
6	Expenses attributable to income entered on line 5	6	
7	Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7	

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

Enter amounts for each periodical listed above in the corresponding column.

		A	B	C	D
2	Gross advertising income				
a	Add columns A through D. Enter here and on Part I, line 11, column (A)				0
3	Direct advertising costs by periodical				
a	Add columns A through D. Enter here and on Part I, line 11, column (B)				0
4	Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8				
5	Readership costs				
6	Circulation income				
7	Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero				
8	Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7				
a	Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13				0

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percentage of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on Part II, line 1			0

Part XI Supplemental Information (see instructions)

Form 990T	Additional Information

Return Reference - Identifier	Explanation
BOOK CARE - NAME AND ADDRESS	JEFFREY DJERLEK, 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Form 990T Part III, Line 6b	Estimated Tax Payments

Date	Amount
09/14/2022	5,750
12/02/2022	5,750
03/02/2023	5,750
Totals	**17,250**

Form 990T Part IV, Line 5 — Post 2017 NOL Carryover

Business Activity Code	Available post-2017 NOL carryover
511130	681
518210	28,176
333249	1,539

Schedule A - Part I, Line 12 — Other Income

Description	Amount
FACILITY RENTALS, CENTER FOR FINE & PERFORMING ARTS RENTALS, UNIVERSITY COMMONS CONFERENCE CENTER	
(1) OTHER SALES & SERVICES	54,824
(2) OTHER INCOME	22,709
(3) TICKET SALES	1,831
Total	**79,364**
SECURITY SERVICES	
(1) OTHER SALES & SERVICES	2,769
SEA 3D LAB PRINTING SERVICES	
(1) OTHER SALES & SERVICES	2,177
RECREATION FACILITY & GYM SERVICES	
(1) MEMBERSHIP FEES	103,967
(2) OTHER INCOME	0
(3) OTHER SALES & SERVICES	142,154
(4) TICKET SALES	40,275
Total	**286,396**
ATHLETICS ADVERTISING & GAME DAY SALES	
(1) OTHER INCOME	37,793
PANHANDLER BOOK SALES	
(1) OTHER SALES & SERVICES	1,313
HAAS CENTER SURVEY SERVICES	
(1) OTHER SALES & SERVICES	4,850
ALUMNI RELATIONS ACTIVITIES & EVENTS	
(1) COMMISSIONS	14,634
Total for Schedule A - Part I, Line 12	**429,296**

Schedule A - Part II, Line 6 — Taxes and Licenses

Description	Amount
FACILITY RENTALS, CENTER FOR FINE & PERFORMING ARTS RENTALS, UNIVERSITY COMMONS CONFERENCE CENTER	
(1) TAX & LICENSES	8
RECREATION FACILITY & GYM SERVICES	
(1) TAXES & LICENSES	2,763

Schedule A - Part II, Line 14 — Other Deductions

Description	Amount
FACILITY RENTALS, CENTER FOR FINE & PERFORMING ARTS RENTALS, UNIVERSITY COMMONS CONFERENCE CENTER	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) GENERAL & ADMINISTRATIVE	1,662
(4) GENERAL OPERATING SUPPLIES	494
(5) OTHER CONTRACTUAL SERVICES	0
(6) OTHER MISC .	8,779
(7) SMALL EQUIPMENT	990
(8) USE CHARGES--BUILDING & EQP	1,009
(9) PRINTING	0
(10) OFFICE & IT SUPPLIES	0
(11) INSURANCE	2
(12) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(13) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(14) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(15) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
Total	**12,936**
WUWF RADIO 3RD PARTY SERVICES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
Total	**0**
SECURITY SERVICES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) USE CHARGES--BUILDING & EQP	79
(4) GENERAL & ADMINISTRATIVE	130
Total	**209**
SEA 3D LAB PRINTING SERVICES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) POSTAGE	135
(4) OFFICE SUPPLIES	0
(5) FISCAL AGENT FEES	252
(6) USE CHARGES--BUILDING & EQP	74
(7) GENERAL & ADMINISTRATIVE	122
(8) OTHER CONTRACTUAL SERVICES	0
(9) SMALL EQUIPMENT	0
(10) MEALS 50% LIMIT	0
(11) OTHER MISC	906
(12) INFORMATION TECHNOLOGY SERVICES	25
Total	**1,514**
RECREATION FACILITY & GYM SERVICES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) DUES	1,542
(4) FISCAL AGENT FEES	5,096
(5) GENERAL & ADMINISTRATIVE	13,888
(6) GENERAL OPERATING SUPPLIES	2,672
(7) INSURANCE	280
(8) OFFICE SUPPLIES	554
(9) OTHER CONTRACTUAL SERVICES	7,295
(10) PRINTING	52
(11) PROFESSIONAL DEVELOPMENT	364
(12) SMALL EQUIPMENT	2,541
(13) TELEPHONE	728
(14) TRAVEL	1,056

(15) USE CHARGES--BUILDING & EQP	8,426
(16) OTHER MISC.	314
(17) POSTAGE	0
(18) SECURITY SERVICES	13,105
(19) FOOD PRODUCTS/CATERING	20
(20) MEALS 50% LIMIT	51
(21) INFORMATION TECHNOLOGY SERVICES	344
Total	**58,328**
ATHLETICS ADVERTISING & GAME DAY SALES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) GENERAL & ADMINISTRATIVE	1,825
(4) OTHER CONTRACTUAL SERVICES	11,161
(5) PRINTING	162
(6) SMALL EQUIPMENT	4,118
(7) USE CHARGES--BUILDING & EQP	1,107
(8) INFORMATION TECHNOLOGY SERVICES	0
(9) GENERAL OPERATING SUPPLIES	334
(10) INSURANCE	9
Total	**18,716**
PANHANDLER BOOK SALES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) GENERAL & ADMINISTRATIVE	37
(4) OTHER CONTRACTUAL SERVICES	0
(5) PRINTING	0
(6) USE CHARGES--BUILDING & EQP	22
(7) OTHER EXPENSES	397
Total	**456**
HAAS CENTER SURVEY SERVICES	
(1) AMORTIZATION (FORM 4562, PART VI, LINE 44)	0
(2) EXTRATERRITORIAL INCOME EXCLUSION (FORM 8873, LINE 52)	0
(3) GENERAL & ADMINISTRATIVE	868
(4) GENERAL OPERATING SUPPLIES	2,806
(5) INFORMATION TECHNOLOGY SERVICES	2,995
(6) INSURANCE	0
(7) OTHER CONTRACTUAL SERVICES	3,600
(8) USE CHARGES--BUILDING & EQP	526
(9) PROFESSIONAL DEVELOPMENT	0
(10) PRINTING	0
(11) DUES & MEMBERSHIPS	0
(12) TRAVEL	0
Total	**10,795**

Schedule A - Part II, Line 17 — Deduction for net operating loss arising in tax years beginning on or after January 1, 2018

Year Generated	Amount Generated	Converted Contributions	Amount Used in Prior Years	Amount Used in Current Year	Amount Remaining
FACILITY RENTALS, CENTER FOR FINE & PERFORMING ARTS RENTALS, UNIVERSITY COMMONS CONFERENCE CENTER					
2019	109,178		83,138	26,040	0
2020	237,768		0	74,043	163,725
Totals	**346,946**	**0**	**83,138**	**100,083**	**163,725**
SEA 3D LAB PRINTING SERVICES					
2020	6,789		5,792	567	430
2021	542		0	0	542
Totals	**7,331**	**0**	**5,792**	**567**	**972**
RECREATION FACILITY & GYM SERVICES					
2019	61,098		4,268	56,830	0
2020	99,494		0	99,494	0
2021	2,814		0	2,814	0
Totals	**163,406**	**0**	**4,268**	**159,138**	**0**
ATHLETICS ADVERTISING & GAME DAY SALES					
2019	3,361		0	3,361	0
2020	19,495		0	13,343	6,152
2021	1,947		0	0	1,947
2022	2,872			0	2,872
Totals	**27,675**	**0**	**0**	**16,704**	**10,971**
PANHANDLER BOOK SALES					
2019	154		0	154	0
2020	68		0	68	0
2021	459		0	459	0
Totals	**681**	**0**	**0**	**681**	**0**
HAAS CENTER SURVEY SERVICES					
2019	950		934		16
2020	11,967		0	0	11,967
2021	16,193		0	0	16,193
2023	6,632		0	0	6,632
Totals	**35,742**	**0**	**934**	**0**	**34,808**

Schedule A - Part IV, Line 4

Deductions directly connected with the income in lines 2(a) and 2(b)

FACILITY RENTALS, CENTER FOR FINE & PERFORMING ARTS RENTALS, UNIVERSITY COMMONS CONFERENCE CENTER

(1) 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Description	Amount
GENERAL & ADMINISTRATIVE	11,423
OPERATIONS & MAINTENANCE	9,047
OTHER MISC.	14,960
REPAIRS & MAINTENANCE	0
USE CHARGES--BUILDING & EQP	6,930
RENT	0
SALARY & WAGES	48,657
TELEPHONE	135
PRINTING	0
OFFICE & IT SUPPLIES	1,256
GENERAL OPERATING SUPPLIES	3,864
SMALL EQUIPMENT	419
FOOD PRODUCTS/CATERING	47,552
DUES & MEMBERSHIPS	340
FISCAL AGENT FEES	4,087
POSTAGE	1
ADVERTISING	1,170
SECURITY SERVICES	260
OTHER CONTRACTUAL SERVICES	1,014
INSURANCE	42

(2) 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Description	Amount
GENERAL & ADMINISTRATIVE	1,157
OPERATIONS & MAINTENANCE	916
USE CHARGES--BUILDING & EQP	702
RENT EXPENSE	0
TAX & LICENSES	250
REPAIRS & MAINTENANCE	0
OTHER MISC	12,282
INSURANCE	5

(3) 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Description	Amount
GENERAL & ADMINISTRATIVE	181
OPERATIONS & MAINTENANCE	143
USE CHARGES--BUILDING & EQP	110
SALARY & WAGES	1,677
INFORMATION TECHNOLOGY SERVICES	34
OTHER CONTRACTUAL SERVICES	14
PRINTING	13
OFFICE & IT SUPPLIES	5
GENERAL OPERATING SUPPLIES	43
INSURANCE	1
TAX & LICENSES	6
FISCAL AGENTS	165
	0

(4) 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Description	Amount
GENERAL & ADMINISTRATIVE	0
OPERATIONS & MAINTENANCE	0
SALARIES & WAGES	0
USE CHARGES--BUILDING & EQP	0
Total	**168,861**

RECREATION FACILITY & GYM SERVICES

(1) 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Description	Amount
FISCAL AGENT FEES	1,262
GENERAL & ADMINISTRATIVE	773
GENERAL OPERATING SUPPLIES	99

	INSURANCE	13
	OFFICE SUPPLIES	44
	OPERATIONS & MAINTENANCE	612
	PRINTING	0
	REPAIRS & MAINTENANCE	297
	SALARIES & WAGES	2,930
	SMALL EQUIPMENT	25
	TRAVEL	6
	USE CHARGES--BUILDING & EQP	469
	DUES	7
	OTHER MISC.	0
	SECURITY SERVICES	3,213
	OTHER CONTRACTUAL SERVICES	36
	FOOD PRODUCTS/CATERING	5
	TAXES & LICENSES	267
	INFORMATION TECHNOLOGY SVC	86
	PROFESSIONAL DEVELOPMENT	80
	Total	**10,224**

ATHLETICS ADVERTISING & GAME DAY SALES

(1) 11000 UNIVERSITY PKWY, PENSACOLA, FL 32514

Description	Amount
GENERAL & ADMINISTRATIVE	583
GENERAL OPERATING SUPPLIES	413
POSTAGE	0
OPERATIONS & MAINTENANCE	0
OTHER CONTRACTUAL SERVICES	667
PRINTING	36
REPAIRS & MAINTENANCE	2,463
SALARIES & WAGES	1,759
SMALL EQUIPMENT	1,437
USE CHARGES--BUILDING & EQP	354
INFORMATION TECHNOLOGY SERVICES	0
OTHER MISC.	0
INSURANCE	6
RENT EXPENSE	0
	0
Total	**7,718**

Total for Schedule A - Part IV, Line 4, Deductions directly connected with the income in lines 2(a) and 2(b)	**186,803**

Form 990-T	Supplemental Information

Return Reference	Amount	Explanation
990-T CORE FORM		
FORM 990-T, PART V, PAGE 1 SECTION B	0	THE UNIVERSITY OF WEST FLORIDA IS AN AGENCY OF THE STATE OF FLORIDA WITH THE POWER TO OPERATE AS A BODY CORPORATE. FLORIDA STATUTE 1001.72(2) STATES THAT THE CORPORATION IS CONSTITUTED AS A PUBLIC INSTRUMENTALITY, AND THE EXERCISE BY THE CORPORATION IS CONSIDERED TO BE THE PERFORMANCE OF AN ESSENTIAL PUBLIC FUNCTION. THIS MEETS THE CRITERIA FOR THE "ESSENTIAL GOVERNMENT FUNCTION TEST" AS DESCRIBED IN SECTION 115 (1) I.R.C. THIS RETURN REPORTS UNRELATED BUSINESS INCOME OF THE UNIVERSITY AND DOES NOT INCLUDE INCOME EXCLUDED BY SECTION 115, I.R.C. 1986. THE ORGANIZATION IS A STATE UNIVERSITY THAT HAS NOT OBTAINED A DETERMINATION OF EXEMPTION UNDER SECTION 501(C)(3) AND DOES NOT NORMALLY CHECK A BOX ON LINE B.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS

FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
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JUNE 30, 2024 AND 2023

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INDEPENDENT AUDITORS' REPORT

The Board of Trustees,
University of West Florida:

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of the University of West Florida Department of Intercollegiate Athletics (the Department), as of and for the year's ended June 30, 2024 and 2023, and the related notes to the financial statements, which collectively comprise the Department's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the Department as of June 30, 2024 and 2023, and the respective changes in its financial position and, where applicable, cash flows thereof for the year's then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Department and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

The Department's management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Department's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Department's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Department's ability to continue as a going concern for a reasonable period of time.

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

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis as noted in the table of contents be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Management is responsible for the other information included in the annual report. The other information comprises the Schedule of Revenues and Schedule of Expenses but does not include the financial statements and our auditor's report thereon. Our opinions on the financial statements do not cover the other information, and we do not express an opinion or any form of assurance thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated January 10, 2025, on our consideration of the Department's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Department's internal control over financial reporting and compliance.

James Moore & Co., P.L.

Tallahassee, Florida
January 10, 2025

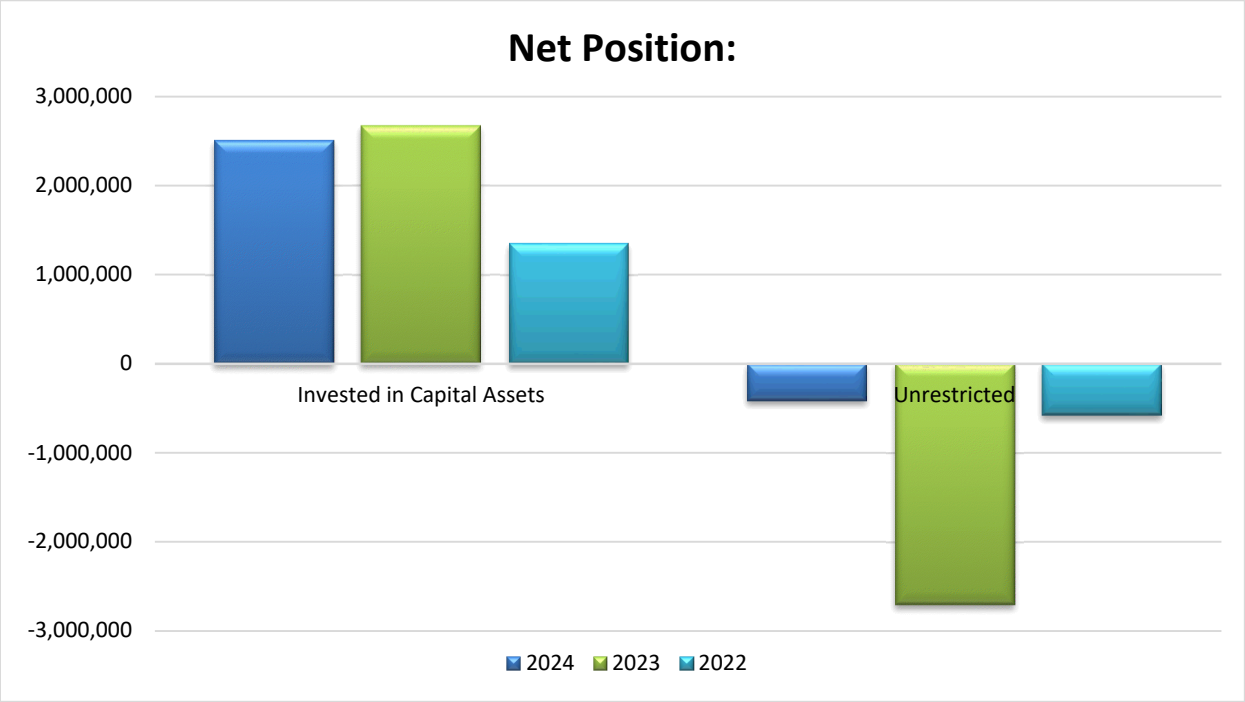
Management's discussion and analysis (MD&A) of the University of West Florida Department of Intercollegiate Athletics (The Department) provides an overview of the Department's financial position and activities for the fiscal years ended June 30, 2024 and June 30, 2023, and should be read in conjunction with the financial statements and notes thereto. This overview is required by Governmental Accounting Standards Board (GASB) Statement No. 35, Basic Financial Statements—and Management's Discussion and Analysis—for Public Colleges and Universities, as amended by GASB Statements Nos. 37 and 38. The MD&A, and financial statements and notes thereto, are the responsibility of University management.

OVERVIEW OF FINANCIAL STATEMENTS

Pursuant to GASB 35, the Department's financial report consists of three basic financial statements: the statement of net position; the statement of revenues, expenses, and changes in net position; and the statement of cash flows.

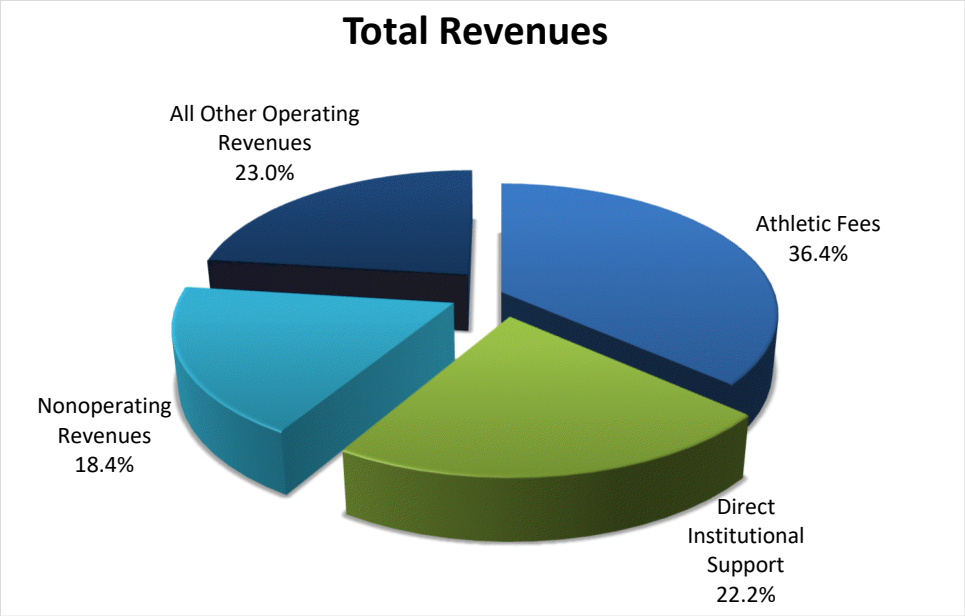
FINANCIAL HIGHLIGHTS

The Department's net position by category at June 30, 2024, 2023, and 2022, is shown in the following graph:



Unrestricted net position increased by $2,287,915 during fiscal year ended June 30, 2024, which can be primarily attributed to capital contributions for fixed assets at Pen Air Field. Net investment in capital assets decreased by $161,377, as net purchases and disposals were less than depreciation.

The following chart provides a graphical presentation of the Department's revenues by category for the fiscal year ended June 30, 2024:



The economic position of the Department is closely tied to enrollment. For the fiscal year ended June 30, 2024, fee revenues comprised approximately 36.4 percent of the Department's total operating and nonoperating revenues and were the largest source of funding. Direct institutional support comprised 22.2 percent of total revenues, which primarily consisted of administrative overhead fee support and out of state student fee waivers. As set forth in UWF/REG 4.002 (5) Waiver of Tuition and Fees, the President of the University or designee is authorized to waive tuition, out-of-state fees and associated fees, for purposes which support and enhance the mission of the University. All other operating revenues, comprising 23.0 percent of total revenue, was predominantly from booster contributions, sponsorships, athletic event ticket sales, and National Collegiate Athletic Association (NCAA) distributions. Nonoperating revenues amounted to 18.4 percent of total revenues, which substantially consisted of capital contributions for fixed assets and state appropriations.

During fiscal year ended June 30, 2024, the Department's revenues exceeded expenses, increasing net position by $2,126,538. Revenue from student athletic fees increased from $5,241,882 in 2023 to $5,797,145 in 2024. Direct institutional support revenue, including administrative overhead fee support, matriculation waivers, out of state student fee waivers, and university scholarship support increased from $3,303,190 in 2023 to $3,542,724. Total operating expenses increased from $12,447,935 to $13,805,244. Personnel services expense increased from $4,442,763 to $4,640,648. Student athlete scholarships increased from $2,885,681 in 2023 to $3,033,665. Travel expenses increased by $89,325 during 2024, as tournament travel increased, and some travel expenses for various sports increased. The other operating expenses increased from $3,384,650 in 2023 to $4,478,896. Other operating expenses increased primarily due to expenses related to the Sandy Sansing Sports Medicine Center.

THE STATEMENT OF NET POSITION AND THE STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

The statement of net position and the statement of revenues, expenses, and changes in net position report information on the Department and on its activities in a way that helps the reader determine if the Department is in a better condition from one year to the next. When revenues and other support exceed expenses, the result is an increase in net position. When the reverse occurs, the result is a decrease in net position. The relationship between revenues and expenses may be thought of as the Department's operating results.

These two statements report the Department's net position and changes in it. The Department's net position amount, the difference between assets and liabilities, is one way to measure the Department's financial health or financial condition. Over time, the increases or decreases in the Department's net position are an indicator of whether its financial health is improving or deteriorating. However, many other non-financial factors—such as certain trends in the NCAA funding, NCAA ranking, student enrollment and retention, recruitment, condition of facilities and sponsorships— is also essential in assessing the overall health of the Department.

The statements are prepared using the accrual basis of accounting, whereby revenues and assets are recognized when the service is provided, and expenses and liabilities are recognized when others provide the service, regardless of when cash is exchanged.

The statement of net position presents the assets, liabilities, and net position of the Department as of the end of the fiscal year. Its purpose is to present to the readers of the financial statements a fiscal snapshot of the Department at a certain point in time. The statement of net position presents end-of-year data concerning assets (current and noncurrent), liabilities (current and noncurrent), and net position (assets minus liabilities).

From the data presented, readers of the statement of net position are able to determine the assets available to continue the operations of the Department. Readers are also able to determine how much the Department owes vendors, employees, and others. Finally, the statement of net position provides a picture of the net position (assets minus liabilities) and its availability for use by the Department. Net position for the Department is classified as either invested in capital assets or unrestricted. Unrestricted net position is available for any lawful purpose.

The following table summarizes the Department's assets, liabilities, and net position at June 30:

Condensed Statements of Net Position

	2024	2023	2022
Assets			
Current Assets	$ 646,095	$ 441,005	$ 818,406
Capital Assets, Net	2,504,164	2,665,541	1,354,495
Total Assets	3,150,259	3,106,546	2,172,901
Liabilities			
Current Liabilities	349,799	2,533,428	591,365
Noncurrent Liabilities	713,328	612,524	804,179
Total Liabilities	1,063,127	3,145,952	1,395,544
Net Assets			
Invested in Capital Assets	2,504,164	2,665,541	1,354,495
Unrestricted	(417,032)	(2,704,947)	(577,138)
Total Net Assets	$ 2,087,132	$ (39,406)	$ 777,357
Increase (Decrease) in Net Assets	$ 2,126,537	$ (816,763)	$ (965,161)

Current Assets increased by $205,090 for fiscal year ended June 30, 2024, mainly due to an increase in cash reserves. During the fiscal year ended June 30, 2023, current assets decreased by $377,401. Net depreciable capital assets decreased by $161,377 in 2024. In 2023, net depreciable capital assets increased by $1,311,046.

Changes in total net position, as presented on the statement of net position, are based on the activity presented in the statement of revenues, expenses, and changes in net position. The purpose of the statement of revenues, expenses, and changes in net position is to present the revenues received, both operating and nonoperating, and the expenses paid, both operating and nonoperating, and any other revenues, expenses, gains, and losses received or incurred by the Department.

Operating revenues are received for providing goods and services to the various customers and constituencies of the Department. Operating expenses are those expenses paid to acquire or produce the goods and services provided in return for the operating revenues, and to carry out the mission of the Department. Nonoperating revenues are revenues received for which goods and services are not provided. For example, State appropriations are nonoperating because they are provided by the Legislature without the Legislature directly receiving commensurate goods and services for those revenues.

A summary of revenues and expenses of the Department for the fiscal years ended June 30, 2024, 2023, and 2022 is presented in the following table:

Condensed Statements of Revenue, Expenses, and Changes in Net Position

	2024	2023	2022
Operating Revenues	$13,007,245	$10,694,143	$ 9,617,101
Operating Expenses	(13,805,244)	(12,447,935)	(11,646,620)
Operating Income (Loss)	(797,999)	(1,753,792)	(2,029,519)
Nonoperating Revenues	2,924,537	937,029	1,064,358
Excess (Deficiency) of Revenues over Expenses	2,126,538	(816,763)	(965,161)
Net Position, Beginning of Year	(39,406)	777,357	1,742,518
Net Position, End of Year	$ 2,087,132	$ (39,406)	$ 777,357

Student athletic fees of $5,797,145, $5,241,882, and $5,229,918 for 2024, 2023, and 2022, respectively, are included in operating revenues and are shown at gross amounts received.

The Department's operating expenses by natural classification for the fiscal years ended June 30, 2024, 2023, and 2022 are presented in the following table:

Operating Expenses

Natural Classification	2024	Percent	2023	Percent	2022	Percent
Personnel Services	$ 4,640,648	33.6%	$ 4,442,763	35.7%	$ 4,219,830	36.2%
Athletic Scholarships	3,033,665	22.0%	2,885,681	23.2%	3,074,287	26.4%
Other Scholarships	81,412	0.6%	80,533	0.6%	91,332	0.8%
Travel	1,377,713	10.0%	1,288,388	10.4%	956,713	8.2%
Depreciation	192,910	1.4%	365,920	2.9%	176,105	1.5%
Other Operating Expenses	4,478,896	32.4%	3,384,650	27.2%	3,128,353	26.9%
Total	$13,805,244	100%	$12,447,935	100%	$11,646,620	100%

Personnel Service expenses increased by $197,885 for the fiscal year ended June 30, 2024, due to University cost of living adjustments and wage actions.

THE STATEMENT OF CASH FLOWS

Another important factor to consider when evaluating the Department's financial viability is its ability to meet its financial obligations as they become due. The statement of cash flows helps in this evaluation. The statement of cash flows presents information related to cash inflows and outflows summarized by operating, capital and noncapital financing, and investing activities. The statement of cash flows also helps users assess:

- The Department's ability to generate future net cashflows.

A summary of the Department's cash flows for the fiscal years ended June 30, 2024, 2023, and 2022, is presented in the following table:

Condensed Statements of Cash Flows

	2024	2023	2022
Cash Provided by (Used in):			
Operating Activities	$ (2,727,594)	$ 531,740	$ (854,960)
Noncapital Financing Activities	923,442	935,749	1,062,663
Capital and Related Financing Activities	1,968,167	(1,837,071)	(695,796)
Investing Activities	1,395	4,916	10,559
Net Increase (Decrease) in Cash and Cash Equivalents	165,410	(364,666)	(477,534)
Cash and Cash Equivalents, Beginning of the Year	180,348	545,014	1,022,548
Cash and Cash Equivalents, End of the Year	$ 345,758	$ 180,348	$ 545,014

The primary cash receipts from operating activities consist of student athletic fees, booster contributions and direct institutional support. Primary cash outlays include payments for salaries, benefits, supplies, travel expenses, and scholarships.

In most years, State of Florida appropriations are the primary source of noncapital financing inflows. During fiscal year June 30, 2024 the state appropriations increased by $57,517.

CONTACTING MANAGEMENT

This financial narrative is designed to provide the reader with a general overview of the University of West Florida's Department of Intercollegiate Athletics finances and to show the Department's accountability for the money it receives.

If you have questions about this report or need additional financial information, contact the University of West Florida, Controller's Office:

University of West Florida
Attn: Controller's Office
11000 University Parkway
Bldg. 20-E, Room 108-E
Pensacola, FL 32514
850-474-2759

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF NET POSITION
JUNE 30, 2024 AND 2023

	2024	2023
ASSETS		
Current assets		
Cash and cash equivalents	$ 345,758	$ 180,348
Accounts receivable, net	285,635	256,237
Due from other funds	3,754	4,218
Prepaid expenses	10,948	202
Total current assets	646,095	441,005
Capital assets, net	2,504,164	2,665,541
Total assets	3,150,259	3,106,546
LIABILITIES		
Current liabilities		
Accounts payable	195,118	177,670
Accrued expenses	79,172	218,862
Due to other funds	-	1,990,000
Compensated absences, current	64,408	50,019
Unearned revenue	11,101	96,877
Total current liabilities	349,799	2,533,428
Noncurrent liabilities		
Compensated absences, less current portion	713,328	612,524
Total liabilities	1,063,127	3,145,952
NET POSITION		
Net position		
Net investment in capital assets	2,504,164	2,665,541
Unrestricted	(417,032)	(2,704,947)
Total net position	$ 2,087,132	$ (39,406)

The accompanying notes to financial statements
are an integral part of these statements.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE YEAR ENDED JUNE 30, 2024 AND 2023

	2024	2023
Operating revenues		
Student athletic fees	$ 5,797,145	$ 5,241,882
Direct institutional support	3,542,724	3,303,190
Sales and services of auxiliary enterprises	258,790	306,718
Other operating revenue	3,408,586	1,842,353
Total revenues	13,007,245	10,694,143
Operating expenses		
Personnel services	4,640,648	4,442,763
Athletic scholarships	3,033,665	2,885,681
Other scholarships	81,412	80,533
Travel	1,377,713	1,288,388
Depreciation and amortization	192,910	365,920
Other	4,478,896	3,384,650
Total expenses	13,805,244	12,447,935
Operating loss	(797,999)	(1,753,792)
Nonoperating revenues (expenses)		
State appropriations	922,321	864,805
Capital contributions	1,999,700	86,123
Interest income	1,395	4,916
Loss on disposal/purchase of right to use asset	-	(89,759)
Other nonoperating revenues (expenses)	1,121	70,944
Total nonoperating revenues (expenses)	2,924,537	937,029
Excess (deficiency) of revenues over (under) expenses	2,126,538	(816,763)
Net position, beginning of year	(39,406)	777,357
Net position, end of year	$ 2,087,132	$ (39,406)

The accompanying notes to financial statements
are an integral part of this statement.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2024 AND 2023

	2024	2023
Cash flows from operating activities		
Student athletic fees	$ 5,797,145	$ 5,241,882
Direct institutional support	2,639,290	2,462,315
Sales and services of auxiliary enterprises	258,790	306,718
Other operating receipts	3,293,876	1,897,918
Payments to employees	(4,665,145)	(4,769,756)
Payments to suppliers for goods and services	(5,849,907)	(4,471,998)
Payments from other funds	(1,990,000)	1,990,000
Payments to students for scholarships	(2,211,643)	(2,125,339)
Net cash provided by (used in) operating activities	(2,727,594)	531,740
Cash flows from noncapital financing activities		
State Appropriations	922,321	864,805
Other non-operating revenue (expenses)	1,121	70,944
Net cash provided by (used in) noncapital financing activities	923,442	935,749
Cash flows from capital and related financing activities		
Purchase of fixed assets	(31,533)	(1,766,724)
Capital Contributions	1,999,700	86,123
Lease payments	-	(156,469)
Net cash provided by (used in) capital and related financing activities	1,968,167	(1,837,070)
Cash flows from investing activities		
Interest income	1,395	4,916
Increase (decrease) in cash and cash equivalents	165,410	(364,665)
Cash and cash equivalents, beginning of year	180,348	545,013
Cash and cash equivalents, end of year	$ 345,758	$ 180,348
Reconciliation of operating loss to net cash provided by (used in) operating activities:		
Operating loss	$ (797,999)	$ (1,753,792)
Adjustments to reconcile operating loss to net cash provided by (used in) operating activities:		
Depreciation and amortization	192,910	365,920
Changes in assets and liabilities:		
Accounts receivable, net	(29,398)	(36,702)
Due from other funds	464	306
Prepaid expenses	(10,746)	49,131
Accounts payable and accrued expenses	(122,242)	(153,338)
Due to other funds	(1,990,000)	1,990,000
Compensated absences	115,193	(21,746)
Unearned revenues	(85,776)	91,961
Net cash provided by (used in) operating activities	$ (2,727,594)	$ 531,740
Supplemental schedule of non cash investing and financing activities		
Capital contributions from UWF Foundation	$ -	$ 7,500
Capital contributions from Direct Institutional Support	$ 1,999,700	$ 78,623
Loss on disposal/purchase of right to use asset	$ -	$ 89,759

The accompanying notes to financial statements
are an integral part of this statement.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of the more significant accounting policies of the University of West Florida Department of Intercollegiate Athletics (the Department), which affect significant elements of the accompanying basic financial statements.

Reporting Entity

The Department is an auxiliary enterprise of the University of West Florida (the University) located in Pensacola, Florida and conducts various intercollegiate athletic programs. The University is a separate public instrumentality that is part of the State University System of public universities, which is under the general direction and control of the Florida Board of Governors. The University is directly governed by a Board of Trustees (Trustees) consisting of 13 members. The Governor appoints 6 citizen members, and the Board of Governors appoints 5 citizen members. These members are confirmed by the Florida Senate and serve staggered terms of 5 years. The chair of the faculty senate and the president of the student body are also members. The Board of Governors establishes the powers and duties of the Trustees. The Trustees are responsible for setting policies for the University, which provide governance in accordance with State law, the Board of Governors regulations, and selecting the University President. The University President serves as the executive officer and the corporate secretary of the Trustees, and is responsible for administering the policies prescribed by the Trustees.

Criteria for defining the reporting entity are identified and described in the Governmental Accounting Standards Board's (GASB) *Codification of Governmental Accounting and Financial Reporting Standards*, Sections 2100 and 2600. These criteria were used to evaluate potential component units for which the primary government is financially accountable and other organizations for which the nature and significance of their relationship with the primary government are such that exclusion would cause the primary government's financial statements to be misleading. Based on the application of these criteria, the University is a component unit of the State of Florida, and its financial balances and activity are reported in the State's Comprehensive Annual Financial Report by discrete presentation.

Basis of Presentation

The Department's accounting policies conform to accounting principles generally accepted in the United States of America applicable to public colleges and universities as prescribed by GASB. The National Association of College and University Business Officers (NACUBO) also provides the University with recommendations prescribed in accordance with generally accepted accounting principles promulgated by GASB and the Financial Accounting Standards Board (FASB).

In November 1999, the Governmental Accounting Standards Board issued GASB Statement No. 35, *Basic Financial Statements and Management's Discussion and Analysis for Public Colleges and Universities*. This Statement includes public colleges and universities within the financial reporting guidelines of GASB Statement No. 34, *Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments*.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

GASB allows departments of public universities various reporting options. The Department has elected to report as an entity engaged in only business-type activities. This election requires the adoption of the accrual basis of accounting and entity-wide reporting including the following components:

- Management's Discussion and Analysis
- Basic Financial Statements
  - Statement of Net Position
  - Statement of Revenues, Expenses and Changes in Net Position
  - Statement of Cash Flows
  - Notes to Financial Statements

Basis of Accounting

Basis of accounting refers to when revenues, expenses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources, are recognized in the accounts and reported in the financial statements. Specifically, it relates to the timing of the measurements made, regardless of the measurement focus applied. The University's financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. Revenues, expenses, gains, losses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources resulting from exchange and exchange-like transactions are recognized when the exchange takes place. Revenues, expenses, gains, losses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources resulting from non-exchange activities are generally recognized when all applicable eligibility requirements, including time requirements, are met. The University follows GASB standards of accounting and financial reporting.

As stated previously, the Department follows the reporting guidelines of the University. The financial statements of the Department include those economic resources of the University that are expendable for operational purposes in performing the primary objectives of the Department. The financial statements of the Department do not purport to present the financial position or results of operations of the University as a whole. A portion of the Department is, however, accounted for and reported by the University of West Florida Foundation, Inc. (Foundation), which is a separate legal entity.

The Statement of Net Position is presented in a classified format to distinguish between current and noncurrent assets and liabilities.

The Statement of Revenues, Expenses and Changes in Net Position is presented by major sources and is reported at gross amounts received.

The Statement of Cash Flows is presented using the direct method in compliance with GASB Statement No. 9, *Reporting Cash Flows for Proprietary and Nonexpendable Trust Funds and Governmental Entities That Use Proprietary Fund Accounting.*

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand and cash in demand accounts. University cash deposits are held in banks qualified as public depositories under Florida law. All such deposits are insured by Federal depository insurance, up to specified limits, or collateralized with securities held in Florida's multiple financial institution collateral pool required by Chapter 280, Florida Statutes.

Accounts Receivable

Accounts receivable are stated at their net realizable value. Allowances for doubtful accounts are reported based on management's best estimate as of fiscal year-end considering type, age, collection history, and other factors considered appropriate. Management has concluded that realization of losses on balances outstanding at year end will be immaterial.

Capital Assets

Capital assets of the Department consist of building structures, furniture, equipment, right-to-use lease assets, and computer software. These assets are capitalized and recorded at cost at the date of acquisition or at estimated fair value at the date received in the case of gifts and purchases of State surplus property. Additions, improvements, and other outlays that significantly extend the useful life of an asset are capitalized. Other costs incurred for repairs and maintenance are expensed as incurred. The University has a capitalization threshold of $5,000 for tangible personal property and $100,000 for new buildings and building improvements. Depreciation is computed on the straight-line basis over the following estimated useful lives of the assets.

- Building Structures – 10 to 50 years
- Furniture and Equipment – 5 to 20 years
- Right-to-Use Lease Assets – term of the lease or useful life of the asset, whichever is less
- Computer Software – 5 years

Unearned Ticket Sales Revenue

Unearned revenue consists of funds received by the Department before the end of the fiscal year and earned the following fiscal year. The Department issued advance ticket sales for football games.

Income Taxes

The Department is an auxiliary enterprise of the University, which is a part of the State University System of Florida. Accordingly, substantially all income generated by the Department is exempt from federal and state income taxes. Any income tax incurred is reported within the nonoperating expense category.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Athletic Fees

The University charges an athletic fee to students for each semester enrolled and for each enrolled credit hour. Athletic fees for semesters that cross fiscal years are recognized during the year in which the semester is predominantly conducted.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the Department to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Sales Tax on Athletic Event Tickets

In accordance with Chapter 1006, Section 71, Florida Statutes, the Department retains an amount equal to the sales taxes collected from ticket sales to athletic events for use in the support of women's athletic programs.

Net Position

Net position is classified and displayed in three components:

- Invested in capital assets, net of related debt – consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any debt that is attributable to those assets.

- Restricted – consists of net assets that have constraints placed upon their use either by external donors or creditors or through laws, regulations or constraints imposed by law through constitutional provision or enabling legislation, reduced by any liabilities to be paid from these assets.

- Unrestricted – consists of net assets that do not meet the definition of "restricted" or "invested in capital assets, net of related debt."

When both restricted and unrestricted resources are available for use, it is the Department's policy to use the restricted resources first, followed by the use of the unrestricted resources, as they are needed.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recent Accounting Pronouncements

The Governmental Accounting Standards Board (GASB) has issued several pronouncements that have effective dates that may impact future financial statements. Listed below are pronouncements with required implementation dates effective for subsequent fiscal years that have not yet been implemented. The Department has not currently determined what, if any, impact implementation of the following will have on the Department's financial statements.

GASB issued Statement No. 101, Compensated Absences, in June 2022. GASB Statement No. 101 amends the existing guidance related to the calculation and disclosures surrounding the liability for compensated absences. The provisions in GASB 101 are effective for fiscal years beginning after December 15, 2023.

GASB issued Statement No. 102, Certain Risk Disclosures, in December 2023. The objective of GASB 102 is to provide users of governmental financial statements with essential information about risks related to an entity's vulnerabilities due to certain concentrations or constraints. The provisions in GASB 102 are effective for fiscal years beginning after June 15, 2024.

GASB issued Statement No. 103, Financial Reporting Model Improvements, in April 2024. The objective of GASB 103 is to improve key components of the financial reporting model to enhance its effectiveness in providing information that is essential for decision making and assessing an entity's accountability. The provisions in GASB 103 are effective for fiscal years beginning after June 15, 2025.

NOTE 2 – CASH AND CASH EQUIVALENTS

At June 30, 2024, all the Department's cash and cash equivalents were held with the University's pooled funds. At June 30, 2024 and 2023, the carrying amount and fair value of the Department's cash and cash equivalents were $345,758 and $180,348, respectively.

NOTE 3 – ACCOUNTS RECEIVABLE

Accounts receivable consist of the following amounts at June 30:

	2024	2023
University of West Florida	$ 339,653	$ 266,245
Other	27,072	26,002
Total	366,725	292,247
Less: Allowance for doubtful accounts	(81,090)	(36,010)
Accounts receivable, net	$ 285,635	$ 256,237

The Department has no policy requiring collateral or other security to support its accounts receivable.

NOTE 4 – UNEARNED REVENUE

Unearned revenue for advanced football ticket sales decreased by $85,776 from the football season of 2023 to the 2024 football season. The decrease was primarily due to the implementation of new ticketing software.

Unearned revenue consists of the following amounts for advanced ticket sales for football at June 30:

	2024	2023
Advance Ticket Sales	$ 11,101	$ 96,877

NOTE 5 – DUE TO OTHER FUNDS

At June 30, 2024 and 2023, the amount Due to Other Funds were $0 and $1,990,000, respectively. The decrease was due to capital contributions for fixed assets.

NOTE 6 – COMPENSATED ABSENCES

Employees earn the right to be compensated during absences for annual leave (vacation) and sick leave earned pursuant to Board of Governors' Regulations, University regulations, and bargaining agreements. Leave earned is accrued to the credit of the employee, and records are kept on each employee's unpaid (unused) leave balance. The University reports a liability for the accrued leave; however, State noncapital appropriations fund only the portion of accrued leave that is used or paid in the current fiscal year. Although the University expects the liability to be funded primarily from future appropriations, generally accepted accounting principles do not permit the recording of a receivable in anticipation of future appropriations. Consequently, the recording of a liability for compensated absences without the corresponding recognition of such future resources results in a reduction of current year Net Position.

At June 30, 2024 and 2023, the estimated liability for compensated absences was $777,736 and $662,543, respectively. The current compensated absences liability, totaling $64,408 and $50,019 at June 30, 2024 and 2023, respectively, is based on actual payouts over the last three years calculated as a percentage of those years' total compensated absences liability.

Changes in the liability for compensated absences for the years ended June 30, 2024 and 2023 were as follows:

Beginning Balance June 30, 2023	Additions	Reductions	Ending Balance June 30, 2024	Current Portion
$ 662,543	$165,485	$ 50,292	$ 777,736	$ 64,408

Beginning Balance June 30, 2022	Additions	Reductions	Ending Balance June 30, 2023	Current Portion
$ 684,288	$588,557	$ 610,302	$ 662,543	$ 50,019

NOTE 7 – CAPITAL ASSETS

Capital asset activity for the year ended June 30, 2024, was as follows:

	July 1, 2023	Additions	Decreases	June 30, 2024
Capital Assets Being Depreciated:				
Building Structures	$ 2,695,392	$ 13,689	$ -	$ 2,709,081
Furniture and Fixtures	62,861	-	-	62,861
Equipment	858,617	17,844	-	876,461
Total Capital Assets Being Depreciated	3,616,870	31,533	-	3,648,403
Less: Accumulated Depreciation				
Other	951,329	192,910	-	1,144,239
Total Accumulated Depreciation	951,329	192,910	-	1,144,239
Total Capital Assets, Net	$ 2,665,541	$ (161,377)	$ -	$ 2,504,164

Capital asset activity for the year ended June 30, 2023, was as follows:

	July 1, 2022	Additions	Decreases	June 30, 2023
Capital Assets Being Depreciated:				
Building Structures	$ 705,392	$1,990,000	$ -	$ 2,695,392
Furniture and Fixtures	62,861	-	-	62,861
Right-to-Use Lease Assets	618,836	-	618,836	-
Equipment	772,493	86,124	-	858,617
Total Capital Assets Being Depreciated	2,159,582	2,076,124	618,836	3,616,870
Less: Accumulated Depreciation				
Right-to-Use Lease Assets	55,867	163,812	219,679	-
Other	749,220	202,109	-	951,329
Total Accumulated Depreciation	805,087	365,921	219,679	951,329
Total Capital Assets, Net	$ 1,354,495	$1,710,203	$ 399,157	$ 2,665,541

NOTE 8 – LEASES

In 2022 the Department entered into a 1.5 year lease agreement as lessee for use of stadium bleachers. The initial lease liability of $618,836 was recorded as of April 1, 2022. In January of 2023 the department decided to terminate the lease agreement and purchase stadium bleachers. As of June 30, 2023, the value of the lease liability and corresponding right-to-use lease asset was $0.

NOTE 9 – THE UNIVERSITY OF WEST FLORIDA FOUNDATION, INC.

The Foundation serves as the official legal conduit for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the University. The Foundation expends significant resources for, or on behalf of, the Department. The other operating revenues category on the Statements of Revenues, Expenses and Changes in Net Position includes revenue from the Foundation in the amount of $2,665,460.82 and $1,087,678 for the fiscal years ended June 30, 2024 and 2023, respectively. Revenue from the Foundation during the fiscal years ended June 30, 2024 and 2023 includes capital contributions of $0 and $7,500, respectively, for capital asset equipment additions. Revenues and expenditures for, or on behalf of, the Department that flow through the Foundation are included in the records of the Department.

Although the Foundation is chartered as a private nonprofit organization, it is operated solely for the benefit of the University and its mission of teaching, research, and service. It serves as the vehicle whereby taxpayers who want to advance the cause of higher education and to pay more than their share of the cost of education may do so. It does not serve any private causes but benefits the public generally.

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NOTE 10 – RETIREMENT PLANS

General State Employees' Retirement System

The Florida Retirement System (FRS) is primarily a State-administered, cost-sharing, multiple-employer, defined benefit retirement plan (Plan). FRS provisions are established by Chapters 121 and 122, Florida Statutes; Chapter 112, Part IV, Florida Statutes; Chapter 238, Florida Statutes; and Florida Retirement System Rules, Chapter 60S, Florida Administrative Code; wherein eligibility, contributions, and benefits are defined and described in detail. Essentially, all regular employees of participating employers are eligible to enroll as members of the FRS.

NOTE 10 – RETIREMENT PLANS (Continued)

General State Employees' Retirement System (Continued)

Employees enrolled in the Plan prior to July 1, 2011, vest at 6 years of creditable service and employees enrolled in the Plan on or after July 1, 2011, vest at 8 years of creditable service. All vested members, enrolled prior to July 1, 2011, are eligible for normal retirement benefits at age 62 or at any age after 30 years of service, which may include up to 4 years of credit for military service. All members enrolled in the Plan on or after July 1, 2011, once vested, are eligible for normal retirement benefits at age 65 or any time after 33 years of creditable service. The Plan also includes an early retirement provision, but imposes a penalty for each year a member retires before his or her normal retirement date. The Plan provides retirement, disability, death benefits, and annual cost-of-living adjustments.

A Deferred Retirement Option Program (DROP) subject to provisions of Sections 121.091, Florida Statutes, permits employees eligible for normal retirement under the Plan to defer receipt of monthly benefit payments while continuing employment with an FRS employer. An employee may participate in DROP for a period not to exceed 96 months after electing to participate. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest.

As provided in Section 121.4501, Florida Statutes, eligible FRS members may elect to participate in the Investment Plan in lieu of the FRS defined benefit plan. University employees already participating in the State University System Optional Retirement Program or the DROP are not eligible to participate in the Investment Plan. Employer and employee contributions are defined by law, but the ultimate benefit depends in part on the performance of investment funds. The Investment Plan is funded by employer and employee contributions that are based on salary and membership class (Regular Class, Special Risk Class, etc.). Contributions are directed to individual member accounts, and the individual members allocate contributions and account balances among various approved investment choices.

A comprehensive annual financial report of the FRS, which includes its financial statements, required supplementary information, actuarial report, and other relevant information, is available from the Florida Department of Management Services Web site (www.dms.myflorida.com).

State University System Optional Retirement Program

Section 121.35, Florida Statutes, provides for an Optional Retirement Program (Program) for eligible university instructors and administrators. The Program is designed to aid State universities in recruiting employees by offering more portability to employees not expected to remain in the FRS for 8 or more years.

The Program is a defined contribution plan, which provides full and immediate vesting of all contributions submitted to the participating companies on behalf of the participant. Employees in eligible positions can make an irrevocable election to participate in the Program, rather than the FRS, and purchase retirement and death benefits through contracts provided by certain insurance carriers. The employing university contributes 5.14 percent of the participant's salary to the participant's account, 4.78 percent to cover the unfunded actuarial liability of the FRS pension plan, and 0.01 percent to cover administrative costs, for a total of 9.93 percent, and employees contribute 3 percent of the employee's salary. Additionally, the employee may contribute, by payroll deduction, an amount not to exceed the percentage contributed by the University to the participant's annuity account. The contributions are invested in the company or companies selected by the participant to create a fund for the purchase of annuities atretirement.

NOTE 10 – RETIREMENT PLANS (Continued)

State University System Optional Retirement Program (Continued)

Disclosures pertaining to the University's retirement plans that are required by Statement No. 68 of the Governmental Accounting Standards Board are included in the University's financial statements. The Department's contributions to the plans for the years ended June 30, 2024 and 2023 were $333,807.81 and $274,378, respectively.

NOTE 11 – POSTEMPLOYMENT BENEFITS

Pursuant to the provisions of Section 112.0801, Florida Statutes, all employees who retire from the University or its component units, University of West Florida Foundation, Inc., West Florida Historic Preservation, Inc., and UWF Business Enterprises, Inc., are eligible to participate in the State Group Health Insurance Program, an agent multiple employer defined-benefit plan. The University subsidizes the premium rates paid by retirees by allowing them to participate in the plan at reduced or blended group (implicitly subsidized) premium rates for both active and retired employees. These rates provide an implicit subsidy for retirees because retiree healthcare costs are generally greater than active employee healthcare costs. The benefits provided under this defined benefit plan are provided for a fixed number of years determined at the time of retirement based on the number of years worked for the University. Retirees are required to enroll in the Federal Medicare program for their primary coverage as soon as they are eligible.

Disclosures pertaining to the University's postemployment benefits are required by Statement No. 75 of the Governmental Accounting Standards Board are included in the University's financial statements for the years ended June 30, 2024 and 2023.

NOTE 12 – RISK MANAGEMENT PROGRAMS

The University is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. Pursuant to Section 1001.72(2), Florida Statutes, the University participates in State self-insurance programs providing insurance for property and casualty, workers' compensation, general liability, fleet automotive liability, Federal Civil Rights, and employment discrimination liability. During the 2024-23 fiscal year, for property losses, the State retained the first $2 million per occurrence for all perils except named windstorm and flood. The State retained the first $2 million per occurrence with an annual aggregate retention of $40 million for named windstorm and flood losses. After the annual aggregate retention, losses in excess of $2 million per occurrence were commercially insured up to $40.2 million for flood and $38.6 million for named windstorm through February 14, 2024, and increased to $62.5 million for named windstorm and flood starting February 15, 2024. For perils other than named windstorm and flood, losses in excess of $2 million per occurrence were commercially insured up to $184.8 million through February 14, 2024, and increased to $237.5 million starting February 15, 2024. Losses exceeding those amounts were retained by the State. No excess insurance coverage is provided for workers' compensation, general and automotive liability, Federal Civil Rights and employment action coverage; all losses in these categories are completely self-insured by the State through the State Risk Management Trust Fund established pursuant to Chapter 284, Florida Statutes. Payments on tort claims are limited to $200,000 per person and $300,000 per occurrence as set by Section 768.28(5), Florida Statutes. The calculation of premiums considers the cash needs of the program and the amount of risk exposure for each participant. Settlements have not exceeded insurance coverage during the past 3 fiscal years.

NOTE 12 – RISK MANAGEMENT PROGRAMS (Continued)

Pursuant to Section 110.123, Florida Statutes, University employees may obtain healthcare services through participation in the State group health insurance plan or through membership in a health maintenance organization plan under contract with the State. The State's risk financing activities associated with State group health insurance, such as risk of loss related to medical and prescription drug claims, are administered through the State Employees Group Health Insurance Trust Fund. It is the practice of the State not to purchase commercial coverage for the risk of loss covered by this Fund. Additional information on the State's group health insurance plan, including the actuarial report, is available from the Florida Department of Management Services, Division of State Group Insurance.

Medical insurance coverage for the Department's student athletic programs is provided through purchased commercial insurance.

Additional Information

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SCHEDULE OF REVENUES
FOR THE YEAR ENDED JUNE 30, 2024 AND 2023
UNAUDITED

	2024	2023
Operating revenues		
Student athletic fees	$ 5,797,145	$ 5,241,882
Direct institutional support		
Administrative overhead fee support	1,879,836	1,750,398
Athletic matriculation	725,452	673,917
Out of state fee waivers	903,435	840,875
University scholarship support	34,000	38,000
Total direct institutional support	3,542,723	3,303,190
Sales and services of auxiliary enterprises		
Ticket sales	240,734	285,319
Surcharge on admissions	18,055	21,399
Total sales and services of auxiliary enterprises	258,789	306,718
Other operating revenue		
Awards	3,100	5,100
Booster contributions--UWF Foundation	2,665,461	1,087,678
Field and facility rentals	12,834	11,963
Fundraising	41,790	29,104
Game guarantees	70,000	-
NCAA & conference distribution/reimbursements	152,136	193,107
Program sales/concessions/novelty sales	29,526	29,047
Royalties/advertisements/sponsorships	297,383	326,442
Sports camps	58,970	71,298
Tournament entry/cancellation fees/banquet fees	33,071	44,520
Other operating revenue--misc	44,315	44,094
Total other operating revenue	3,408,586	1,842,353
Total operating revenues	13,007,243	10,694,143
Nonoperating revenues		
Education and general	922,321	864,805
Capital contributions	1,999,700	86,123
Interest income	1,395	4,916
Other nonoperating revenue	1,121	75,000
Total nonoperating revenues	2,924,537	1,030,844
Total operating and nonoperating revenues	$ 15,931,780	$ 11,724,987

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SCHEDULE OF EXPENSES
FOR THE YEAR ENDED JUNE 30, 2024 AND 2023
UNAUDITED

	2024	2023
Operating expenses		
Personnel services		
Salary expenditures	$ 4,156,330	$ 3,988,693
Other personnel services	484,318	454,070
Total personnel services	4,640,648	4,442,763
Athletic scholarships	3,033,665	2,885,681
Other scholarships	81,412	80,533
Travel	1,377,713	1,288,388
Depreciation and amortization	192,910	365,920
Other operating expenses		
Direct facilities and maintenance	304,198	155,094
Dues and memberships	41,013	38,491
Equipment, uniforms, supplies	750,413	758,247
Fundraising, marketing and promotion	29,196	8,211
Game guarantees	36,301	24,083
Game officials	131,570	136,065
Insurance	22,699	8,228
Medical expenses and insurance	510,844	509,149
Spirit groups	12,827	10,073
Other operating expenses--Misc	2,639,834	1,737,009
Total other operating expenses	4,478,895	3,384,650
Total operating expenses	$ 13,805,243	$ 12,447,935
Nonoperating expenses		
Nonoperating expenses	-	4,056
Loss on disposal of capital assets	-	89,759
Total nonoperating expenses	-	93,815
Total operating and nonoperating expenses	$ 13,805,243	$ 12,541,750

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

The Board of Trustees,
University of West Florida:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities of the University of West Florida Department of Intercollegiate Athletics (the Department), as of and for the year ended June 30, 2024, and the related notes to the financial statements, which collectively comprise the Department's basic financial statements, and have issued our report thereon dated January 10, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Department's internal control over financial reporting (internal control) as a basis for designing the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Department's internal control. Accordingly, we do not express an opinion on the effectiveness of the Department's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses. However, material weaknesses may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Department's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

James Moore & Co., P.L.

Tallahassee, Florida
January 10, 2025

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS

FINANCIAL STATEMENTS

JUNE 30, 2023

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
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JUNE 30, 2023

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INDEPENDENT AUDITORS' REPORT

The Board of Trustees,
University of West Florida:

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of the University of West Florida Department of Intercollegiate Athletics (the Department), as of and for the year ended June 30, 2023, and the related notes to the financial statements, which collectively comprise the Department's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Department as of June 30, 2023, and the changes in its financial position and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Department and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

The Department's management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Department's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Department's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Department's ability to continue as a going concern for a reasonable period of time.

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

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis as noted in the table of contents be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Management is responsible for the other information included in the annual report. The other information comprises the Schedule of Revenues and Schedule of Expenses but does not include the financial statements and our auditor's report thereon. Our opinions on the financial statements do not cover the other information, and we do not express an opinion or any form of assurance thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated February 16, 2024, on our consideration of the Department's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Department's internal control over financial reporting and compliance.

James Moore & Co., P.L.

Tallahassee, Florida
February 16, 2024

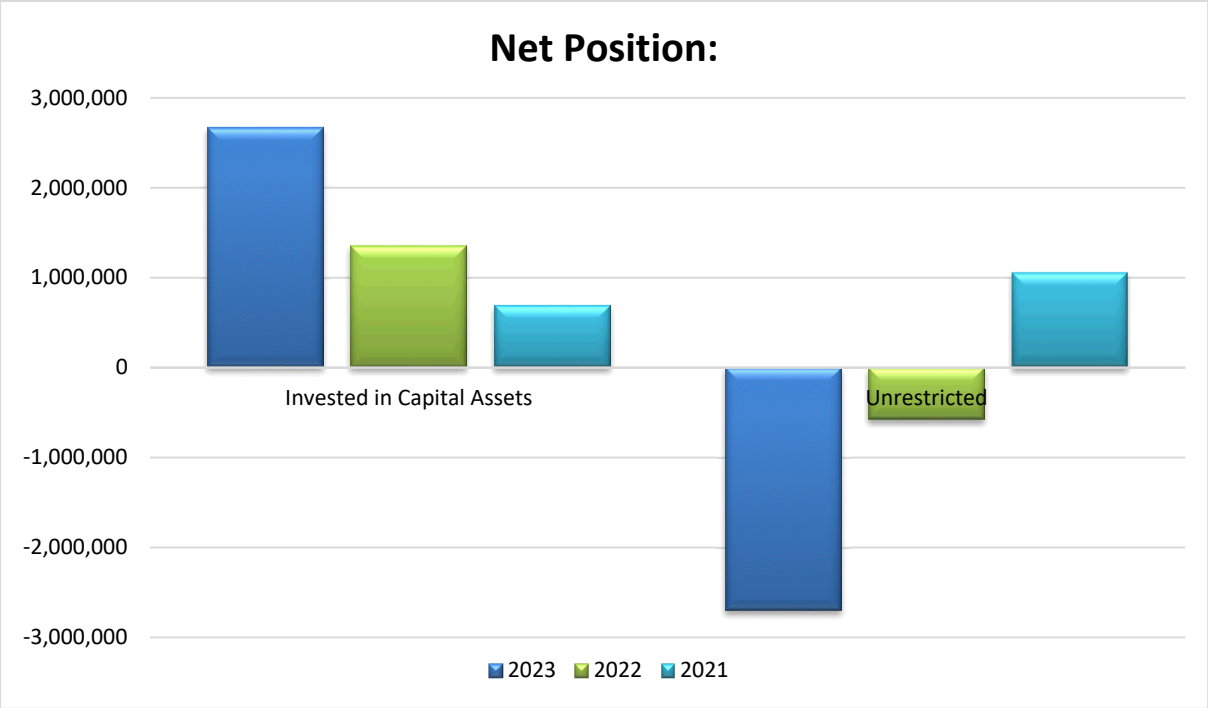
Management's discussion and analysis (MD&A) of the University of West Florida Department of Intercollegiate Athletics (The Department) provides an overview of the Department's financial position and activities for the fiscal years ended June 30, 2023 and June 30, 2022, and should be read in conjunction with the financial statements and notes thereto. This overview is required by Governmental Accounting Standards Board (GASB) Statement No. 35, Basic Financial Statements—and Management's Discussion and Analysis—for Public Colleges and Universities, as amended by GASB Statements Nos. 37 and 38. The MD&A, and financial statements and notes thereto, are the responsibility of University management.

OVERVIEW OF FINANCIAL STATEMENTS

Pursuant to GASB 35, the Department's financial report consists of three basic financial statements: the statement of net position; the statement of revenues, expenses, and changes in net position; and the statement of cash flows.

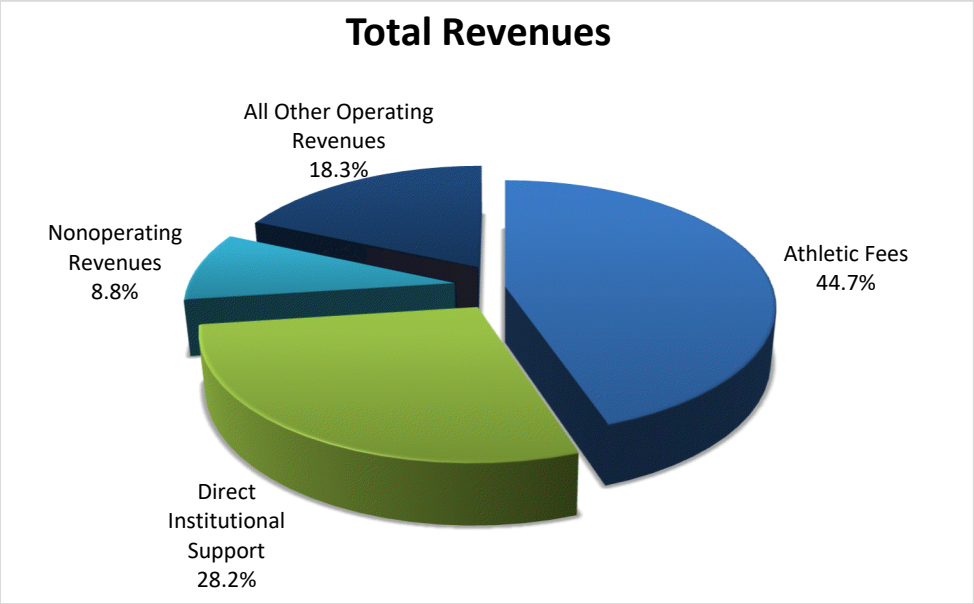
FINANCIAL HIGHLIGHTS

The Department's net position by category at June 30, 2023, 2022, and 2021, is shown in the following graph:



Unrestricted net position decreased by $2,127,809 during fiscal year ended June 30, 2023, which can be primarily attributed to purchases of fixed assets at Pen Air Field. Net investment in capital assets increased by $1,311,046, as net purchases and disposals were greater than depreciation.

The following chart provides a graphical presentation of the Department's revenues by category for the fiscal year ended June 30, 2023:



The economic position of the Department is closely tied to enrollment. For the fiscal year ended June 30, 2023, fee revenues comprised approximately 44.7 percent of the Department's total operating and nonoperating revenues and were the largest source of funding. Direct institutional support comprised 28.2 percent of total revenues, which primarily consisted of administrative overhead fee support and out of state student fee waivers. As set forth in UWF/REG 4.002 (5) Waiver of Tuition and Fees, the President of the University or designee is authorized to waive tuition, out-of-state fees and associated fees, for purposes which support and enhance the mission of the University. All other operating revenues, comprising 18.3 percent of total revenue, was predominantly from booster contributions, sponsorships, athletic event ticket sales, and National Collegiate Athletic Association (NCAA) distributions. Nonoperating revenues amounted to 8.8 percent of total revenues, which substantially consisted of state appropriations.

During fiscal year ended June 30, 2023, the Department's expenses exceeded revenues, decreasing net position by ($816,763). Revenue from student athletic fees increased slightly from $5,229,918 in 2022 to $5,241,882. Direct institutional support revenue, including administrative overhead fee support, matriculation waivers, out of state student fee waivers, and university scholarship support increased from $2,802,031 in 2022 to $3,303,190. Total operating expenses increased from $11,646,620 to $12,447,935. Personnel services expense increased from $4,219,830 to $4,442,763. Student athlete scholarships decreased from $3,074,287 in 2022 to $2,885,681. Travel expenses increased by $331,675 during 2023, as tournament travel increased, and some travel expenses for various sports increased. The other operating expenses increased from $3,128,353 in 2022 to $3,384,650. Other operating expenses increased primarily due to higher medical expenses and insurance.

THE STATEMENT OF NET POSITION AND THE STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

The statement of net position and the statement of revenues, expenses, and changes in net position report information on the Department and on its activities in a way that helps the reader determine if the Department is in a better condition from one year to the next. When revenues and other support exceed expenses, the result is an increase in net position. When the reverse occurs, the result is a decrease in net position. The relationship between revenues and expenses may be thought of as the Department's operating results.

These two statements report the Department's net position and changes in it. The Department's net position amount, the difference between assets and liabilities, is one way to measure the Department's financial health or financial condition. Over time, the increases or decreases in the Department's net position are an indicator of whether its financial health is improving or deteriorating. However, many other non-financial factors—such as certain trends in the NCAA funding, NCAA ranking, student enrollment and retention, recruitment, condition of facilities and sponsorships— is also essential in assessing the overall health of the Department.

The statements are prepared using the accrual basis of accounting, whereby revenues and assets are recognized when the service is provided, and expenses and liabilities are recognized when others provide the service, regardless of when cash is exchanged.

The statement of net position presents the assets, liabilities, and net position of the Department as of the end of the fiscal year. Its purpose is to present to the readers of the financial statements a fiscal snapshot of the Department at a certain point in time. The statement of net position presents end-of-year data concerning assets (current and noncurrent), liabilities (current and noncurrent), and net position (assets minus liabilities).

From the data presented, readers of the statement of net position are able to determine the assets available to continue the operations of the Department. Readers are also able to determine how much the Department owes vendors, employees, and others. Finally, the statement of net position provides a picture of the net position (assets minus liabilities) and its availability for use by the Department. Net position for the Department is classified as either invested in capital assets or unrestricted. Unrestricted net position is available for any lawful purpose.

The following table summarizes the Department's assets, liabilities, and net position at June 30:

Condensed Statements of Net Position

	2023	2022	2021
Assets			
Current Assets	$ 441,005	$ 818,406	$ 1,926,270
Capital Assets, Net	2,665,541	1,354,495	687,200
Total Assets	3,106,546	2,172,901	2,613,470
Liabilities			
Current Liabilities	2,533,428	591,365	240,001
Noncurrent Liabilities	612,524	804,179	630,951
Total Liabilities	3,145,952	1,395,544	870,952
Net Assets			
Invested in Capital Assets	2,665,541	1,354,495	687,200
Unrestricted	(2,704,947)	(577,138)	1,055,318
Total Net Assets	$ (39,406)	$ 777,357	$ 1,742,518
Increase (Decrease) in Net Assets	$ (816,763)	$ (965,161)	$ 903,326

Current Assets decreased by $377,401 for fiscal year ended June 30, 2023, mainly due to a decrease in cash reserves. During the fiscal year ended June 30, 2022, current assets decreased by $1,107,864. Net depreciable capital assets increased by $1,311,046 in 2023. In 2022, net depreciable capital assets increased by $667,295.

Changes in total net position, as presented on the statement of net position, are based on the activity presented in the statement of revenues, expenses, and changes in net position. The purpose of the statement of revenues, expenses, and changes in net position is to present the revenues received, both operating and nonoperating, and the expenses paid, both operating and nonoperating, and any other revenues, expenses, gains, and losses received or incurred by the Department.

Operating revenues are received for providing goods and services to the various customers and constituencies of the Department. Operating expenses are those expenses paid to acquire or produce the goods and services provided in return for the operating revenues, and to carry out the mission of the Department. Nonoperating revenues are revenues received for which goods and services are not provided. For example, State appropriations are nonoperating because they are provided by the Legislature without the Legislature directly receiving commensurate goods and services for those revenues.

A summary of revenues and expenses of the Department for the fiscal years ended June 30, 2023, 2022, and 2021 is presented in the following table:

Condensed Statements of Revenue, Expenses, and Changes in Net Position

	2023	2022	2021
Operating Revenues	$ 10,694,143	$ 9,617,101	$ 9,421,074
Operating Expenses	(12,447,935)	(11,646,620)	(10,044,313)
Operating Income (Loss)	(1,753,792)	(2,029,519)	(623,239)
Nonoperating Revenues	937,029	1,064,358	1,526,565
Excess (Deficiency) of Revenues over Expenses	(816,763)	(965,161)	903,326
Net Position, Beginning of Year	777,357	1,742,518	839,192
Net Position, End of Year	$ (39,406)	$ 777,357	$ 1,742,518

Student athletic fees of $5,241,882, $5,229,918, and $5,393,989 for 2023, 2022, and 2021, respectively, are included in operating revenues and are shown at gross amounts received.

The Department's operating expenses by natural classification for the fiscal years ended June 30, 2023, 2022, and 2021 are presented in the following table:

Operating Expenses

Natural Classification	2023	Percent	2022	Percent	2021	Percent
Personnel Services	$ 4,442,763	35.7%	$ 4,219,830	36.2%	$ 4,058,841	40.4%
Athletic Scholarships	2,885,681	23.2%	3,074,287	26.4%	2,980,954	29.7%
Other Scholarships	80,533	0.6%	91,332	0.8%	91,968	0.9%
Travel	1,288,388	10.4%	956,713	8.2%	440,018	4.4%
Depreciation	365,920	2.9%	176,105	1.5%	112,419	1.1%
Other Operating Expenses	3,384,650	27.2%	3,128,353	26.9%	2,360,113	23.5%
Total	$12,447,935	100%	$ 11,646,620	100%	$ 10,044,313	100%

Personnel Service expenses increased by $222,933 for the fiscal year ended June 30, 2023, due to University cost of living adjustments and wage actions.

THE STATEMENT OF CASH FLOWS

Another important factor to consider when evaluating the Department's financial viability is its ability to meet its financial obligations as they become due. The statement of cash flows helps in this evaluation. The statement of cash flows presents information related to cash inflows and outflows summarized by operating, capital and noncapital financing, and investing activities. The statement of cash flows also helps users assess:

- The Department's ability to generate future net cash flows.
- The need for external financing.

A summary of the Department's cash flows for the fiscal years ended June 30, 2023, 2022, and 2021, is presented in the following table:

Condensed Statements of Cash Flows

	2023	2022	2021
Cash Provided by (Used in):			
Operating Activities	$ 531,740	$ (854,960)	$ (1,098,507)
Noncapital Financing Activities	935,749	1,062,663	1,472,564
Capital and Related Financing Activities	(1,837,071)	(695,796)	(54,755)
Investing Activities	4,916	10,559	27,520
Net Increase (Decrease) in Cash and Cash Equivalents	(364,666)	(477,534)	346,822
Cash and Cash Equivalents, Beginning of the Year	545,014	1,022,548	675,726
Cash and Cash Equivalents, End of the Year	$ 180,348	$ 545,014	$ 1,022,548

The primary cash receipts from operating activities consist of student athletic fees and direct institutional support. Primary cash outlays include payments for salaries, benefits, supplies, travel expenses, and scholarships.

In most years, State of Florida appropriations are the primary source of noncapital financing inflows. During fiscal year June 30, 2023 the state appropriations increased by $71,666.

CONTACTING MANAGEMENT

This financial narrative is designed to provide the reader with a general overview of the University of West Florida's Department of Intercollegiate Athletics finances and to show the Department's accountability for the money it receives.

If you have questions about this report or need additional financial information, contact the University of West Florida, Controller's Office:

University of West Florida
Attn: Controller's Office
11000 University Parkway
Bldg. 20-E, Room 108-E
Pensacola, FL 32514
850-474-2759

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF NET POSITION
JUNE 30, 2023

ASSETS

Current assets	
Cash and cash equivalents	$ 180,348
Accounts receivable, net of allowance for doubtful accounts of $36,010	256,237
Due from other funds	4,218
Prepaid expenses	202
Total current assets	441,005
Capital assets, net of accumulated depreciation of $951,329	2,665,541
Total assets	3,106,546

LIABILITIES

Current liabilities	
Accounts payable	177,670
Accrued expenses	218,862
Due to other funds	1,990,000
Compensated absences, current	50,019
Unearned revenue	96,877
Total current liabilities	2,533,428
Noncurrent liabilities	
Compensated absences, less current portion	612,524
Total liabilities	3,145,952

NET POSITION

Net position	
Net investment in capital assets	2,665,541
Unrestricted	(2,704,947)
Total net position	$ (39,406)

The accompanying notes to financial statements
are an integral part of these statements.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE YEAR ENDED JUNE 30, 2023

Operating revenues		
Student athletic fees	$	5,241,882
Direct institutional support		3,303,190
Sales and services of auxiliary enterprises		306,718
Other operating revenue		1,842,353
Total revenues		10,694,143
Operating expenses		
Personnel services		4,442,763
Athletic scholarships		2,885,681
Other scholarships		80,533
Travel		1,288,388
Depreciation and amortization		365,920
Other		3,384,650
Total expenses		12,447,935
Operating loss		(1,753,792)
Nonoperating revenues (expenses)		
State appropriations		864,805
Capital contributions		86,123
Interest income		4,916
Loss on disposal/purchase of right to use asset		(89,759)
Other nonoperating revenues (expenses)		70,944
Total nonoperating revenues (expenses)		937,029
Excess (deficiency) of revenues over (under) expenses		(816,763)
Net position, beginning of year		777,357
Net position, end of year	$	(39,406)

The accompanying notes to financial statements
are an integral part of this statement.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2023

Cash flows from operating activities	
Student athletic fees	$ 5,241,882
Direct institutional support	2,462,315
Sales and services of auxiliary enterprises	306,718
Other operating receipts	1,897,918
Payments to employees	(4,769,756)
Payments to suppliers for goods and services	(4,471,998)
Payments from other funds	1,990,000
Payments to students for scholarships	(2,125,339)
Net cash provided by operating activities	531,740
Cash flows from noncapital financing activities	
State Appropriations	864,805
Other non-operating revenue (expenses)	70,944
Net cash provided by noncapital financing activities	935,749
Cash flows from capital and related financing activities	
Purchase of fixed assets	(1,680,601)
Lease payments	(156,469)
Net cash used in noncapital financing activities	(1,837,070)
Cash flows from investing activities	
Interest income	4,916
Decrease in cash and cash equivalents	(364,665)
Cash and cash equivalents, beginning of year	545,013
Cash and cash equivalents, end of year	$ 180,348
Reconciliation of operating loss to net cash provided by operating activities:	
Operating loss	$ (1,753,792)
Adjustments to reconcile operating loss to net cash used in operating activities:	
Depreciation and amortization	365,920
Changes in assets and liabilities:	
Accounts receivable, net	(36,702)
Due from other funds	306
Prepaid expenses	49,131
Accounts payable and accrued expenses	(153,338)
Due to other funds	1,990,000
Compensated absences	(21,746)
Unearned revenues	91,961
Net cash provided by operating activities	$ 531,740
Supplemental schedule of non cash investing and financing activities	
Capital contributions from UWF Foundation	$ 7,500
Capital contributions from Direct Institutional Support	$ 78,623
Loss on disposal/purchase of right to use asset	$ 89,759

The accompanying notes to financial statements
are an integral part of this statement.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of the more significant accounting policies of the University of West Florida Department of Intercollegiate Athletics (the Department), which affect significant elements of the accompanying basic financial statements.

Reporting Entity

The Department is an auxiliary enterprise of the University of West Florida (the University) located in Pensacola, Florida and conducts various intercollegiate athletic programs. The University is a separate public instrumentality that is part of the State University System of public universities, which is under the general direction and control of the Florida Board of Governors. The University is directly governed by a Board of Trustees (Trustees) consisting of 13 members. The Governor appoints 6 citizen members, and the Board of Governors appoints 5 citizen members. These members are confirmed by the Florida Senate and serve staggered terms of 5 years. The chair of the faculty senate and the president of the student body are also members. The Board of Governors establishes the powers and duties of the Trustees. The Trustees are responsible for setting policies for the University, which provide governance in accordance with State law, the Board of Governors regulations, and selecting the University President. The University President serves as the executive officer and the corporate secretary of the Trustees, and is responsible for administering the policies prescribed by the Trustees.

Criteria for defining the reporting entity are identified and described in the Governmental Accounting Standards Board's (GASB) *Codification of Governmental Accounting and Financial Reporting Standards*, Sections 2100 and 2600. These criteria were used to evaluate potential component units for which the primary government is financially accountable and other organizations for which the nature and significance of their relationship with the primary government are such that exclusion would cause the primary government's financial statements to be misleading. Based on the application of these criteria, the University is a component unit of the State of Florida, and its financial balances and activity are reported in the State's Comprehensive Annual Financial Report by discrete presentation.

Basis of Presentation

The Department's accounting policies conform to accounting principles generally accepted in the United States of America applicable to public colleges and universities as prescribed by GASB. The National Association of College and University Business Officers (NACUBO) also provides the University with recommendations prescribed in accordance with generally accepted accounting principles promulgated by GASB and the Financial Accounting Standards Board (FASB).

In November 1999, the Governmental Accounting Standards Board issued GASB Statement No. 35, *Basic Financial Statements and Management's Discussion and Analysis for Public Colleges and Universities*. This Statement includes public colleges and universities within the financial reporting guidelines of GASB Statement No. 34, *Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments*.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

GASB allows departments of public universities various reporting options. The Department has elected to report as an entity engaged in only business-type activities. This election requires the adoption of the accrual basis of accounting and entity-wide reporting including the following components:

- Management's Discussion and Analysis
- Basic Financial Statements
  - Statement of Net Position
  - Statement of Revenues, Expenses and Changes in Net Position
  - Statement of Cash Flows
  - Notes to Financial Statements

Basis of Accounting

Basis of accounting refers to when revenues, expenses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources, are recognized in the accounts and reported in the financial statements. Specifically, it relates to the timing of the measurements made, regardless of the measurement focus applied. The University's financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. Revenues, expenses, gains, losses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources resulting from exchange and exchange-like transactions are recognized when the exchange takes place. Revenues, expenses, gains, losses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources resulting from non-exchange activities are generally recognized when all applicable eligibility requirements, including time requirements, are met. The University follows GASB standards of accounting and financial reporting.

As stated previously, the Department follows the reporting guidelines of the University. The financial statements of the Department include those economic resources of the University that are expendable for operational purposes in performing the primary objectives of the Department. The financial statements of the Department do not purport to present the financial position or results of operations of the University as a whole. A portion of the Department is, however, accounted for and reported by the University of West Florida Foundation, Inc. (Foundation), which is a separate legal entity.

The Statement of Net Position is presented in a classified format to distinguish between current and noncurrent assets and liabilities.

The Statement of Revenues, Expenses and Changes in Net Position is presented by major sources and is reported at gross amounts received.

The Statement of Cash Flows is presented using the direct method in compliance with GASB Statement No. 9, *Reporting Cash Flows for Proprietary and Nonexpendable Trust Funds and Governmental Entities That Use Proprietary Fund Accounting.*

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand and cash in demand accounts. University cash deposits are held in banks qualified as public depositories under Florida law. All such deposits are insured by Federal depository insurance, up to specified limits, or collateralized with securities held in Florida's multiple financial institution collateral pool required by Chapter 280, Florida Statutes.

Accounts Receivable

Accounts receivable are stated at their net realizable value. Allowances for doubtful accounts are reported based on management's best estimate as of fiscal year-end considering type, age, collection history, and other factors considered appropriate. Management has concluded that realization of losses on balances outstanding at year end will be immaterial.

Capital Assets

Capital assets of the Department consist of building structures, furniture, equipment, and computer software. These assets are capitalized and recorded at cost at the date of acquisition or at estimated fair value at the date received in the case of gifts and purchases of State surplus property. Additions, improvements, and other outlays that significantly extend the useful life of an asset are capitalized. Other costs incurred for repairs and maintenance are expensed as incurred. The University has a capitalization threshold of $5,000 for tangible personal property and $100,000 for new buildings and building improvements. Depreciation is computed on the straight-line basis over the following estimated useful lives of the assets.

- Building Structures – 10 to 50 years
- Furniture and Equipment – 5 to 20 years
- Computer Software – 5 years

Unearned Ticket Sales Revenue

Unearned revenue consists of funds received by the Department before the end of the fiscal year and earned the following fiscal year. The Department issued advance ticket sales for football games.

Income Taxes

The Department is an auxiliary enterprise of the University, which is a part of the State University System of Florida. Accordingly, substantially all income generated by the Department is exempt from federal and state income taxes. Any income tax incurred is reported within the nonoperating expense category.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Athletic Fees

The University charges an athletic fee to students for each semester enrolled and for each enrolled credit hour. Athletic fees for semesters that cross fiscal years are recognized during the year in which the semester is predominantly conducted.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the Department to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Sales Tax on Athletic Event Tickets

In accordance with Chapter 1006, Section 71, Florida Statutes, the Department retains an amount equal to the sales taxes collected from ticket sales to athletic events for use in the support of women's athletic programs.

Net Position

Net position is classified and displayed in three components:

- Invested in capital assets, net of related debt – consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any debt that is attributable to those assets.

- Restricted – consists of net assets that have constraints placed upon their use either by external donors or creditors or through laws, regulations or constraints imposed by law through constitutional provision or enabling legislation, reduced by any liabilities to be paid from these assets.

- Unrestricted – consists of net assets that do not meet the definition of "restricted" or "invested in capital assets, net of related debt."

When both restricted and unrestricted resources are available for use, it is the Department's policy to use the restricted resources first, followed by the use of the unrestricted resources, as they are needed.

NOTE 2 – CASH AND CASH EQUIVALENTS

At June 30, 2023, all the Department's cash and cash equivalents were held with the University's pooled funds. At June 30, 2023, the carrying amount and fair value of the Department's cash and cash equivalents were $180,348.

NOTE 3 – ACCOUNTS RECEIVABLE

Accounts receivable consist of the following amounts at June 30:

University of West Florida	$	266,245
Other		26,002
Total		292,247
Less: Allowance for doubtful accounts		(36,010)
Accounts receivable, net	$	256,237

The Department has no policy requiring collateral or other security to support its accounts receivable.

NOTE 4 – UNEARNED REVENUE

Unearned revenue for advanced football ticket sales increased by $91,961 from the football season of 2022 to the 2023 football season.

Unearned revenue consists of the following amounts for advanced ticket sales for football at June 30, 2023:

Advance Ticket Sales	$96,877

NOTE 5 – DUE TO OTHER FUNDS

At June 30, 2023, the amount Due to Other Funds primarily consists of $1,990,000 due from the Department to the University for the purchase of fixed assets.

NOTE 6 – COMPENSATED ABSENCES

Employees earn the right to be compensated during absences for annual leave (vacation) and sick leave earned pursuant to Board of Governors' Regulations, University regulations, and bargaining agreements. Leave earned is accrued to the credit of the employee, and records are kept on each employee's unpaid (unused) leave balance. The University reports a liability for the accrued leave; however, State noncapital appropriations fund only the portion of accrued leave that is used or paid in the current fiscal year. Although the University expects the liability to be funded primarily from future appropriations, generally accepted accounting principles do not permit the recording of a receivable in anticipation of future appropriations. Consequently, the recording of a liability for compensated absences without the corresponding recognition of such future resources results in a reduction of current year Net Position.

NOTE 6 – COMPENSATED ABSENCES (Continued)

At June 30, 2023, the estimated liability for compensated absences was $662,543. The current compensated absences liability, totaling $50,019 at June 30, 2023, respectively, is based on actual payouts over the last three years calculated as a percentage of those years' total compensated absences liability.

Changes in the liability for compensated absences for the year ended June 30, 2023 were as follows:

Beginning Balance June 30, 2022	Additions	Reductions	Ending Balance June 30, 2023	Current Portion
$ 684,288	$ 588,557	$ 610,302	$ 662,543	$ 50,019

NOTE 7 – CAPITAL ASSETS

Capital asset activity for the year ended June 30, 2023, was as follows:

	Beginning Balance July 1, 2022	Additions	Decreases	Ending Balance June 30, 2023
Capital assets being depreciated:				
Building structures	$ 705,392	$ 1,990,000	$ -	$ 2,695,392
Furniture and fixtures	62,861	-	-	62,861
Right-to-use lease assets	618,836	-	618,836	-
Equipment	772,493	86,124	-	858,617
Total capital assets being depreciated	2,159,582	2,076,124	618,836	3,616,870
Less: Accumulated depreciation and amortization for:				
Right-to-use lease assets	55,867	163,812	219,679	-
Other depreciable assets	749,220	202,109	-	951,329
Total accumulated depreciation and amortization	805,087	365,921	219,679	951,329
Total capital assets, net	$ 1,354,495	$ 1,710,203	$ 399,157	$ 2,665,541

NOTE 8 – LEASES

In 2022 the Department entered into a 1.5 year lease agreement as lessee for use of stadium bleachers. The initial lease liability of $618,836 was recorded as of April 1, 2022. In January of 2023 the department decided to terminate the lease agreement and purchase stadium bleachers. As of June 30, 2023, the value of the lease liability and corresponding right-to-use lease asset was $0.

NOTE 9 – THE UNIVERSITY OF WEST FLORIDA FOUNDATION, INC.

The Foundation serves as the official legal conduit for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the University. The Foundation expends significant resources for, or on behalf of, the Department. The other operating revenues category on the Statements of Revenues, Expenses and Changes in Net Position includes revenue from the Foundation in the amount of $1,087,678 for the fiscal year ended June 30, 2023. Revenue from the Foundation during the fiscal year ended June 30, 2023 includes capital contributions of $7,500, for capital asset equipment additions. Revenues and expenditures for, or on behalf of, the Department that flow through the Foundation are included in the records of the Department.

Although the Foundation is chartered as a private nonprofit organization, it is operated solely for the benefit of the University and its mission of teaching, research, and service. It serves as the vehicle whereby taxpayers who want to advance the cause of higher education and to pay more than their share of the cost of education may do so. It does not serve any private causes but benefits the public generally.

NOTE 10 – RETIREMENT PLANS

General State Employees' Retirement System

The Florida Retirement System (FRS) is primarily a State-administered, cost-sharing, multiple-employer, defined benefit retirement plan (Plan). FRS provisions are established by Chapters 121 and 122, Florida Statutes; Chapter 112, Part IV, Florida Statutes; Chapter 238, Florida Statutes; and Florida Retirement System Rules, Chapter 60S, Florida Administrative Code; wherein eligibility, contributions, and benefits are defined and described in detail. Essentially, all regular employees of participating employers are eligible to enroll as members of the FRS.

Employees enrolled in the Plan prior to July 1, 2011, vest at 6 years of creditable service and employees enrolled in the Plan on or after July 1, 2011, vest at 8 years of creditable service. All vested members, enrolled prior to July 1, 2011, are eligible for normal retirement benefits at age 62 or at any age after 30 years of service, which may include up to 4 years of credit for military service. All members enrolled in the Plan on or after July 1, 2011, once vested, are eligible for normal retirement benefits at age 65 or any time after 33 years of creditable service. The Plan also includes an early retirement provision, but imposes a penalty for each year a member retires before his or her normal retirement date. The Plan provides retirement, disability, death benefits, and annual cost-of-living adjustments.

A Deferred Retirement Option Program (DROP) subject to provisions of Sections 121.091, Florida Statutes, permits employees eligible for normal retirement under the Plan to defer receipt of monthly benefit payments while continuing employment with an FRS employer. An employee may participate in DROP for a period not to exceed 60 months after electing to participate. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest.

As provided in Section 121.4501, Florida Statutes, eligible FRS members may elect to participate in the Investment Plan in lieu of the FRS defined benefit plan. University employees already participating in the State University System Optional Retirement Program or the DROP are not eligible to participate in the Investment Plan. Employer and employee contributions are defined by law, but the ultimate benefit depends in part on the performance of investment funds. The Investment Plan is funded by employer and employee contributions that are based on salary and membership class (Regular Class, Special Risk Class, etc.). Contributions are directed to individual member accounts, and the individual members allocate contributions and account balances among various approved investment choices.

NOTE 10 – RETIREMENT PLANS (Continued)

General State Employees' Retirement System (Continued)

A comprehensive annual financial report of the FRS, which includes its financial statements, required supplementary information, actuarial report, and other relevant information, is available from the Florida Department of Management Services Web site (www.dms.myflorida.com).

State University System Optional Retirement Program

Section 121.35, Florida Statutes, provides for an Optional Retirement Program (Program) for eligible university instructors and administrators. The Program is designed to aid State universities in recruiting employees by offering more portability to employees not expected to remain in the FRS for 8 or more years.

The Program is a defined contribution plan, which provides full and immediate vesting of all contributions submitted to the participating companies on behalf of the participant. Employees in eligible positions can make an irrevocable election to participate in the Program, rather than the FRS, and purchase retirement and death benefits through contracts provided by certain insurance carriers. The employing university contributes 5.14 percent of the participant's salary to the participant's account, 3.56 percent to cover the unfunded actuarial liability of the FRS pension plan, and 0.01 percent to cover administrative costs, for a total of 8.71 percent, and employees contributed 3 percent of the employee's salary. Additionally, the employee may contribute, by payroll deduction, an amount not to exceed the percentage contributed by the University to the participant's annuity account. The contributions are invested in the company or companies selected by the participant to create a fund for the purchase of annuities at retirement.

Disclosures pertaining to the University's retirement plans that are required by Statement No. 68 of the Governmental Accounting Standards Board are included in the University's financial statements. The Department's contributions to the plans for the year ended June 30, 2023 were $274,378.

NOTE 11 – POSTEMPLOYMENT BENEFITS

Pursuant to the provisions of Section 112.0801, Florida Statutes, all employees who retire from the University or its component units, University of West Florida Foundation, Inc., West Florida Historic Preservation, Inc., and UWF Business Enterprises, Inc., are eligible to participate in the State Group Health Insurance Program, an agent multiple employer defined-benefit plan. The University subsidizes the premium rates paid by retirees by allowing them to participate in the plan at reduced or blended group (implicitly subsidized) premium rates for both active and retired employees. These rates provide an implicit subsidy for retirees because retiree healthcare costs are generally greater than active employee healthcare costs. The benefits provided under this defined benefit plan are provided for a fixed number of years determined at the time of retirement based on the number of years worked for the University. Retirees are required to enroll in the Federal Medicare program for their primary coverage as soon as they are eligible.

Disclosures pertaining to the University's postemployment benefits are required by Statement No. 75 of the Governmental Accounting Standards Board are included in the University's financial statements for the year ended June 30, 2023.

NOTE 12 – RISK MANAGEMENT PROGRAMS

The University is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. Pursuant to Section 1001.72(2), Florida Statutes, the University participates in State self-insurance programs providing insurance for property and casualty, workers' compensation, general liability, fleet automotive liability, Federal Civil Rights, and employment discrimination liability. During the 2023-22 fiscal year, for property losses, the State retained the first $2 million per occurrence for all perils except named windstorm and flood. The State retained the first $2 million per occurrence with an annual aggregate retention of $40 million for named windstorm and flood losses. After the annual aggregate retention, losses in excess of $2 million per occurrence were commercially insured up to $56.3 million for named windstorm and flood through February 14, 2023, and decreased to $40.2 million starting February 15, 2023. For perils other than named windstorm and flood, losses in excess of $2 million per occurrence were commercially insured up to $168.7 million through February 14, 2023, and increased to $214.8 million starting February 15, 2023; and losses exceeding those amounts were retained by the State. No excess insurance coverage is provided for workers' compensation, general and automotive liability, Federal Civil Rights and employment action coverage; all losses in these categories are completely self-insured by the State through the State Risk Management Trust Fund established pursuant to Chapter 284, Florida Statutes. Payments on tort claims are limited to $200,000 per person and $300,000 per occurrence as set by Section 768.28(5), Florida Statutes. Calculation of premiums considers the cash needs of the program and the amount of risk exposure for each participant. Settlements have not exceeded insurance coverage during the past 3 fiscal years.

Pursuant to Section 110.123, Florida Statutes, University employees may obtain healthcare services through participation in the State group health insurance plan or through membership in a health maintenance organization plan under contract with the State. The State's risk financing activities associated with State group health insurance, such as risk of loss related to medical and prescription drug claims, are administered through the State Employees Group Health Insurance Trust Fund. It is the practice of the State not to purchase commercial coverage for the risk of loss covered by this Fund. Additional information on the State's group health insurance plan, including the actuarial report, is available from the Florida Department of Management Services, Division of State Group Insurance.

Medical insurance coverage for the Department's student athletic programs is provided through purchased commercial insurance.

Additional Information

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SCHEDULE OF REVENUES
FOR THE YEAR ENDED JUNE 30, 2023
UNAUDITED

Operating revenues		
Student athletic fees	$	5,241,882
Direct institutional support		
Administrative overhead fee support		1,750,398
Athletic matriculation		673,917
Out of state fee waivers		840,875
University scholarship support		38,000
Total direct institutional support		3,303,190
Sales and services of auxiliary enterprises		
Ticket sales		285,319
Surcharge on admissions		21,399
Total sales and services of auxiliary enterprises		306,718
Other operating revenue		
Awards		10,100
Booster contributions--UWF Foundation		1,087,678
Field and facility rentals		11,963
Fundraising		29,104
Game guarantees		-
NCAA & conference distribution/reimbursements		193,107
Program sales/concessions/novelty sales		55,902
Royalties/advertisements/sponsorships		299,587
Sports camps		71,298
Tournament entry/cancellation fees/banquet fees		44,520
Other operating revenue--misc		39,094
Total other operating revenue		1,842,353
Total operating revenues		10,694,143
Nonoperating revenues		
Education and general		864,805
Capital contributions		86,123
Interest income		4,916
Other nonoperating revenue		75,000
Total nonoperating revenues		1,030,844
Total operating and nonoperating revenues	$	11,724,987

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SCHEDULE OF EXPENSES
FOR THE YEAR ENDED JUNE 30, 2023
UNAUDITED

Operating expenses		
Personnel services		
Salary expenditures	$	3,988,693
Other personnel services		454,070
Total personnel services		4,442,763
Athletic scholarships		2,885,681
Other scholarships		80,533
Travel		1,288,388
Depreciation and amortization		365,920
Other operating expenses		
Direct facilities and maintenance		155,094
Dues and memberships		38,491
Equipment, uniforms, supplies		758,247
Fundraising, marketing and promotion		8,211
Game guarantees		24,083
Game officials		136,065
Insurance		8,228
Medical expenses and insurance		509,149
Spirit groups		10,073
Other operating expenses--Misc		1,737,009
Total other operating expenses		3,384,650
Total operating expenses	$	12,447,935
Nonoperating expenses		
Nonoperating expenses		4,056
Loss on disposal of capital assets		89,759
Total nonoperating expenses		93,815
Total operating and nonoperating expenses	$	12,541,750



INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

The Board of Trustees,
University of West Florida:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the business-type activities of the University of West Florida Department of Intercollegiate Athletics (the Department), as of and for the year ended June 30, 2023, and the related notes to the financial statements, which collectively comprise the Department's basic financial statements, and have issued our report thereon dated February 16, 2024.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Department's internal control over financial reporting (internal control) as a basis for designing the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Department's internal control. Accordingly, we do not express an opinion on the effectiveness of the Department's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses. However, material weaknesses may exist that were not identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Department's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

James Moore & Co., P.L.

Tallahassee, Florida
February 16, 2024

UNIVERSITY OF WEST FLORIDA ATHLETICS
INTERCOLLEGIATE ATHLETICS PROGRAM

INDEPENDENT ACCOUNTANTS' REPORT ON THE APPLICATION OF AGREED-UPON PROCEDURES

FOR THE YEAR ENDED JUNE 30, 2022

UNIVERSITY OF WEST FLORIDA ATHLETICS
INTERCOLLEGIATE ATHLETICS PROGRAM
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JAMESMOORE

INDEPENDENT ACCOUNTANTS' REPORT ON THE APPLICATION OF AGREED-UPON PROCEDURES

The Board of Trustees,
University of West Florida Athletics:

We have performed the procedures enumerated below on the accompanying Statement of Revenues and Expenses (the Statement, see Exhibit I) of the University of West Florida (the University) Intercollegiate Athletics Program (the Program) in compliance with the National Collegiate Athletic Association's (NCAA) Bylaw 6.2.3.1 for the year ended June 30, 2022. The University's management is responsible for the accompanying Statement and the Statement's compliance with those requirements for the year ended June 30, 2022.

The University has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of evaluating whether the accompanying Statement is in compliance with the NCAA's Bylaw 6.2.3.1 for the year ended June 30, 2022. This report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

Exceptions totaling the lesser of $100,000 or 10% of the line item total to which an agreed-upon procedure has been applied to, other than exceptions related to internal control procedures of the Program, for which there are no thresholds, have been reported. The procedures and the associated findings are as follows:

Agreed-Upon Procedures Related to the Statement of Revenues and Expenses

Procedure	Finding
All Revenue Categories	
• Compare and agree each operating revenue category reported in the statement during the reporting period to supporting schedules provided by the Program. If a specific reporting category is less than 4.0% of the total revenues, no procedures are required for that specific category.	No exceptions noted.
• Compare and agree a sample of operating revenue receipts obtained from the above operating revenue supporting schedules to adequate supporting documentation.	No exceptions noted.
• Compare each major revenue account over 10% of the total revenues to prior period amounts and budget estimates. Obtain and document an explanation of any variations greater than 10%. Report the analysis as a supplement to the final Agreed-Upon procedures report.	No exceptions noted and no variations requiring explanation.

Ticket Sales

1. Compare tickets sold during the reporting period, complimentary tickets provided during the reporting period and unsold tickets to the related revenue reported by the Program in the statement and the related attendance figures and recalculate totals.	As ticket sales represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

Student Fees

2. Compare and agree student fees reported by the Program in the statement for the reporting to student enrollments during the same reporting period and recalculate totals.	No exceptions noted.
3. Obtain documentation of Institute's methodology for allocating student fees to intercollegiate athletics programs.	An understanding of the University's methodology was gained, and we noted the allocation was in accordance with the University's methodology.
4. If the Program is reporting that an allocation of student fees should be countable as generated revenue, recalculate the totals of their methodology for supporting that they are able to count each sport. Tie the calculation to supporting documents such as seat manifests, ticket sales reports and student fee totals.	No exceptions noted.

Direct State or Other Governmental Support

5. Compare direct state or other governmental support recorded by the Program during the reporting period with state appropriations, institutional authorizations and/or other corroborative supporting documentation and recalculate totals.	As there were no direct state or other governmental support for the year ended June 30, 2022, this procedure was not performed.

Direct Institutional Support

6. Compare the direct institutional support recorded by the Program during the reporting period with the institutional supporting budget transfers documentation and other corroborative supporting documentation and recalculate totals.	No exceptions noted.

Transfers Back to Institution

7. Compare the transfers back to the institution with permanent transfers back to the institution from the Program and recalculate totals.	As transfers back to institution represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

Indirect Institutional Support

8. Compare the indirect institutional support recorded by the institution during the reporting period with expense payments, cost allocation detail and other corroborative supporting documentation and recalculate totals.	As there was no indirect institutional support for the year ended June 30, 2022, this procedure was not performed.

Guarantees

9. Select a sample of settlement reports for away games during the reporting period and agree each selection to the Program's general ledger and/or the statement and recalculate totals.	As guarantees represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
10. Select a sample of contractual agreements pertaining to revenues derived from guaranteed contests during the reporting period and compare and agree each selection to the Program's general ledger and/or the statement and recalculate totals.	As guarantees represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

Contributions

11. Any contributions of moneys, goods or services received directly by an intercollegiate athletics program from any affiliated or outside organization, agency or group of individuals (two or more) not included above (e.g., contributions by corporate sponsors) that constitutes 10 percent or more in aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting periods shall obtain and review supporting documentation for each contribution and recalculate totals.	No exceptions noted.

In-Kind

12. Compare the in-kind recorded by the Program during the reporting period with a schedule of in-kind donations and recalculate totals.	As there were no in-kind revenues for the year ended June 30, 2022, this procedure was not performed.

Compensation and Benefits Provided by a Third-Party

13. Obtain the summary of revenues from affiliated and outside organizations (the "Summary") as of the end of the reporting period from the Program and select a sample of funds from the Summary and compare and agree each selection to supporting documentation, the Program's general ledger and/or the Summary and recalculate totals.	As there was no compensation and benefits provided by a third-party for the year ended June 30, 2022, this procedure was not performed.

Media Rights

14. Obtain and inspect agreements to understand the institution's total media (broadcast, television, radio) rights received by the Program or through their conference offices as reported in the statement.	As media rights represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
15. Compare and agree the media right revenues to a summary statement of all media rights identified, if applicable, and the Program's general ledger and recalculate totals. Ledger totals may be different for total conference distributions if media rights are not broken out separately.	As media rights represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

NCAA Distributions

16. Compare the amounts recorded in the revenue and expense reporting to general ledger detail for NCAA distributions and other corroborative supporting documents and recalculate totals.	As NCAA distributions represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

Conference Distributions and Conference Distributions of Football Bowl Generated Revenue

17. Obtain and inspect agreements related to the Program's conference distributions and participation in revenues from tournaments during the reporting period for relevant terms and conditions.	As conference distributions represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
18. Compare and agree the related revenues to the Program's general ledger, and/or the statement and recalculate totals.	As conference distributions represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

Program Sales, Concessions, Novelty Sales and Parking

19. Compare the amount recorded in the revenue reporting category to a general ledger detail of program sales, concessions, novelty sales and parking as well as any other corroborative supporting documents and recalculate totals.	As program sales, concessions, novelty sales and parking represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

Royalties, Licensing, Advertisements and Sponsorships

20. Obtain and inspect agreements related to the Program's participation in revenues from royalties, licensing, advertisements and sponsorships during the reporting period for relevant terms and conditions.	As royalties, licensing, advertisements and sponsorships represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.

21. Compare and agree the related revenues to the Program's general ledger, and/or the statement and recalculate totals.	As royalties, licensing, advertisements and sponsorships represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
Sports Camp Revenues	
22. Inspect sports camp contract(s) between the institution and person(s) conducting institutional sports-camps or clinics during the reporting period to obtain documentation of the Program's methodology for recording revenues from sports- camps.	As sport camp revenues represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
23. Obtain schedules of camp participants and select a sample of individual camp participant cash receipts from the schedule of sports- camp participants and agree each selection to the Program's general ledger, and/or the statement and recalculate totals.	As sport camp revenues represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
Athletics Restricted Endowment and Investment Income	
24. Obtain and inspect endowment agreements (if any) for relevant terms and conditions.	As athletics restricted endowment and investment income represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
25. Compare and agree the classification and use of endowment and investment income reported in the statement during the reporting period to the uses of income deferred within the related endowment agreement and recalculate totals.	As athletics restricted endowment and investment income represent less than 4.0% of total revenues for the year ended June 30, 2022, this procedure was not performed.
Other	
26. Perform minimum agreed-upon procedures referenced for all revenue categories and recalculate totals.	No exceptions noted.
Football Bowl Revenues	
27. Obtain and inspect agreements related to the Program's revenues from post-season football bowl participation during the reporting period to gain an understanding of the relevant term and conditions.	As there were no football bowl revenues for the year ended June 30, 2022, this procedure was not performed.
28. Compare and agree the related revenues to the Program's general ledger, and or the statement and recalculate totals.	As there were no football bowl revenues for the year ended June 30, 2022, this procedure was not performed.

All Expense Categories

• Compare and agree each expense category reported in the statement during the reporting period to supporting schedules provided by the institution. If a specific reporting category is less than 4.0% of the total expenses, no procedures are required for that specific category.	No exceptions noted.
• Compare and agree a sample of expenses obtained from the above operating expense supporting schedules to adequate supporting documentation.	No exceptions noted.
• Compare each major expense account over 10% of the total expenses to prior period amounts and budget estimates. Obtain and document an explanation of any variations greater than 10%. Report the analysis as a supplement to the final Agreed-Upon procedures report.	No exceptions noted and no variations requiring explanation.

Athletic Student Aid

29. Select a sample of students (10% of the total student-athletes for institutions who have used NCAA's Compliance Assistant (CA) software to prepare athletic aid detail, with a maximum sample size of 40, and 20% of total student-athletes for institutions who have not, with a maximum sample size of 60) from the listing of institutional student aid recipients during the reporting period.	A sample of 33 student aid recipients was selected.
30. Obtain individual student account detail for each selection and compare total aid in the institution's student system to the student's detail in CA or the institution report that ties directly to the NCAA Membership Financial Reporting System.	No exceptions noted.
31. Recalculate totals for each sport and overall.	No exceptions noted.

Guarantees

32. Obtain and inspect visiting institution's away-game settlement reports received by the institution during the reporting period and agree related expenses to the Program's general ledger and/or the statement and recalculate totals.	As guarantees represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.
33. Obtain and inspect contractual agreements pertaining to expenses recorded by the Program from guaranteed contests during the reporting period. Compare and agree related amounts expensed by the institution during to the Program's general ledger and/or the statement and recalculate totals.	As guarantees represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.

Coaching Salaries, Benefits, and Bonuses Paid by the University and Related Entities

34. Obtain and inspect a listing of coaches employed by the Program and related entities during the reporting period. Select a sample of coaches' contracts that must include football, and men's and women's basketball from the listing.	A listing of all coaches employed by the Program was obtained. A sample of five coaches for two pay periods each was selected, including the men's and women's basketball head coach and the men's football head coach.
35. Compare and agree the financial terms and conditions of each selection to the related coaching salaries, benefits, and bonuses recorded by the Program and related entities in the statement during the reporting period.	No exceptions noted.
36. Obtain and inspect payroll summary registers for the reporting year for each selection. Compare and agree payroll summary registers from the reporting period to the related coaching salaries, benefits and bonuses paid by the Program and related entities expense recorded by the Program in the statement during the reporting period.	No exceptions noted.
37. Compare and agree the totals recorded to any employment contracts executed for the sample selected and recalculate totals.	No exceptions noted.

Coaching Other Compensation and Benefits Paid by a Third-Party

38. Obtain and inspect a listing of coaches employed by third parties during the reporting period. Select a sample of coaches' contracts that must include football, and men's and women's basketball from the listing.	As there were no coaching other compensation and benefits paid by a third-party for the year ended June 30, 2022, this procedure was not performed.
39. Compare and agree the financial terms and conditions of each selection to the related coaching other compensation and benefits paid by a third party and recorded by the Program in the statement during the reporting period.	As there were no coaching other compensation and benefits paid by a third-party for the year ended June 30, 2022, this procedure was not performed.
40. Obtain and inspect reporting period payroll summary registers for each selection. Compare and agree related payroll summary register to the coaching other compensation and benefits paid by a third-party expenses recorded by the institution in the statement during the reporting period and recalculate totals.	As there were no coaching other compensation and benefits paid by a third-party for the year ended June 30, 2022, this procedure was not performed.

Support Staff/Administrative Salaries, Benefits and Bonuses Paid by the University and Related Entities

41. Select a sample of support staff/administrative personnel employed by the Program and related entities during the reporting period.	A sample of five support staff/ administrative personnel for two pay periods each was selected.
42. Obtain and inspect reporting period summary payroll register for each selection. Compare and agree related summary payroll register to the related support staff administrative salaries, benefits and bonuses paid by the Program and related entities expense recorded by the Program in the statement during the reporting period and recalculate totals.	No exceptions noted.

Support Staff/Administrative Other Compensation and Benefits Paid by a Third-Party

43. Select a sample of support staff/administrative personnel employed by the third parties during the reporting period.	As there were no support staff/administrative other compensation and benefits paid by a third-party for the year ended June 30, 2022, this procedure was not performed.
44. Obtain and inspect reporting period payroll summary registers for each selection. Compare and agree related payroll summary registers to the related support staff administrative other compensation and benefits expense recorded by the Program in the statement during the reporting period and recalculate totals.	As there were no support staff/administrative other compensation and benefits paid by a third-party for the year ended June 30, 2022, this procedure was not performed.

Severance Payments

45. Select a sample of employees receiving severance payments by the institution during the reporting period and agree each severance payment to the related termination letter or employment contract and recalculate totals.	As there were no severance payments for the year ended June 30, 2022, this procedure was not performed.

Recruiting

46. Obtain documentation of the Program's recruiting expense policies.	As recruiting expenses represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.
47. Compare and agree to existing institutional- and NCAA-related policies.	As recruiting expenses represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.

48. Obtain general ledger detail and compare to the total expenses reported and recalculate totals.	As recruiting expenses represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.
Team Travel	
49. Obtain documentation of the Program's team travel policies.	We obtained and documented an understanding of the Program's team travel policies.
50. Compare and agree to existing institutional- and NCAA-related policies.	No exceptions noted and policies are consistent with institutional and NCAA-related policies.
51. Obtain general ledger detail and compare to the total expenses reported and recalculate totals.	No exceptions noted.
Equipment, Uniforms and Supplies	
52. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As equipment, uniforms and supplies represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.
Game Expenses	
53. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	No exceptions noted.
Fund Raising, Marketing and Promotion	
54. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As fund raising, marketing, and promotion represents less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.
Sports Camp Expenses	
55. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As sports camp expenses represents less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.
Spirit Groups	
56. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As spirit groups represent less than 4.0% of the total expenses for the year ended June 30, 2022, this procedure was not performed.

Athletic Facility Debt Service, Leases and Rental Fees

57. Obtain a listing of debt service schedules, lease payments and rental fees for athletics facilities for the reporting year. Compare a sample of facility payments including the top two highest facility payments to additional supporting documentation (e.g. debt financing agreements, leases, rental agreements).	As athletic facility debt service, leases and rental fees represent less than 4.0% of the total expenses for the year ended June 30, 2022, this procedure was not performed.
58. Compare amounts recorded to amounts listed in the general ledger detail and recalculate totals.	As athletic facility debt service, leases and rental fees represent less than 4.0% of the total expenses for the year ended June 30, 2022, this procedure was not performed.

Direct Overhead and Administrative Expenses

59. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	No exceptions noted.

Indirect Institutional Support

60. Tested with revenue section- Indirect Institutional Support.	As there was no indirect institutional support for the year ended June 30, 2022, this procedure was not performed.

Medical Expenses and Medical Insurance

61. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As medical expenses and medical insurance represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.

Memberships and Dues

62. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As memberships and dues represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.

Other Operating Expenses and Transfers to Institution

63. Obtain general ledger detail and compare to the total expenses report. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	No exceptions noted.

Student-Athlete Meals (non-travel)

64. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As student-athlete meals (non-travel) represent less than 4.0% of total expenses for the year ended June 30, 2022, this procedure was not performed.

Football Bowl Expenses

65. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As there were no football bowl expenses for the year ended June 30, 2022, this procedure was not performed.

Minimum Agreed-Upon Procedures For Other Reporting Items

Excess Transfers to Institution and Conference Realignment Expenses

66. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	As there were no excess transfers to institution or conference realignment expenses for the year ended June 30, 2022, this procedure was not performed

Total Athletics Related Debt

67. Obtain repayment schedules for all outstanding intercollegiate athletics debt during the reporting period. Recalculate annual maturities (consisting of principal and interest) provided in the schedules obtained.	As there were no athletics related debt expenses for the year ended June 30, 2022, this procedure was not performed
68. Agree the total annual maturities and total outstanding athletic related to supporting documentation and the institution's general ledger, if applicable.	As there were no athletics related debt expenses for the year ended June 30, 2022, this procedure was not performed

Total Institutional Debt

69. Agree the total outstanding institutional debt to supporting documentation and the institution's audited financial statements, if available, or the institution's general ledger.	No exceptions noted.

Value of Athletics Dedicated Endowments

70. Obtain a schedule of all athletics dedicated endowments maintained by the Program, the institution, and affiliated organizations. Agree the fair market value in the schedules(s) to supporting documentations, the general ledger(s) and audited financial statements, if available.	No exceptions noted.

Value of Institutional Endowments

71. Agree the total fair market value of institutional endowments to supporting documentation, the institution's general ledger and/or audited financial statements, if available.	No exceptions noted.

Total Athletics Related Capital Expenditures

72. Obtain a schedule of athletics related capital expenditures made by the Program, the institution, and affiliated organizations during the reporting period.	No exceptions noted.
73. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and validate totals.	No exceptions noted.

Agreed-Upon Procedures Related to Affiliated and Outside Organizations

Procedure

1. The Program shall identify all intercollegiate athletics-related affiliated and outside organizations and obtain those organizations' statements for the reporting period. Once the Program has made these statements available, the independent accountant shall agree the amounts reported in the statement to the organization's general ledger or, alternatively, confirm revenues and expenses directly with a responsible official of the organization. In addition, the Program shall prepare a summary of revenues and expenses for or on behalf of intercollegiate athletics programs affiliated and outside organizations to be included with the agreed-upon procedures report.

Results

The Department identified the University of West Florida Foundation, Inc. (the Foundation) as the only outside organization acting on behalf of the Department. The Foundation serves as official legal conduits for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the Department. Included in the Department's Foundation accounts are the endowments of the Department.

We obtained the statement of changes in net assets of the Foundation accounts held for the Department for the year ended June 30, 2022, which represents revenues and expenditures on behalf of the Department.

Total revenues	$ 781,225
Total expenses	$ (781,225)

Finding

No exceptions noted.

Procedure

2. The independent accountant shall obtain and review the audited financial statements of the organization and any additional reports regarding internal control matters if the organization is audited independent of the agreed-upon procedures required by NCAA legislation. The Program's independent accountant shall also inquire of institutional and outside organization management as to corrective action taken in response to comments concerning internal control structure (if any).

Results

We obtained and read the audited financial statements of the Foundation for the year ended June 30, 2022, and the related reports on compliance and on internal control. The results of this procedure disclosed that the independent auditors expressed an unmodified opinion on the financial statements of the Foundation. In addition, the independent auditors noted no matters involving internal control over financial reporting and its operation that were considered material weaknesses for the Foundation.

Finding

No exceptions noted.

We were not engaged to, and did not, conduct an examination, the objective of which would be the expression of an opinion on the compliance of the accompanying statement of revenues and expenses (Exhibit I) and the accompanying notes to the statement of revenues and expenses (Exhibit II). Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the management University of West Florida Intercollegiate Athletics Program, the University of West Florida Board of Trustees, the Florida Board of Governors for the State University System, and the National Collegiate Athletic Association, and is not intended to be and should not be used by anyone other than these specified parties.

James Moore & Co., P.L.

Tallahassee, Florida
January 13, 2023

Exhibit I

UNIVERSITY OF WEST FLORIDA
INTERCOLLEGIATE ATHLETICS PROGRAM
STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022
(UNAUDITED - SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES)

Revenues		
1	Ticket sales	$ 293,317
2	Direct state or other government support	-
3	Student fees	5,229,918
4	Direct institutional support	4,285,482
5	Less - transfers to institution	(14,750)
6	Indirect institutional support	-
6A	Indirect institutional support - Athletic facilities debt service, lease and rental fees	-
7	Guarantees	101,500
8	Contributions	738,022
9	In-kind	-
10	Compensations and benefits provided by a third party	-
11	Media rights	7,200
12	NCAA distributions	96,070
13	Conference distributions (non media and non bowl)	12,600
13A	Conference Distributions of Bowl Generated Revenue	-
14	Program sales, concessions, novelty sales and parking	18,748
15	Royalties, licensing, advertisements and sponsorships	161,390
16	Sports camp revenues	62,087
17	Athletics restricted endowment and investment income	54,204
18	Other operating revenue	114,806
19	Bowl revenues	-
	Total operating revenues	11,160,594
Expenses		
20	Athletics student aid	3,165,619
21	Guarantees	13,060
22	Coaching salaries, benefits and bonuses paid by the University and related entities	2,464,774
23	Coaching salaries, benefits and bonuses paid by a third party	-
24	Support staff and administrative salaries, benefits and bonuses paid by the University and related entities	1,685,635
25	Support staff and administrative salaries, benefits and bonuses paid by a third party	-
26	Severance payments	-
27	Recruiting	81,422
28	Team travel	909,209
29	Sports equipment, uniforms and supplies	456,500
30	Game expenses	654,180
31	Fund raising, marketing and promotion	101,253
32	Sport camp expenses	10,631
33	Spirit groups	6,288
34	Athletic facilities debt service, leases and rental fees	24,765
35	Direct overhead and administrative expenses	673,024
36	Indirect institutional support	-
37	Medical expenses and medical insurance	437,098
38	Memberships and dues	41,877
39	Student-athlete meals (non-travel)	157,796
40	Other operating expenses	587,384
41	Bowl expenses	-
41A	Bowl expenses - Coaching Compensation/Bonuses	-
	Total operating expenses	11,470,515
50	Excess transfers to institution	-
Deficiency of revenues under expenses		$ (309,921)
51	Conference realignment expenses	$ -
52	Total athletics related debt	$ -
53	Total institutional debt	$ 35,234,675
54	Value of athletics dedicated endowments	$ 1,668,248
55	Value of institutional endowments	$ 86,874,886
56	Total athletic capital expenditures	$ 233,390

See notes to statement of revenues and expenses.

UNIVERSITY OF WEST FLORIDA
INTERCOLLEGIATE ATHLETICS PROGRAM
NOTES TO STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022
(UNAUDITED – SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES)

(1) Basis of Accounting:

The statement of revenues and expenses of the University of West Florida Intercollegiate Athletics Program (the Program) has been prepared using the accrual basis of accounting. Under this method, revenues are recorded when earned and expenses are recognized when they are incurred.

(2) Capital Assets:

Capital assets of the Department consist of building structures, furniture, equipment, and computer software. These assets are capitalized and recorded at cost at the date of acquisition or at estimated fair value at the date received in the case of gifts and purchases of State surplus property. Additions, improvements, and other outlays that significantly extend the useful life of an asset are capitalized. Costs to maintain or repair these assets are expensed as incurred. The University has a capitalization threshold of $5,000 for tangible personal property and $50,000 for new buildings, and building improvements. Depreciation is computed on the straight-line basis over the following estimated useful lives of the assets.

- Building Structures – 10 to 50 years
- Furniture and Equipment – 5 to 20 years
- Computer Software – 5 years

Capital asset activity for the year ended June 30, 2022, was as follows:

	Beginning Balance July 1, 2021	Additions	Decreases	Ending Balance June 30, 2022
Capital assets being depreciated:				
Building structures	$ 494,901	$ -	$ -	$ 494,901
Furniture and fixtures	62,861	-	(5,000)	57,861
Equipment	844,637	233,428	(90,081)	987,984
Total capital assets being depreciated	1,402,399	233,428	$ (95,081)	$ 1,540,746
Less: accumulated depreciation	715,199	119,636	(85,616)	749,219
Total capital assets, net	$ 687,200	$ 113,792	$ (9,465)	$ 791,527

UNIVERSITY OF WEST FLORIDA
INTERCOLLEGIATE ATHLETICS PROGRAM
SUPPLEMENT TO STATEMENT OF REVENUES AND EXPENSES – VARIATION ANALYSIS OF THE TOTAL REVENUES AND EXPENSES TO PRIOR PERIOD AMOUNTS AND BUDGET ESTIMATES FOR THE YEAR ENDED JUNE 30, 2022

(3) **Contributions:**

The Foundation serves as the official legal conduit for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the Program. Contributions of $738,022 were recognized from the Foundation for the year ended June 30, 2022, and have been included in the accompanying statement of revenues and expenses. Contributions received from the Foundation were the only contributions exceeding 10% of total contributions, as reported in the statement of revenues and expenses for the year ended June 30, 2022.

(4) **Debt:**

As of June 30, 2022, there was no outstanding debt related to the University of West Florida Intercollegiate Athletics Program.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SUPPLEMENT TO STATEMENT OF REVENUES AND EXPENSES
VARIATION ANALYSIS OF THE TOTAL REVENUE AND EXPENSES
TO THE PRIOR PERIOD AMOUNTS AND BUDGET ESTIMATES
FOR THE YEAR ENDED JUNE 30, 2022
(UNAUDITED - SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES)

	2022	2021	$ Variance	% Variance	Variation Explanation
Expenses					
			-	0%	None noted

Note 1

The budget estimates for the Department are not prepared in a format consistent with the revenue and expense categories specified by the NCAA. Thus, the variance analysis of total revenues and expenses to the budget estimates for the year ended June 30, 2022, could not be performed.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS

FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
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JUNE 30, 2021 AND 2020

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INDEPENDENT AUDITORS' REPORT

The Board of Trustees,
University of West Florida:

Report on the Financial Statements

We have audited the accompanying financial statements of the University of West Florida Department of Intercollegiate Athletics as of and for the years ended June 30, 2021 and 2020, and the related notes to the financial statements, which collectively comprise the University of West Florida Department of Intercollegiate Athletics basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

University of West Florida Department of Intercollegiate Athletics management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial net position of the University of West Florida Department of Intercollegiate Athletics as of June 30, 2021 and 2020, and the changes in financial position and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

As discussed in Note 1, the financial statements of the University of West Florida Department of Intercollegiate Athletics are intended to present the financial position, changes in financial position and cash flows of only that portion of the University of West Florida that is attributable to the transactions of the University of West Florida Department of Intercollegiate Athletics. They do not purport to, and do not, present fairly the financial position of the University of West Florida, as of June 30, 2021 and 2020, and the changes in its financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis as indicated in the table of contents be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

The additional information included as indicated in the table of contents has not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

Emphasis of Matter – COVID-19

As discussed in Note 12, the COVID-19 pandemic is creating substantial negative impacts to the Department's operations and financial position. There is unprecedented uncertainty surrounding the duration of the pandemic, its potential economic ramifications, and any government actions to mitigate them. Accordingly, while the Department cannot reasonably estimate the length or severity of this pandemic, management believes that a material impact on the Department's future financial position and results of future operations is likely. Our opinion is not modified with respect to this matter.

Other Reporting Required by *Government Auditing Standards*

In accordance with Government Auditing Standards, we have also issued our report dated January 14, 2022, on our consideration of the University of West Florida Department of Intercollegiate Athletics internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the University of West Florida Department of Intercollegiate Athletics' internal control over financial reporting and compliance.

James Moore & Co., P.L.

Tallahassee, Florida
January 14, 2022

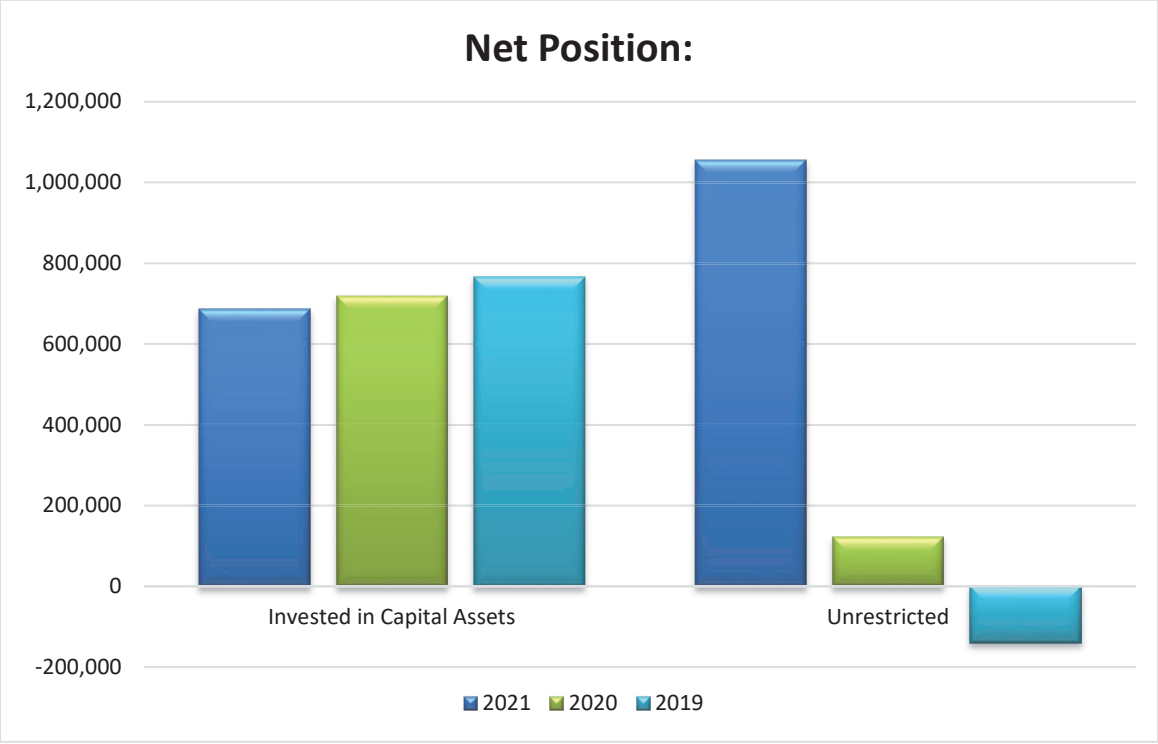
Management's discussion and analysis (MD&A) of the University of West Florida Department of Intercollegiate Athletics (The Department) provides an overview of the Department's financial position and activities for the fiscal years ended June 30, 2021 and June 30, 2020, and should be read in conjunction with the financial statements and notes thereto. This overview is required by Governmental Accounting Standards Board (GASB) Statement No. 35, Basic Financial Statements—and Management's Discussion and Analysis—for Public Colleges and Universities, as amended by GASB Statements Nos. 37 and 38. The MD&A, and financial statements and notes thereto, are the responsibility of University management.

OVERVIEW OF FINANCIAL STATEMENTS

Pursuant to GASB 35, the Department's financial report consists of three basic financial statements: the statement of net position; the statement of revenues, expenses, and changes in net position; and the statement of cash flows.

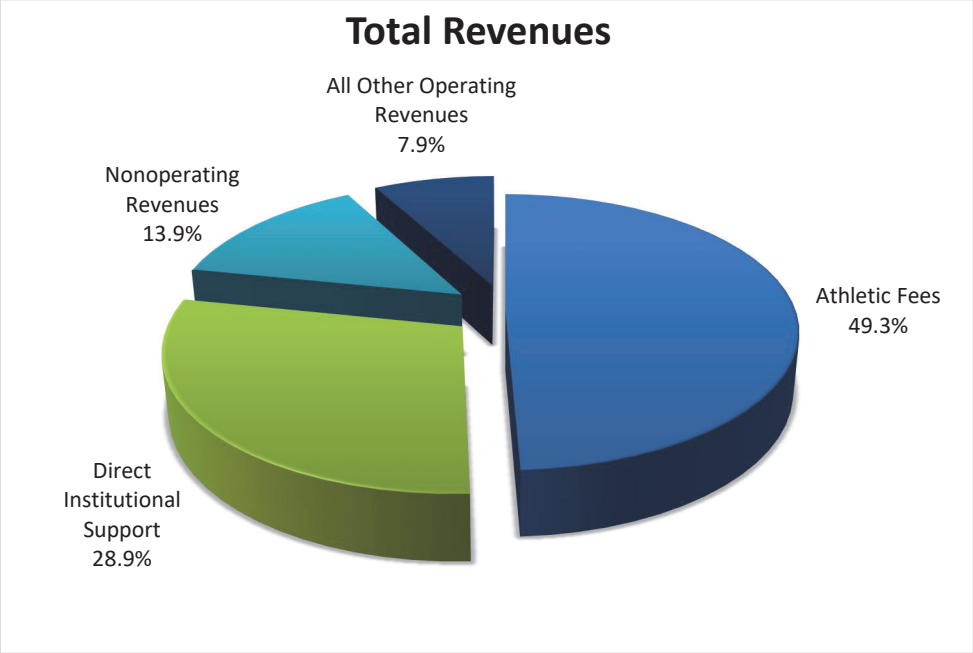
FINANCIAL HIGHLIGHTS

The Department's net position by category at June 30, 2021, 2020, and 2019, is shown in the following graph:



Unrestricted net position increased by $934,510 during fiscal year ended June 30, 2021, which can be primarily attributed to receipts of federal grant aid, Higher Education Emergency Relief Funds (HEERF), based on estimated lost sports revenues. Net investment in capital assets decreased by $31,184, as net purchases and disposals were less than depreciation.

The following chart provides a graphical presentation of the Department's revenues by category for the fiscal year ended June 30, 2021:



The economic position of the Department is closely tied to enrollment. For the fiscal year ended June 30, 2021, fee revenues comprised approximately 49 percent of the Department's total operating and nonoperating revenues and were the largest source of funding. Direct institutional support comprised 28.9 percent of total revenues, which primarily consisted of administrative overhead fee support and out of state student fee waivers. All other operating revenues, comprising 7.9 percent of total revenue, was predominantly from booster contributions, sponsorships, athletic event ticket sales, and National Collegiate Athletic Association (NCAA) distributions. Nonoperating revenues amounted to 13.9 percent of total revenues, which substantially consisted of state appropriations and COVID-19 Relief federal aid.

During fiscal year ended June 30, 2021, the Department's revenues exceeded expenses, increasing net position to $903,326. Revenue from student athletic fees decreased slightly from $5,402,470 in 2020 to $5,393,989. Direct institutional support revenue, including administrative overhead fee support, matriculation waivers, out of state student fee waivers, and university scholarship support decreased from $3,689,788 in 2020 to $3,159,688. Total operating expenses decreased from $11,025,619 to $10,044,313. Personnel services expense decreased from $4,284,317 to $4,058,841. Student athlete scholarships increased from $2,818,490 in 2020 to $2,980,954. Travel expenses decreased by $429,527 during 2021, as tournament travel decreased, and some travel expenses for various sports decreased due to COVID-19 game cancellations. The other operating expenses declined from $2,833,411 in 2020 to 2,360,113. Other operating expenses decreased primarily due to less money spent on equipment, uniforms, supplies, medical expenses and insurance, as well as repairs and maintenance.

The outbreak of the novel strain of Coronavirus, specifically identified as "COVID-19," was classified as a global pandemic in March 2020. This resulted in governments enacting emergency measures such as travel bans, quarantine periods, and social distancing requirements to combat the spread of the virus. These measures caused a material disruption to businesses globally resulting in an economic slowdown. Governments reacted with significant monetary and fiscal interventions such as the CARES grants investments designed to stabilize economic conditions. In March 2020, the University moved to an online learning platform for the remainder of the academic year but returned in the Fall 2020 semester with a mixture of in-person and online courses. The duration of the outbreak and economic impacts are uncertain at this time as variants continue to evolve. HEERF II (CRRSAA) Institutional Aid funds of $602,706 in the form of lost revenue were recorded in the current year due to the loss of sports ticket sales revenue caused by the Pandemic

THE STATEMENT OF NET POSITION AND THE STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

The statement of net position and the statement of revenues, expenses, and changes in net position report information on the Department and on its activities in a way that helps the reader determine if the Department is in a better condition from one year to the next. When revenues and other support exceed expenses, the result is an increase in net position. When the reverse occurs, the result is a decrease in net position. The relationship between revenues and expenses may be thought of as the Department's operating results.

These two statements report the Department's net position and changes in it. The Department's net position amount, the difference between assets and liabilities, is one way to measure the Department's financial health or financial condition. Over time, the increases or decreases in the Department's net position are an indicator of whether its financial health is improving or deteriorating. However, many other non-financial factors—such as certain trends in the NCAA funding, NCAA ranking, student enrollment and retention, recruitment, condition of facilities and sponsorships— is also essential in assessing the overall health of the Department.

The statements are prepared using the accrual basis of accounting, whereby revenues and assets are recognized when the service is provided, and expenses and liabilities are recognized when others provide the service, regardless of when cash is exchanged.

The statement of net position presents the assets, liabilities, and net position of the Department as of the end of the fiscal year. Its purpose is to present to the readers of the financial statements a fiscal snapshot of the Department at a certain point in time. The statement of net position presents end-of-year data concerning assets (current and noncurrent), liabilities (current and noncurrent), and net position (assets minus liabilities).

From the data presented, readers of the statement of net position are able to determine the assets available to continue the operations of the Department. Readers are also able to determine how much the Department owes vendors, employees, and others. Finally, the statement of net position provides a picture of the net position (assets minus liabilities) and its availability for use by the Department. Net position for the Department is classified as either invested in capital assets or unrestricted. Unrestricted net position is available for any lawful purpose.

The following table summarizes the Department's assets, liabilities, and net position at June 30:

Condensed Statements of Net Position

	2021	2020	2019
Assets			
Current Assets	$ 1,926,270	$ 935,203	$ 683,189
Capital Assets, Net	687,200	718,384	767,237
Total Assets	2,613,470	1,653,587	1,450,426
Liabilities			
Current Liabilities	240,001	226,438	235,131
Noncurrent Liabilities	630,951	587,957	587,553
Total Liabilities	870,952	814,395	822,684
Net Assets			
Invested in Capital Assets	687,200	718,384	767,237
Unrestricted	1,055,318	120,808	(139,495)
Total Net Assets	$ 1,742,518	$ 839,192	$ 627,742
Increase (Decrease) in Net Assets	$ 903,326	$ 211,450	$ (275,734)

Current Assets increased by $991,067 for fiscal year ended June 30, 2021, mainly due to an increase in cash reserves. During the fiscal year ended June 30, 2020, current assets increased by $252,014. Net depreciable capital assets decreased by $31,184 in 2021. In 2020, net depreciable capital assets decreased by $48,853.

Changes in total net position, as presented on the statement of net position, are based on the activity presented in the statement of revenues, expenses, and changes in net position. The purpose of the statement of revenues, expenses, and changes in net position is to present the revenues received, both operating and nonoperating, and the expenses paid, both operating and nonoperating, and any other revenues, expenses, gains, and losses received or incurred by the Department.

Operating revenues are received for providing goods and services to the various customers and constituencies of the Department. Operating expenses are those expenses paid to acquire or produce the goods and services provided in return for the operating revenues, and to carry out the mission of the Department. Nonoperating revenues are revenues received for which goods and services are not provided. For example, State appropriations are nonoperating because they are provided by the Legislature without the Legislature directly receiving commensurate goods and services for those revenues.

A summary of revenues and expenses of the Department for the fiscal years ended June 30, 2021, 2020, and 2019 is presented in the following table:

Condensed Statements of Revenue, Expenses, and Changes in Net Position

	2021	2020	2019
Operating Revenues	$ 9,421,074	$ 10,356,196	$ 10,529,166
Operating Expenses	(10,044,313)	(11,025,619)	(11,937,154)
Operating Income (Loss)	(623,239)	(669,423)	(1,407,988)
Nonoperating Revenues	1,526,565	880,873	1,132,254
Excess (Deficiency) of Revenues over Expenses	903,326	211,450	(275,734)
Net Position, Beginning of Year	(64,284)	(275,734)	-
Net Position, End of Year	$ 839,042	$ (64,284)	$ (275,734)

Student athletic fees of $5,393,989, $5,402,470, and $5,438,337 for 2021, 2020, and 2019, respectively, are included in operating revenues and are shown at gross amounts received.

The Department's operating expenses by natural classification for the fiscal years ended June 30, 2021, 2020, and 2019 are presented in the following table:

Operating Expenses

Natural Classification	2021	Percent	2020	Percent	2019	Percent
Personnel Services	$ 4,058,841	40.4%	$ 4,284,317	38.9%	$ 4,187,541	35.1%
Athletic Scholarships	2,980,954	29.7%	2,818,490	25.6%	2,950,773	24.7%
Other Scholarships	91,968	0.9%	119,126	1.1%	141,230	1.2%
Travel	440,018	4.4%	869,545	7.9%	919,701	7.7%
Depreciation	112,419	1.1%	100,730	0.9%	100,069	0.8%
Other Operating Expenses	2,360,113	23.5%	2,833,411	25.7%	3,637,840	30.5%
Total	$ 10,044,313	100%	$ 11,025,619	100%	$ 11,937,154	100%

Personnel Service expenses decreased by $225,476 for the fiscal year ended June 30, 2021, due to University salary cost-of-living freeze due to the Pandemic.

THE STATEMENT OF CASH FLOWS

Another important factor to consider when evaluating the Department's financial viability is its ability to meet its financial obligations as they become due. The statement of cash flows helps in this evaluation. The statement of cash flows presents information related to cash inflows and outflows summarized by operating, capital and noncapital financing, and investing activities. The statement of cash flows also helps users assess:

- The Department's ability to generate future net cash flows.
- The need for external financing.

A summary of the Department's cash flows for the fiscal years ended June 30, 2021, 2020, and 2019, is presented in the following table:

Condensed Statements of Cash Flows

	2021	2020	2019
Cash Provided by (Used in):			
Operating Activities	$ (1,098,507)	$ (651,992)	$ (1,265,518)
Noncapital Financing Activities	1,472,564	824,077	879,347
Capital and Related Financing Activities	(54,755)	(6,501)	-
Investing Activities	27,520	11,419	11,985
Net Increase (Decrease) in Cash and Cash Equivalents	346,822	177,003	(374,186)
Cash and Cash Equivalents, Beginning of the Year	675,726	498,723	872,909
Cash and Cash Equivalents, End of the Year	$ 1,022,548	$ 675,726	$ 498,723

The primary cash receipts from operating activities consist of student athletic fees and direct institutional support. Primary cash outlays include payments for salaries, benefits, supplies, travel expenses, and scholarships.

In most years, State of Florida appropriations are the primary source of noncapital financing inflows. During fiscal year June 30, 2021 the state appropriations increased by $29,327. The federal COVID-19 assistance in the form of lost revenue recovery was $607,186.

CONTACTING MANAGEMENT

This financial narrative is designed to provide the reader with a general overview of the University of West Florida's Department of Intercollegiate Athletics finances and to show the Department's accountability for the money it receives.

If you have questions about this report or need additional financial information, contact the University of West Florida, Controller's Office:

University of West Florida
Attn: Controller's Office
11000 University Parkway
Bldg. 20-E, Room 108-E
Pensacola, FL 32514
850-474-2759

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF NET POSITION
JUNE 30, 2021 AND 2020

	2021	2020
ASSETS		
Current assets		
Cash and cash equivalents	$ 1,022,548	$ 675,726
Accounts receivable, net of allowance for doubtful accounts of $77,394 and $49,579 at June 30, 2021 and 2020, respectively	240,401	255,359
Due from other funds	620,573	1,983
Prepaid expenses	42,748	2,135
Total current assets	1,926,270	935,203
Capital assets, net of accumulated depreciation of $715,199 and $602,780 in 2021 and 2020, respectively	687,200	718,384
Total assets	2,613,470	1,653,587
LIABILITIES		
Current liabilities		
Accounts payable	10,495	-
Accrued expenses	193,029	170,432
Compensated absences, current	36,477	44,577
Unearned revenue	-	11,429
Total current liabilities	240,001	226,438
Noncurrent liabilities		
Compensated absences, less current portion	630,951	587,957
Total liabilities	870,952	814,395
NET POSITION		
Net position		
Net investment in capital assets	687,200	718,384
Unrestricted	1,055,318	120,808
Total net position	$ 1,742,518	$ 839,192

The accompanying notes to financial statements
are an integral part of these statements.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
Operating revenues		
Student athletic fees	$ 5,393,989	$ 5,402,470
Direct institutional support	3,159,688	3,689,788
Sales and services of auxiliary enterprises	17,069	313,062
Other operating revenue	850,328	950,876
Total revenues	9,421,074	10,356,196
Operating expenses		
Personnel services	4,058,841	4,284,317
Athletic scholarships	2,980,954	2,818,490
Other scholarships	91,968	119,126
Travel	440,018	869,545
Depreciation	112,419	100,730
Other	2,360,113	2,833,411
Total expenses	10,044,313	11,025,619
Operating loss	(623,239)	(669,423)
Nonoperating revenues (expenses)		
State appropriations	869,858	840,531
Capital contributions	26,481	45,377
Interest income	27,520	11,419
Other nonoperating revenues (expenses)	602,706	(16,454)
Total nonoperating revenues (expenses)	1,526,565	880,873
Excess (deficiency) of revenues over (under) expenses	903,326	211,450
Net position, beginning of year	839,192	627,742
Net position, end of year	$ 1,742,518	$ 839,192

The accompanying notes to financial statements
are an integral part of these statements.

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
Cash flows from operating activities		
Student athletic fees	$ 5,393,989	$ 5,402,470
Direct institutional support	2,192,928	2,893,815
Sales and services of auxiliary enterprises	17,069	313,062
Other operating receipts	235,268	863,409
Payments to employees	(4,001,350)	(4,253,815)
Payments to suppliers for goods and services	(2,830,249)	(3,729,290)
Payments to students for scholarships	(2,106,162)	(2,141,643)
Net cash used in operating activities	(1,098,507)	(651,992)
Cash flows from noncapital financing activities		
State Appropriations	869,858	840,531
Other non-operating revenue (expenses)	602,706	(16,454)
Net cash provided by noncapital financing activities	1,472,564	824,077
Cash flows from capital and related financing activities		
Purchase of fixed assets	(54,755)	(6,501)
Cash flows from investing activities		
Interest income	27,520	11,419
Increase (decrease) in cash and cash equivalents	346,822	177,003
Cash and cash equivalents, beginning of year	675,726	498,723
Cash and cash equivalents, end of year	$ 1,022,548	$ 675,726
Reconciliation of operating loss to net cash used in operating activities:		
Operating loss	$ (623,239)	$ (669,423)
Adjustments to reconcile operating loss to net cash used in operating activities:		
Depreciation	112,419	100,730
Changes in assets and liabilities:		
Accounts receivable, net	14,959	(82,938)
Due from other funds	(618,590)	1,595
Prepaid expenses	(40,613)	6,333
Accounts payable and accrued expenses	33,092	(10,291)
Compensated absences	34,894	8,126
Unearned revenues	(11,429)	(6,124)
Net cash used in operating activities	$ (1,098,507)	$ (651,992)
Supplemental schedule of non cash investing and financing activities		
Capital contributions from UWF Foundation	$ 26,481	$ 45,375

The accompanying notes to financial statements
are an integral part of these statements.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of the more significant accounting policies of the University of West Florida Department of Intercollegiate Athletics (the Department), which affect significant elements of the accompanying basic financial statements.

Reporting Entity

The Department is an auxiliary enterprise of the University of West Florida (the University) located in Pensacola, Florida and conducts various intercollegiate athletic programs. The University is a separate public instrumentality that is part of the State University System of public universities, which is under the general direction and control of the Florida Board of Governors. The University is directly governed by a Board of Trustees (Trustees) consisting of 13 members. The Governor appoints six citizen members, and the Board of Governors appoints five citizen members. These members are confirmed by the Florida Senate and serve staggered terms of five years. The chair of the faculty senate and the president of the student body are also members. The Board of Governors establishes the powers and duties of the Trustees. The Trustees are responsible for setting policies for the University, which provide governance in accordance with State law, the Board of Governors regulations, and selecting the University President. The University President serves as the executive officer and the corporate secretary of the Trustees, and is responsible for administering the policies prescribed by the Trustees.

Criteria for defining the reporting entity are identified and described in the Governmental Accounting Standards Board's (GASB) *Codification of Governmental Accounting and Financial Reporting Standards*, Sections 2100 and 2600. These criteria were used to evaluate potential component units for which the primary government is financially accountable and other organizations for which the nature and significance of their relationship with the primary government are such that exclusion would cause the primary government's financial statements to be misleading. Based on the application of these criteria, the University is a component unit of the State of Florida, and its financial balances and activity are reported in the State's Comprehensive Annual Financial Report by discrete presentation.

Basis of Presentation

The Department's accounting policies conform to accounting principles generally accepted in the United States of America applicable to public colleges and universities as prescribed by GASB. The National Association of College and University Business Officers (NACUBO) also provides the University with recommendations prescribed in accordance with generally accepted accounting principles promulgated by GASB and the Financial Accounting Standards Board (FASB).

In November 1999, the Governmental Accounting Standards Board issued GASB Statement No. 35, *Basic Financial Statements and Management's Discussion and Analysis for Public Colleges and Universities*. This Statement includes public colleges and universities within the financial reporting guidelines of GASB Statement No. 34, *Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments*.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

GASB allows departments of public universities various reporting options. The Department has elected to report as an entity engaged in only business-type activities. This election requires the adoption of the accrual basis of accounting and entity-wide reporting including the following components:

- Management's Discussion and Analysis
- Basic Financial Statements
  - Statement of Net Position
  - Statement of Revenues, Expenses and Changes in Net Position
  - Statement of Cash Flows
  - Notes to Financial Statements

Basis of Accounting

Basis of accounting refers to when revenues, expenses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources, are recognized in the accounts and reported in the financial statements. Specifically, it relates to the timing of the measurements made, regardless of the measurement focus applied. The University's financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. Revenues, expenses, gains, losses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources resulting from exchange and exchange-like transactions are recognized when the exchange takes place. Revenues, expenses, gains, losses, assets, deferred outflows of resources, liabilities, and deferred inflows of resources resulting from non-exchange activities are generally recognized when all applicable eligibility requirements, including time requirements, are met. The University follows GASB standards of accounting and financial reporting.

As stated previously, the Department follows the reporting guidelines of the University. The financial statements of the Department include those economic resources of the University that are expendable for operational purposes in performing the primary objectives of the Department. The financial statements of the Department do not purport to present the financial position or results of operations of the University as a whole. A portion of the Department is, however, accounted for and reported by the University of West Florida Foundation, Inc. (Foundation), which is a separate legal entity.

The Statement of Net Position is presented in a classified format to distinguish between current and noncurrent assets and liabilities.

The Statement of Revenues, Expenses and Changes in Net Position is presented by major sources and is reported at gross amounts received.

The Statement of Cash Flows is presented using the direct method in compliance with GASB Statement No. 9, *Reporting Cash Flows for Proprietary and Nonexpendable Trust Funds and Governmental Entities That Use Proprietary Fund Accounting.*

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand and cash in demand accounts. University cash deposits are held in banks qualified as public depositories under Florida law. All such deposits are insured by Federal depository insurance, up to specified limits, or collateralized with securities held in Florida's multiple financial institution collateral pool required by Chapter 280, Florida Statutes.

Accounts Receivable

Accounts receivable are stated at their net realizable value. Allowances for doubtful accounts are reported based on management's best estimate as of fiscal year-end considering type, age, collection history, and other factors considered appropriate. Management has concluded that realization of losses on balances outstanding at year end will be immaterial.

Capital Assets

Capital assets of the Department consist of building structures, furniture, equipment, and computer software. These assets are capitalized and recorded at cost at the date of acquisition or at estimated fair value at the date received in the case of gifts and purchases of State surplus property. Additions, improvements, and other outlays that significantly extend the useful life of an asset are capitalized. Other costs incurred for repairs and maintenance are expensed as incurred. The University has a capitalization threshold of $5,000 for tangible personal property and $50,000 for new buildings and building improvements. Depreciation is computed on the straight-line basis over the following estimated useful lives of the assets.

- Building Structures – 10 to 50 years
- Furniture and Equipment – 5 to 20 years
- Computer Software – 5 years

Unearned Ticket Sales Revenue

Unearned revenue consists of funds received by the Department before the end of the fiscal year and earned the following fiscal year. The Department issued advance ticket sales for football games.

Income Taxes

The Department is an auxiliary enterprise of the University, which is a part of the State University System of Florida. Accordingly, substantially all income generated by the Department is exempt from federal and state income taxes. Any income tax incurred is reported within the nonoperating expense category.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Athletic Fees

The University charges an athletic fee to students for each semester enrolled and for each enrolled credit hour. Athletic fees for semesters that cross fiscal years are recognized during the year in which the semester is predominantly conducted.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the Department to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Sales Tax on Athletic Event Tickets

In accordance with Chapter 1006, Section 71, Florida Statutes, the Department retains an amount equal to the sales taxes collected from ticket sales to athletic events for use in the support of women's athletic programs.

Net Position

Net position is classified and displayed in three components:

- Invested in capital assets, net of related debt – consists of capital assets, net of accumulated depreciation, reduced by the outstanding balances of any debt that is attributable to those assets.

- Restricted – consists of net assets that have constraints placed upon their use either by external donors or creditors or through laws, regulations or constraints imposed by law through constitutional provision or enabling legislation, reduced by any liabilities to be paid from these assets.

- Unrestricted – consists of net assets that do not meet the definition of "restricted" or "invested in capital assets, net of related debt."

When both restricted and unrestricted resources are available for use, it is the Department's policy to use the restricted resources first, followed by the use of the unrestricted resources, as they are needed.

NOTE 2 – CASH AND CASH EQUIVALENTS

At June 30, 2021, all the Department's cash and cash equivalents were held with the University's pooled funds. At June 30, 2021 and 2020, the carrying amount and fair value of the Department's cash and cash equivalents were $1,022,548 and $675,726, respectively.

NOTE 3 – ACCOUNTS RECEIVABLE

Accounts receivable consist of the following amounts at June 30:

	2021	2020
University of West Florida	$ 225,811	$ 224,971
Ticket Sales	69,872	66,873
Other	22,112	13,094
Total	317,795	304,938
Less: Allowance for doubtful accounts	(77,394)	(49,579)
Accounts receivable, net	$ 240,401	$ 255,359

The Department has no policy requiring collateral or other security to support its accounts receivable.

NOTE 4 – UNEARNED REVENUE

Unearned revenue for advanced football ticket sales decreased by $11,429 from the football season of 2020 to the 2021 football season. The advanced ticket sales for the 2020 season were either refunded or donated by the purchaser to the UWF Foundation as no football games were played during the 2020 season due to COVID-19 restrictions.

Unearned revenue consists of the following amounts for advanced ticket sales for football at June 30:

	2021	2020
Advance Ticket Sales	$0	$11,429

NOTE 5 – COMPENSATED ABSENCES

Employees earn the right to be compensated during absences for annual leave (vacation) and sick leave earned pursuant to Board of Governors' Regulations, University regulations, and bargaining agreements. Leave earned is accrued to the credit of the employee, and records are kept on each employee's unpaid (unused) leave balance. The University reports a liability for the accrued leave; however, State noncapital appropriations fund only the portion of accrued leave that is used or paid in the current fiscal year. Although the University expects the liability to be funded primarily from future appropriations, generally accepted accounting principles do not permit the recording of a receivable in anticipation of future appropriations. Consequently, the recording of a liability for compensated absences without the corresponding recognition of such future resources results in a reduction of current year Net Position.

At June 30, 2021 and 2020, the estimated liability for compensated absences was $667,427 and $632,534, respectively. The current compensated absences liability, totaling $36,477 and $44,577 at June 30, 2021 and 2020, respectively, is based on actual payouts over the last three years calculated as a percentage of those years' total compensated absences liability.

NOTE 5 – COMPENSATED ABSENCES (Continued)

Changes in the liability for compensated absences for the years ended June 30, 2021 and 2020 were as follows:

Beginning Balance June 30, 2020	Additions	Reductions	Ending Balance June 30, 2021	Current Portion
$ 632,534	$ 673,342	$ 638,449	$ 667,427	$ 36,477

Beginning Balance June 30, 2019	Additions	Reductions	Ending Balance June 30, 2020	Current Portion
$ 624,408	$ 656,403	$ 648,277	$ 632,534	$ 44,577

NOTE 6 – CAPITAL ASSETS

Capital asset activity for the year ended June 30, 2021, was as follows:

	Beginning Balance July 1, 2020	Additions	Decreases	Ending Balance June 30, 2021
Capital assets being depreciated:				
Building Structures	$ 494,901	$ -	$ -	$ 494,901
Furniture and fixtures	62,861	-	-	62,861
Equipment	763,402	81,235	-	844,637
Total capital assets being depreciated	1,321,164	81,235	-	1,402,399
Less: Accumulated depreciation	602,780	112,419	-	715,199
Total capital assets, net	$ 718,384	$ (31,184)	$ -	$ 687,200

NOTE 6 – CAPITAL ASSETS (Continued)

Capital asset activity for the year ended June 30, 2020, was as follows:

	Beginning Balance July 1, 2019	Additions	Decreases	Ending Balance June 30, 2020
Capital assets being depreciated:				
Building Structures	$ 494,901	$ -	$ -	$ 494,901
Furniture and fixtures	62,861	-	-	62,861
Equipment	724,637	51,876	13,111	763,402
Total capital assets being depreciated	1,282,399	51,876	13,111	1,321,164
Less: Accumulated depreciation	515,161	100,730	13,111	602,780
Total capital assets, net	$ 767,238	$ (48,854)	$ -	$ 718,384

NOTE 7 – THE UNIVERSITY OF WEST FLORIDA FOUNDATION, INC.

The Foundation serves as the official legal conduit for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the University. The Foundation expends significant resources for, or on behalf of, the Department. The other revenues category on the Statements of Revenues, Expenses and Changes in Net Position includes revenue from the Foundation in the amounts of $506,455 and $409,454 for the fiscal years ended June 30, 2021 and 2020, respectively. Revenue from the Foundation during the fiscal year ended June 30, 2021 and 2020 includes capital contributions of $26,481 and $40,377, respectively, for capital asset equipment additions. Revenues and expenditures for, or on behalf of, the Department that flow through the Foundation are included in the records of the Department.

Although the Foundation is chartered as a private nonprofit organization, it is operated solely for the benefit of the University and its mission of teaching, research, and service. It serves as the vehicle whereby taxpayers who want to advance the cause of higher education and to pay more than their share of the cost of education may do so. It does not serve any private causes but benefits the public generally.

NOTE 8 – RETIREMENT PLANS

General State Employees' Retirement System

The Florida Retirement System (FRS) is primarily a State-administered, cost-sharing, multiple-employer, defined benefit retirement plan (Plan). FRS provisions are established by Chapters 121 and 122, Florida Statutes; Chapter 112, Part IV, Florida Statutes; Chapter 238, Florida Statutes; and Florida Retirement System Rules, Chapter 60S, Florida Administrative Code; wherein eligibility, contributions, and benefits are defined and described in detail. Essentially, all regular employees of participating employers are eligible to enroll as members of the FRS.

NOTE 8 – RETIREMENT PLANS (Continued)

General State Employees' Retirement System (Continued)

Employees enrolled in the Plan prior to July 1, 2011, vest at 6 years of creditable service and employees enrolled in the Plan on or after July 1, 2011, vest at 8 years of creditable service. All vested members, enrolled prior to July 1, 2011, are eligible for normal retirement benefits at age 62 or at any age after 30 years of service, which may include up to 4 years of credit for military service. All members enrolled in the Plan on or after July 1, 2011, once vested, are eligible for normal retirement benefits at age 65 or any time after 33 years of creditable service. The Plan also includes an early retirement provision, but imposes a penalty for each year a member retires before his or her normal retirement date. The Plan provides retirement, disability, death benefits, and annual cost-of-living adjustments.

A Deferred Retirement Option Program (DROP) subject to provisions of Sections 121.091, Florida Statutes, permits employees eligible for normal retirement under the Plan to defer receipt of monthly benefit payments while continuing employment with an FRS employer. An employee may participate in DROP for a period not to exceed 60 months after electing to participate. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest.

As provided in Section 121.4501, Florida Statutes, eligible FRS members may elect to participate in the Investment Plan in lieu of the FRS defined benefit plan. University employees already participating in the State University System Optional Retirement Program or the DROP are not eligible to participate in the Investment Plan. Employer and employee contributions are defined by law, but the ultimate benefit depends in part on the performance of investment funds. The Investment Plan is funded by employer and employee contributions that are based on salary and membership class (Regular Class, Special Risk Class, etc.). Contributions are directed to individual member accounts, and the individual members allocate contributions and account balances among various approved investment choices.

A comprehensive annual financial report of the FRS, which includes its financial statements, required supplementary information, actuarial report, and other relevant information, is available from the Florida Department of Management Services Web site (www.dms.myflorida.com).

State University System Optional Retirement Program

Section 121.35, Florida Statutes, provides for an Optional Retirement Program (Program) for eligible university instructors and administrators. The Program is designed to aid State universities in recruiting employees by offering more portability to employees not expected to remain in the FRS for 8 or more years.

NOTE 8 – RETIREMENT PLANS (Continued)

State University System Optional Retirement Program (Continued)

The Program is a defined contribution plan, which provides full and immediate vesting of all contributions submitted to the participating companies on behalf of the participant. Employees in eligible positions can make an irrevocable election to participate in the Program, rather than the FRS, and purchase retirement and death benefits through contracts provided by certain insurance carriers. The employing university contributes 5.14 percent of the participant's salary to the participant's account, 3.56 percent to cover the unfunded actuarial liability of the FRS pension plan, and 0.01 percent to cover administrative costs, for a total of 8.71 percent, and employees contributed 3 percent of the employee's salary. Additionally, the employee may contribute, by payroll deduction, an amount not to exceed the percentage contributed by the University to the participant's annuity account. The contributions are invested in the company or companies selected by the participant to create a fund for the purchase of annuities at retirement.

Disclosures pertaining to the University's retirement plans that are required by Statement No. 68 of the Governmental Accounting Standards Board are included in the University's financial statements. The Department's contributions to the plans for the years ended June 30, 2021 and 2020 were $231,428 and $229,119 respectively.

NOTE 9 – POSTEMPLOYMENT BENEFITS

Pursuant to the provisions of Section 112.0801, Florida Statutes, all employees who retire from the University or its component units, University of West Florida Foundation, Inc., West Florida Historic Preservation, Inc., and UWF Business Enterprises, Inc., are eligible to participate in the State Group Health Insurance Program, an agent multiple employer defined-benefit plan. The University subsidizes the premium rates paid by retirees by allowing them to participate in the plan at reduced or blended group (implicitly subsidized) premium rates for both active and retired employees. These rates provide an implicit subsidy for retirees because retiree healthcare costs are generally greater than active employee healthcare costs. The benefits provided under this defined benefit plan are provided for a fixed number of years determined at the time of retirement based on the number of years worked for the University. Retirees are required to enroll in the Federal Medicare program for their primary coverage as soon as they are eligible.

Disclosures pertaining to the University's postemployment benefits are required by Statement No. 75 of the Governmental Accounting Standards Board are included in the University's financial statements for the years ended June 30, 2021 and 2020.

NOTE 10 – RISK MANAGEMENT PROGRAMS

The University is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. Pursuant to Section 1001.72(2), Florida Statutes, the University participates in State self-insurance programs providing insurance for property and casualty, workers' compensation, general liability, fleet automotive liability, Federal Civil Rights, and employment discrimination liability. During the 2020-21 fiscal year, for property losses, the State retained the first $2 million per occurrence for all perils except named windstorm and flood. The State retained the first $2 million per occurrence with an annual aggregate retention of $40 million for named windstorm and flood losses. After the annual aggregate retention, losses in excess of $2 million

NOTE 10 – RISK MANAGEMENT PROGRAMS (Continued)

per occurrence were commercially insured up to $62.75 million for named windstorm and flood through February 14, 2021, and decreased to $57.5 million starting February 15, 2021. For perils other than named windstorm and flood, losses in excess of $2 million per occurrence were commercially insured up to $225 million; and losses exceeding those amounts were retained by the State. No excess insurance coverage is provided for workers' compensation, general and automotive liability, Federal Civil Rights and employment action coverage; all losses in these categories are completely self-insured by the State through the State Risk Management Trust Fund established pursuant to Chapter 284, Florida Statutes. Payments on tort claims are limited to $200,000 per person and $300,000 per occurrence as set by Section 768.28(5), Florida Statutes. Calculation of premiums considers the cash needs of the program and the amount of risk exposure for each participant. Settlements have not exceeded insurance coverage during the past 3 fiscal years.

Pursuant to Section 110.123, Florida Statutes, University employees may obtain healthcare services through participation in the State group health insurance plan or through membership in a health maintenance organization plan under contract with the State. The State's risk financing activities associated with State group health insurance, such as risk of loss related to medical and prescription drug claims, are administered through the State Employees Group Health Insurance Trust Fund. It is the practice of the State not to purchase commercial coverage for the risk of loss covered by this Fund. Additional information on the State's group health insurance plan, including the actuarial report, is available from the Florida Department of Management Services, Division of State Group Insurance.

Medical insurance coverage for the Department's student athletic programs is provided through purchased commercial insurance.

NOTE 11 – SUBSEQUENT EVENTS

In August 2015, UWF BOT entered into an agreement with TicketReturn, LLC for the benefit of the Department of Intercollegiate Athletics to enhance the processes for distributing tickets and tracking attendance at events. In August 2020, TicketReturn, LLC was unresponsive to requests for payment of ticket sales. In October 2020, the office of UWF General Counsel sent a demand letter requesting that the full amount of $69,847 due be paid. An allowance for bad debt is estimated as $35,973 based on standard aging criteria of amounts older than 180 days as of June 30, 2021.

NOTE 12 – RISK AND UNCERTAINTIES

In March 2020, the World Health Organization declared the outbreak of COVID-19 to be a global pandemic. At that time, the University closed its dormitories and moved to an online learning platform for the remainder of the academic year, but returned in the Fall 2020 semester with a mixture of in person and online courses. The dormitory closure resulted in a decision to refund a pro-rated amount of housing fees and meal plans to students no longer living on campus. The funding source of these refunds was federal stimulus monies received by the University, as CARES Institutional Aid. As mentioned in the Management Discussion & Analysis HEERF II (CRRSAA) institutional aid funds of $607,186 were recorded in the current year due to loss of sports tickets sales revenues caused by the Pandemic.

NOTE 12 – RISK AND UNCERTAINTIES (Continued)

The University and the DSO's have also evaluated the impact of COVID-19 on their respective investments.

While it is reasonably possible the pandemic could have a negative impact on the fair value of their investments, the impact is not readily determinable as of the date of these financial statements. The financial statements do not contain any adjustment that might result from the outcome of this uncertainty.

The University and the DSO's are continually monitoring the potential impacts of the COVID-19 pandemic and its effects on the financial statements. The extent to which the COVID-19 pandemic impacts the operations going forward, including the participation in student athletic sporting events, will depend on numerous evolving factors, which cannot be reliably predicted.

ADDITIONAL INFORMATION

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SCHEDULE OF REVENUES
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020
UNAUDITED

	2021	2020
Operating revenues		
Student athletic fees	$ 5,393,989	$ 5,402,470
Direct institutional support		
Administrative overhead fee support	1,459,349	2,266,045
Athletic matriculation	691,579	584,769
Out of state fee waivers	966,760	795,974
University scholarship support	42,000	43,000
Total direct institutional support	3,159,688	3,689,788
Sales and services of auxiliary enterprises		
Ticket sales	15,878	291,220
Surcharge on admissions	1,191	21,842
Total sales and services of auxiliary enterprises	17,069	313,062
Other operating revenue		
Awards	-	3,500
Booster contributions--UWF Foundation	506,455	409,453
Field and facility rentals	7,533	4,965
Fundraising	10,579	8,276
Game guarantees	800	-
NCAA & conference distribution/reimbursements	81,839	129,606
Program sales/concessions/novelty sales	25,350	34,765
Royalties/advertisements/sponsorships	130,725	248,290
Sports camps	11,342	40,117
Tournament entry/cancellation fees/banquet fees	1,700	16,043
Other operating revenue--misc	74,005	55,861
Total other operating revenue	850,328	950,876
Total operating revenues	9,421,074	10,356,196
Nonoperating revenues		
Education and general	869,858	840,531
Capital contributions	26,481	45,377
Interest income	27,520	11,419
Other nonoperating revenue	612,684	-
Total nonoperating revenues	1,536,543	897,327
Total operating and nonoperating revenues	$ 10,957,617	$ 11,253,523

UNIVERSITY OF WEST FLORIDA
DEPARTMENT OF INTERCOLLEGIATE ATHLETICS
SCHEDULE OF EXPENSES
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020
UNAUDITED

	2021	2020
Operating expenses		
Personnel services		
Salary expenditures	$ 3,767,663	$ 3,915,932
Other personnel services	291,178	368,385
Total personnel services	4,058,841	4,284,317
Athletic scholarships	2,980,954	2,818,490
Other scholarships	91,968	119,126
Travel	440,018	869,545
Depreciation	112,419	100,730
Other operating expenses		
Direct facilities and maintenance	144,729	302,462
Dues and memberships	36,286	41,529
Equipment, uniforms, supplies	643,668	887,953
Fundraising, marketing and promotion	5,836	4,591
Game guarantees	-	24,253
Game officials	38,310	80,051
Insurance	95,512	100,312
Medical expenses and insurance	349,044	210,750
Other operating expenses--Misc	1,046,728	1,181,510
Total other operating expenses	2,360,113	2,833,411
Total operating expenses	$ 10,044,313	$ 11,025,619
Nonoperating expenses		
Nonoperating expenses	9,978	16,454
Total nonoperating expenses	9,978	16,454
Total operating and nonoperating expenses	$ 10,054,291	$ 11,042,073



INDEPENDENT AUDITORS' REPORT
ON INTERNAL CONTROL OVER FINANCIAL REPORTING
AND ON COMPLIANCE AND OTHER MATTERS BASED ON
AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Trustees,
University of West Florida:

We have audited in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States, the financial statements of the University of West Florida Department of Intercollegiate Athletics (the "Department") as of and for the year ended June 30, 2021, and related notes to the financial statements which collectively comprise the Department's basic financial statements and have issued our report thereon dated January 14, 2022.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Department's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Department's internal control. Accordingly, we do not express an opinion on the effectiveness of the Department's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Department's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

James Moore & Co., P.L.

Tallahassee, Florida
January 14, 2022

Local Option Sales Tax

353

Town of Century - Economic Development Initiative

(Place Holder)

33

Solid Waste Management
Fund 401

Keep Pensacola Beautiful

34

February 28, 2025

TO: Community Partners
RE: Requests for funding for Fiscal Year (FY) 2025

Dear Potential Funding Recipient:

Attached please find the Escambia County Community Partner Funding Request Application, which will be used for budget allocation purposes for the upcoming fiscal year.

The deadline to submit completed applications is Tuesday, April 1, 2025.

The application provides you with adequate space to list all your organization's sources of revenue and your major categories of expenditures. When preparing the requested narratives, a clear and concise response is appreciated. If you need more space, please reference the appropriate question for your answers on any additional documentation. This information does not take the place of the requirements of the Tourist Development Council for TDC grant recipients.

Applications must be submitted electronically. When submitting your application, please follow all instructions and fill out the questions clearly. There is **an application check list** to ensure all required documents are submitted. Please check each box to confirm all required documents are included with your new funding request application.

Escambia County is committed to making information accessible. As part of that effort, documents delivered to Escambia County as part of this project are to meet website guidelines for accessible design set forth by the U.S. Department of Justice under the Title II of the Americans with Disabilities Act (ADA) and web content accessibility guidelines. For this reason, please submit Word format documents if ADA guidelines cannot be met.

We look forward to learning how Escambia County may be able to support your organization to maximize outreach to the citizens of our great county!

Sincerely,

Stephan Hall

Stephan Hall
Finance Director
Escambia County

FISCAL YEAR 2025

ESCAMBIA COUNTY
AGENCY FUNDING REQUEST APPLICATION

All agencies requesting funding from Escambia County must submit the below-listed information and complete the attached form. Failure to submit all required information or to complete the form will remove your organization from consideration for funding. Please submit the completed application packet electronically to **Budget@myescambia.com**.

DEADLINE - Tuesday, April 1, 2025

ELIGIBILITY CRITERIA:

Organizations eligible to apply for funding must:

- Demonstrate funding received from sources other than local governments in an amount at least equal to the amount requested from Escambia County.
- Tax-exempt under Section 501(c)(3) of the Internal Revenue Code, independent of a financial sponsor (local affiliates may apply under the 501(c)(3) of the national organization).
- Located in and serve residents of Escambia County.
- Provide at least 3 full years (36 months) of independently prepared, audited or reviewed financial statements or tax returns, unless organization was formed within the last 3 years.
- Not a recipient of Community Partner funding for more than 3 fiscal years unless the organization serves a government purpose OR for years 4 and beyond, funding must reduce at rate of at least 5% per year.
- The Board of County Commissioners retains the right to waive the eligibility criteria.

APPLICANTS SHOULD:

- Explain why receiving funding would have an especially significant impact on their organization.
- Have a mission and programs or services that serves a governmental program or citizen focused mission.
- Submit a proposed budget where government funding does not exceed 50% of annual operating budget unless in first 3 years of operation or mandated by statutory or another regulatory requirement.
- Plan to expend funds within 12 months.

Funds may be provided for programs, services, necessary infrastructure or other initiatives that support the organization's core mission. **Funds will not be provided for:**

- debt reduction, operating deficits, interim or bridge funding or endowment funding,
- individuals or private foundations,
- activities that are religious or political in nature,
- fund drives, annual appeals, fundraising events or general capital campaigns, and
- salaries that do not directly impact the program unless mandated by statutory or regulatory requirement.

When submitting your completed application with all required documents, provide your documents in original Word format or a direct PDF of the Word document. **Please limit scanned documents as much as possible.**

APPLICATION CHECKLIST (Required)

- X Submit a fully completed Agency Funding Request Application
- X Submit a copy of your organization's current W-9
- X Submit the Letter of Determination from the IRS confirming your organization's federally tax-exempt status
- X Submit a copy of your organization's 2023 or 2024 tax return (Form 990 or 990-EZ with additional backup). You may submit a 2022 tax return along with explanation for late filing.
- X Submit a copy of your organization's most recent 3 years of financial statements, with audit if applicable. Updated financials may be requested by the County periodically including prior and subsequent to reward date.

GENERAL INFORMATION

Agency Name: __Keep Pensacola Beautiful Inc_____

Agency Address: ____P.O. Box 10278, Pensacola, FL 32524 _____

Program Name for which funding is being requested: _Keep Pensacola Beautiful County Assistance Program

Amount Requested: $__183,129_____

Program Contact: ___Charles Bare_____

Contact Email: _ceo@keeppensacolabeautiful.org_____
Contact Phone: (850) 375-0051

25-Word Description of Program: __Keep Pensacola Beautiful provides a variety of sanitation/education-related services to Escambia County which includes but is not limited to roadside litter removal_____

How many years has your organization been providing services in the County? _46_____

How many years has your organization received funding from the County? __24+_____

Explain how receiving funds from the County would have a significant impact on your organization: ___These funds allow Keep Pensacola Beautiful to perform vital services that directly tie-in to our non-profit mission and have environmental, economic and social benefits for the citizens of Escambia County._____

PRIOR YEAR FUNDING

(if none received, mark N/A and skip to next section)

Amount Received Last Year, if applicable: __$182,403_____

Briefly discuss how last year's funds were used? _Keep Pensacola Beautiful staff provided roadside litter removal services, assisted in neighborhood cleanups across the county, provided community members with an Adopt-A-Spot program, recycled single-use plastic bags, conducted educational programs and was available to support the county CRA cleanups and code enforcement with citation mitigation as needed._____

Briefly discuss the County's Return on Investment relative to last year's funding? In other words, what impact did your program have on the citizens of Escambia County? _At the time of this application, Keep Pensacola Beautiful has removed 58,234 pounds of roadside litter; collected 716 tires and 1398 cans of household chemicals or paint during County Neighborhood Cleanups; provided an Adopt-A-Spot program to community members who have picked up 2,250 pounds of trash, and put in 129 volunteer labor hours; collected over 100 single-use plastic bags for recycling; conducted youth educational programs; and provided fifteen cleanups generating over 250 volunteer hours._____

CURRENT YEAR REQUEST

Briefly discuss how the funding you are currently requesting will be used. What does your program do and why is it an asset to the County? _Keep Pensacola Beautiful will continue to provide high-quality litter removal services and the behind-the-scenes work that goes into supporting these efforts. These services include roadside litter removal services, neighborhood cleanup support, a community Adopt-A-Spot program focused primarily on litter in county parks, single-use plastic bag recycling, and CRA and Code Enforcement assistance as needed. We will also launch a Youth Ambassador program to engage Escambia High School students in our efforts across the county.

Is your program a governmental function or requirement? If a governmental request, please site regulatory/statutory requirement. Please explain: _Many of the services we provide, even if not completed by Keep Pensacola Beautiful, would still be the responsibility of the county to ensure a

clean, healthy community_____

SIMILAR/PARTNER ORGANIZATIONS

List any other public or private organizations/agencies that provide similar services and how have you partnered with those organizations in the area: _Keep Pensacola Beautiful works regularly with Escambia County Parks and Recreation, Escambia County Waste Services, Ocean Hour and other area non-profits, companies and organizations to carry out mission-related activities._____

Explain how you are the best partnering agency for your program. Please differentiate your program from a similar program. Keep Pensacola Beautiful brings extensive experience in delivering these services and has the infrastructure and resources needed to successfully complete the assigned tasks. With a strong commitment to maintaining a clean and beautiful community, Keep Pensacola Beautiful is dedicated to ensuring these efforts are carried out efficiently and effectively year after year.

FUNDING

Will these funds be used for salaries/administrative costs or direct programming costs? Please provide a breakdown by percentage within each category. *NOTE: Only salaries directly related to the approved program are eligible for funding.*

- Percentage for salaries/administrative costs: _____11___%
- Percentage for direct programming costs: _____89__%

If Escambia County funding can only fund a portion of your request, how will you offset the difference? _Keep Pensacola Beautiful will have to eliminate any services that are unfunded.

If the funding you are applying for can be used as a match for other funding, please provide the details below and include the amount and match ratio: _Some funding can be applied as a match for a grant from the Florida Department of Transportation. FDOT requires a dollar-for-dollar match._____

Is there a duplication of funding? Does your organization request funding from other local non-profit agencies? If so, list each agency you request funds from and the amount. Explain what those requested funds would be used for. Keep Pensacola Beautiful requests funding for our other events and annual programming, but there is no overlap for these particular services as these are unique to Escambia County. KPB does receive funds from other non-profit agencies but not for these specific program costs. In the current FY, we received $5,000 from the Surfing's Evolution and Preservation Foundation.

GOALS AND METRICS

Provide "Specific and Measurable" metrics in the following three sections:

1. Please complete the Agency Metrics Scorecard below by listing up to three primary goals that this program is targeting. For example, "reduce homelessness in Escambia County by "X"%." Provide three years of trends. If you are an Agency that received funding the prior year use the same metrics for consistent measurement. ALL agencies are required to fill out this template.

Goals & Metrics Scorecard	FY23	FY24	FY25	% Change
1. Pounds of roadside litter removed	31,852	61,850	58,234*	94%
2. Total Active Adopt-A-Spot Groups	45	51	20**	13%
3. Pounds of litter removed by Adopt-A-Spot groups	2,997	4,456	2,250*	49%

Percentage change numbers reflect FY24 vs FY23.
* All FY25 numbers are partial for roughly 6 months of the year.
** Adopt-A-Spot shifted during the 2024 year to remove the City from the program. FY24 number reflects the highest amount during the year, but it fell to 13 by the end of FY 24.

2. Please list the goal performance measure(s) by which your organization will measure the success of your program if funding is received. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months utilizing County funding."

Program Goals	FY26
1. Pounds of litter removed from County roadsides	60,000
2. Number of active Adopt-A-Spot groups	30

3. Pounds of litter removed from public spaces by Adopt-A-Spot groups	5,000

3. Please list the actual baseline statistics/agency metrics for the performance measure(s) as listed on the previous question on the application. Maximum of three. For example, "number of families successfully transitioned into permanent housing and stabilized for 6 months in previous fiscal year."

Baseline for Goals	FY25
1. Pounds of litter removed from County roadsides for the previous year (partial year)	58,234
2. Number of active Adopt-A-Spot groups (partial year)	20
3. Pounds of litter removed from public spaces by Adopt-A-Spot groups (partial year)	2,250

BUDGET

Please fill out the requested information in its entirety for the program for which you are requesting funding. It is not necessary to fill out information for the agency as a whole; only for the program for which funding is requested. If this is a new program, you are not required to complete the information for the previous budget year. Please add any additional income or expense sources to the table as necessary to complete your budget application. **Please round figures to the nearest whole dollar.**

INCOME TABLE			
	Most Recently Completed Budget Year - FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Contributions/Donations from Private Sources	$	$	$
Programmatic Income	$	$	$
County Funding/Direct Contribution	$ 88,318.60	$ 182,403	$ 183,129
County Funding by Other Source (a)	$	$	$
City Funding	$	$	$
Local Non-Profit Funding	$	$	$
State Funding	$	$	$
Federal Funding	$	$	$
Memberships	$	$	$
Investment Income	$	$	$
Other Income (b)	$	$	$
Total Income	$ 88,318.60	$ 182,403	$ 183,129
	$	$	$
	$	$	$

(a) Please explain by Fiscal Year any amount listed in "County Funding by Other Source" line item. (Example: Commissioner Discretionary funding, Sheriff's Office funding, etc.) _N/A_____

(b) Please explain by Fiscal Year any amount listed in the "Other Income" line item. _N/A___

EXPENSES TABLE			
	Most Recently Completed Budget Year FY 2024	Current Budget Year FY 2025	Proposed Budget Year FY 2026
Total Number of Staff	6		
Salaries and Wages	$ 57,826.08	$137,810	$135,784
Employee Benefits	$	$	$
Professional Services	$ 7,370.96	$ 3,647	$7,175
Contractual Services	$	$	$
Travel Expenses	$	$ 1,600	$
Rentals and Leases	$ 10,370.00	$ 9,564	$ 14,760
Communication	$	$	$
Postage and Freight	$	$	$
Repair and Maintenance	$ 227.20	$	$
Printing and Binding	$	$ 1,000	$ 500
Marketing and Promotion	$	$	$
Fuel	$ 10,611.57	$ 12,172	$ 150
Supplies	$ 1,912.79	$ 6,260	$ 2,410
Event Expenses	$	$	$
Capitalizable Assets for County Funding (a)	$	$	$
Other Expenses (b)	$	$ 10,350	$ 22,350
Total Expenses	$ 88,318.60	$ 182,403	$ 183,129
Net Income - (Revenue minus Expense)	$ 88,313.60	$ 182,403	$ 183,129

(a) Please explain any capitalizable assets (vehicles, land, or equipment) contained in your request. ___N/A_____

(b) Please explain any request listed in the "Other Expenses" line item. ____1) Worker's Compensation for % staff works on roadside litter: $3,000 2) Vehicle and trailer insurance for % vehicles used for roadside litter: $3,900. 3) Mileage for roadside litter and neighborhood cleanups: $15,450._____

BUDGET QUESTIONS

1. Does your agency run on Calendar Year, State Fiscal Year, or Fiscal Year? _FY_____
2. Please explain any discrepancies in the Expense Table and your agency's Financial Statements.___ The income and expenses tables are based on the program Keep Pensacola Beautiful County Assistance Program, but our financials are for the entire organization._____
3. Please explain any Net Income (Revenue less Expense) represented in the Expense Table above on the bottom row. What is the planned use for these left over/residual funds? ____N/A_____
4. Please list the salary of the top 5 employees, names and positions of your organization. If there are multiple agencies funded by or through your agency allocation, please add those employees to this list by agency.

Name	Position	Salary
Charles Bare	Chief Executive Officer	$68,970/yr
Matt Adams	Services Manager	$21/hr
Morgan Yannucci	Program Coordinator	$20/hr
Chris Cunico	Services Crew Member	$17/hr
David Wallace	Services Crew Member	$17/hr

5. Please provide the total amount of cash and investments on hand.
   $125,000
6. Does your organization charge fees for services? If so, provide a list of fees charged.
   No. We do not charge fees for our services.
7. Does your organization require background checks from volunteers and staff? Yes for staff. No for volunteers.

ECONOMIC DEVELOPMENT AGENCIES

If you are an economic development agency, please complete the below supplemental questions. If you are not an economic development agency, please mark N/A: N/A

1. What is your agency's Strategic Plan? N/A
2. How many jobs were created this year over last year by zip code? N/A
3. What is the net cost per job created? N/A

ADDITIONAL QUESTIONS (Economic Development)

1. What was done by your agency to address the "Pockets of Poverty"? N/A
2. Did your agency receive any grants? List the amount and a detailed use of the funds. N/A
3. Was there any increase in membership for the local chambers? N/A
4. What are your agency's statistics on business creation and minority businesses by zip code? N/A
5. Can we reduce the taxpayer subsidy? N/A

I hereby certify that the information provided above is a true and correct statement relating to the organization requesting funding named above.

Name

Chief Executive Officer 3/28/25

Title Date

Keep Pensacola Beautiful
Programs Proposal
FY 25/26
Total Requested: **$183,129**

Program Name: Roadside Litter and Tire Removal

Program Description: KPB assists Escambia County with the removal of roadside litter and illegally dumped debris 5-6 times per week utilizing KPB staff.

Program Goals:

- Spread roadside litter removal focus across all five county districts.
- Reduce amount of roadside litter on roadways.

Program Activities:

- Monitor problem areas throughout the week during routes that need attention during roadside litter days.
- Seek input from commissioners and citizens on locations in need of roadside litter removal
- Document amount of trash removed and the areas it came from.

Program Breakdown	Expense	Notes
Staff time	$119,834	Estimate for the year-25 hours/week x 4 employees at $21 per hour + payroll taxes
Worker's Compensation	$3,000	Estimate for year based on 30% of hours worked on roadside litter.
Vehicle Mileage	$14,400	Estimate based on approx. $1200/month for mileage.
Vehicle Insurance	$3,900	Estimate based on percentage of miles driven per month for roadside litter. ($325/month)
Trash Bags	$960	Estimate for 40 boxes in a year, 50 bags/box.
Latex Gloves	$80	Estimate for 20 boxes in a year, 100 gloves/box
High Visibility T-shirts	$400	Estimate 25 shirts in various sizes at $16/shirt
Waste Disposal Fees	$3,075	Avg fee-$200 for 20% dumpster rental. 150 tires at $4.50/tire disposal
Town Street and 300 W Leonard Rent	$14,760	$1000/month lease at Town Street and $200/month lease with Habitat for Humanity for vehicle and equipment storage
Chief Executive Officer administrative oversight	$2,100	Time spent processing data and submissions for funding. ($35/hour)
Employee Recruitment	$800	Advertising on Job sites
Total:	**$163,309**	

Program Name: Adopt-A-Spot

Program Description: KPB's Adopt-A-Spot program encourages community members to adopt a location within Escambia County and maintain it a minimum of once per quarter, or four times per year. Cleanup equipment is loaned at no cost and a recognition sign is installed at the site displaying the name of the group or individual.

Program Goals:

- To reduce the dependence on local government in the removal of litter through dedicated volunteer groups across the county.
- To increase the number of parks and public areas with an adopting group.

Program Activities:

- At sign up, volunteers pick a spot within Escambia County, KPB contracts with Pensacola Sign. The County or City installs the signs.
- Volunteers provide notice of scheduled cleanup and reserve supplies.
- Volunteers are required to turn in a data sheet and volunteer sign in sheet after each cleanup.
- KPB monitors each groups participation and sends reminders of deadlines, etc.

Program Objectives:

Objective 1: Sign up 20 additional local spots on top of current number by the end of the fiscal year.

Program Breakdown	**Expense**	**Notes**
Pensacola Sign	$3,300	$165 per sign x 20 signs
Staff Time	$2,400	Group Orientations and monitoring: $25 per hour, avg 8 hours per month
Total:	**$5,700**	

Program Name: Neighborhood Cleanup Assistance

Program Description: KPB employees assist County and CRA with neighborhood cleanups, removing curbside debris from designated area, once per month.

Program Goals:

- Continue to provide quality, professional service to the County.

Program Activities:

- KPB staff meets staff at cleanup staging area and gets an overview of area to be cleaned.
- KPB staff use KPB vehicle to assist in the removal of curbside debris.

Program Breakdown	Expense	Notes
Staff time	$2,520	2 hours per day, two staff members ($21/hr), 30 events per year
Fuel/Mileage	$1,050	Estimated 50 miles per event.
Total:	**$3,570**	

Program Name: Code Enforcement Assistance – As Needed

Program Description: KPB will provide assistance on an as-needed basis and upon the request of County Code Enforcement, to elderly or handicapped individuals within Escambia County who may be unable to take appropriate care of their property.

Program Breakdown	Expense	Notes
Staff Time	$380	Estimated 2 calls per year, 5 hours per call x $19.00/hour x 2 staff members
Fuel-Trucks & Power Equipment	$150	$50.00 x 3
Total:	**$530**	

Program Name: Youth Ambassador Program

Program Description: KPB previously created a youth advocacy council. For 25-26, we will be transitioning to a youth ambassador program. Recruitment will begin in summer 25. Participating students will be encouraged to learn about the environment around them and share our mission in their own neighborhoods. We will provide them with supplies to do community and neighborhood cleanups. We will also provide educational opportunities and internships with KPB.

Program Goals:

- To educate high school students to become advocates for a cleaner environment.
- To provide students with an opportunity to earn community service hours
- To enlist students in our efforts to clean up our county.

Program Activities:

- KPB staff will educate students on the role KPB plays in our community.
- KPB staff will provide support for youth advocacy council members who would like to conduct neighborhood and community cleanups.

Program Breakdown	Expense	Notes
Staff Time	$2,700	Est. 12 hours per month for 9 months x $25/hr
Educational Supplies	$250	
Total:	**$2,950**	

Program Name: K-8 Educational Programs

Program Description: KPB provides educational programs in local schools and for groups such as Girl Scouts utilizing curriculum provided by Keep America Beautiful and other affiliates. Educational activities include both classroom presentations and outdoor activities including beach and park cleanups. KPB continues to focus on expansion of these programs

Program Goals:

- To provide environmental education activities for K-8 students in Escambia County.
- To increase the number of annual educational activities
- To ensure that students across Escambia County have the opportunity to learn about environmental sustainability

Program Activities:

- KPB staff will communicate with area public and provide schools, homeschool groups and youth associations to ensure they are aware of educational opportunities
- KPB staff will enlist volunteers to expand the delivery of educational opportunities across the county

Program Breakdown	**Expense**	**Notes**
Staff Time	$2,250	Est. 10 hours per month for nine months x $25/hr
Printing	$500	Informational flyers and educational materials
Materials and Supplies	$500	Purchase of materials for educational lessons
Total:	**$3,250**	

Program Name: Group Cleanup Assistance

Program Description: Throughout the year, KPB hosts or provides resources for dozens of cleanups across the county. Businesses, organizations and individuals utilize our buckets, grabbers, trash bags and gloves on a weekly basis. In some cases, we have 4-5 groups per week conducting cleanups. We manage the cleanups to minimize duplication and ensure the areas of greatest need are addressed.

Program Goals:

- To encourage local organizations, businesses and individuals to clean up areas of the community.
- To provide adequate resources for groups who want to conduct cleanups in Escambia County.
- To increase the number of cleanups done in Escambia County

Program Activities:

- KPB staff will reach out to area businesses and organizations to make them aware of the free equipment checkout program
- KPB staff will provide resources to volunteer groups to conduct cleanups

- KPB staff will record data on cleanups conducted throughout the year

Program Breakdown	**Expense**	**Notes**
Staff Time	$3,600	Est. 12 hours per month for twelve months x $25/hr
Gloves	$40	Estimate for 10 boxes in a year, 100 gloves/box
Trash Bags	$180	10 boxes of 33 gallon trash bags (90 ct)
Total:	**$3,820**	

IRS Department of the Treasury
Internal Revenue Service
Cincinnati Service Center
CINCINNATI OH 45999-0038

In reply refer to: 0255877233
Feb. 13, 2020 LTR 4168C 0
59-1863230 000000 00
00018510
BODC: TE

KEEP PENSACOLA BEAUTIFUL INC
9 W BLOUNT ST
PENSACOLA FL 32501

014407

Employer ID number: 59-1863230
Form 990 required: Yes

Dear Taxpayer:

We're responding to your request dated Feb. 06, 2020, about your tax-exempt status.

We issued you a determination letter in December, 1979, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(03).

We also show you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at www.irs.gov/forms-pubs or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m.,

Form **W-9**
(Rev. March 2024)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See ***Specific Instructions*** on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

Keep Pensacola Beautiful Inc

2 Business name/disregarded entity name, if different from above.

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . .

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☑ Other (see instructions) **501(c)(3) Corporation**

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any)

(Applies to accounts maintained outside the United States.)

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . ☐

5 Address (number, street, and apt. or suite no.). See instructions.

P.O. Box 10278

Requester's name and address (optional)

6 City, state, and ZIP code

Pensacola, FL 32524

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			–			–				

or

Employer identification number

5	9	–	1	8	6	3	2	3	0

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here | **Signature of U.S. person** | **Date** 3/28/25

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Treasurer Report

Keep Pensacola Beautiful, Inc.
For the period ended September 30, 2024

Prepared on
October 28, 2024

For Board Member review only

Keep Pensacola Beautiful, Inc.

Statement of Financial Position

As of September 30, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Hancock 4118 - Operating	82,986.26
Hancock 6603 - Checking	1,348.09
Petty Cash	701.00
Total Bank Accounts	**$85,035.35**
Accounts Receivable	
Accounts Receivable	27,354.26
Total Accounts Receivable	**$27,354.26**
Total Current Assets	**$112,389.61**
Fixed Assets	
Accumulated Depreciation	-52,302.91
Office Equipment	2,257.49
Tools & Equipment	26,367.67
Trailers	4,086.00
Vehicles	124,438.63
Total Fixed Assets	**$104,846.88**
Other Assets	
Investment - Annuity	13,057.14
Prepaid Insurance	557.81
Prepaid Software	832.65
Security Deposits Asset	1,000.00
Total Other Assets	**$15,447.60**
TOTAL ASSETS	**$232,684.09**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	590.22
Total Accounts Payable	**$590.22**
Credit Cards	
Chase Ink #1357	11,436.42
Total Credit Cards	**$11,436.42**
Total Current Liabilities	**$12,026.64**
Total Liabilities	**$12,026.64**
Equity	
*Unrestricted Net Assets	203,784.34
Net Revenue	16,873.11
Total Equity	**$220,657.45**
TOTAL LIABILITIES AND EQUITY	**$232,684.09**

Keep Pensacola Beautiful, Inc.

Statement of Activity

October 2023 - September 2024

	TOTAL
Revenue	
Donations	22,045.43
Grants	19,093.13
In-Kind Donations	3,500.00
Programs	
Clean Team	14,660.56
Community Service Registration	105.00
Esc Co Parks & Rec Contract	169,869.85
Escambia County Allocation	88,318.60
Total Programs	**272,954.01**
Sponsorships	25,765.00
Total Revenue	**$343,357.57**
GROSS PROFIT	**$343,357.57**
Expenditures	
Advertisting & Marketing	796.92
Auto Expenses - Fuel	11,776.74
Bank Fees	275.03
Depreciation Expense	17,640.00
Dues & Subscriptions	499.99
Equipment Expenses	210.02
Event Expenses	100.00
Insurance	26,847.15
IT & Software Expense	12,057.72
Job Advertising	334.89
License & Registration	260.50
Meals & Entertainment	154.13
Office Expense	190.87
Parking Fees	9.75
Payment Processing Fees	129.81
Payroll Expenses	0.00
Management Wages	62,480.81
Payroll Processing Fees	2,557.87
Payroll Taxes	15,569.97
Payroll Wages	123,060.28
Total Payroll Expenses	**203,668.93**
Printing Expense	1,112.57
Professional Fees	1,237.50
QuickBooks Payments Fees	45.22
Rent Expense	12,111.07
Repair & Maintenance	1,978.21
Supplies & Materials	21,900.23
Travel Expense	959.15

Keep Pensacola Beautiful, Inc.

Statement of Activity

October 2023 - September 2024

	TOTAL
Uniform Expense	547.20
Utilities Expense	1,413.05
Waste Disposal Expenses	11,532.48
Total Expenditures	**$327,789.13**
NET OPERATING REVENUE	**$15,568.44**
Other Revenue	
Interest Income	0.09
Other Income	1,302.95
Refunds	1.63
Total Other Revenue	**$1,304.67**
NET OTHER REVENUE	**$1,304.67**
NET REVENUE	**$16,873.11**

Keep Pensacola Beautiful, Inc.

Statement of Activity by Class

October 2023 - September 2024

	ADMINISTRATIVE	FUNDRAISING	PROGRAMS	TOTAL
Revenue				
Donations		22,045.43		$22,045.43
Grants		16,593.13	2,500.00	$19,093.13
In-Kind Donations		3,500.00		$3,500.00
Programs				$0.00
Clean Team			14,660.56	$14,660.56
Community Service Registration			105.00	$105.00
Esc Co Parks & Rec Contract			169,869.85	$169,869.85
Escambia County Allocation			88,318.60	$88,318.60
Total Programs			**272,954.01**	**$272,954.01**
Sponsorships		25,765.00		$25,765.00
Total Revenue	**$0.00**	**$67,903.56**	**$275,454.01**	**$343,357.57**
GROSS PROFIT	**$0.00**	**$67,903.56**	**$275,454.01**	**$343,357.57**
Expenditures				
Advertisting & Marketing	309.03	432.50	55.39	$796.92
Auto Expenses - Fuel			11,776.74	$11,776.74
Bank Fees	265.03	10.00		$275.03
Depreciation Expense			17,640.00	$17,640.00
Dues & Subscriptions	59.99		440.00	$499.99
Equipment Expenses			210.02	$210.02
Event Expenses			100.00	$100.00
Insurance	105.95		26,741.20	$26,847.15
IT & Software Expense	10,886.14		1,171.58	$12,057.72
Job Advertising			334.89	$334.89
License & Registration	260.50			$260.50
Meals & Entertainment	70.51		83.62	$154.13
Office Expense	144.30		46.57	$190.87
Parking Fees	2.50		7.25	$9.75
Payment Processing Fees	25.24	35.31	69.26	$129.81
Payroll Expenses			0.00	$0.00
Management Wages			62,480.81	$62,480.81
Payroll Processing Fees			2,557.87	$2,557.87
Payroll Taxes			15,569.97	$15,569.97
Payroll Wages			123,060.28	$123,060.28
Total Payroll Expenses			**203,668.93**	**$203,668.93**
Printing Expense			1,112.57	$1,112.57
Professional Fees	1,200.00		37.50	$1,237.50
QuickBooks Payments Fees	45.22			$45.22
Rent Expense			12,111.07	$12,111.07
Repair & Maintenance			1,978.21	$1,978.21
Supplies & Materials		3,370.87	18,529.36	$21,900.23
Travel Expense			959.15	$959.15

Keep Pensacola Beautiful, Inc.

Statement of Activity by Class

October 2023 - September 2024

	ADMINISTRATIVE	FUNDRAISING	PROGRAMS	TOTAL
Uniform Expense			547.20	$547.20
Utilities Expense	398.05		1,015.00	$1,413.05
Waste Disposal Expenses			11,532.48	$11,532.48
Total Expenditures	**$13,772.46**	**$3,848.68**	**$310,167.99**	**$327,789.13**
NET OPERATING REVENUE	**$ -13,772.46**	**$64,054.88**	**$ -34,713.98**	**$15,568.44**
Other Revenue				
Interest Income	0.09			$0.09
Other Income	1,283.65		19.30	$1,302.95
Refunds	0.00		1.63	$1.63
Total Other Revenue	**$1,283.74**	**$0.00**	**$20.93**	**$1,304.67**
NET OTHER REVENUE	**$1,283.74**	**$0.00**	**$20.93**	**$1,304.67**
NET REVENUE	**$ -12,488.72**	**$64,054.88**	**$ -34,693.05**	**$16,873.11**

Keep Pensacola Beautiful, Inc.

Statement of Financial Position

As of September 30, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Hancock 4118 - Operating	49,259.03
Hancock 4134 - Savings	3,305.88
Hancock 6603 - Endowment	1,050.43
Hancock 7098 - Building Fund	5,224.22
Petty Cash	701.00
Total Bank Accounts	**$59,540.56**
Accounts Receivable	
Accounts Receivable	21,247.96
Total Accounts Receivable	**$21,247.96**
Total Current Assets	**$80,788.52**
Fixed Assets	
Accumulated Depreciation	-39,232.72
Office Equipment	2,257.49
Tools & Equipment	26,367.67
Trailers	4,086.00
Vehicles	124,438.63
Total Fixed Assets	**$117,917.07**
Other Assets	
Investment - Annuity	13,057.14
Prepaid Software	832.61
Total Other Assets	**$13,889.75**
TOTAL ASSETS	**$212,595.34**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	3,712.26
Total Accounts Payable	**$3,712.26**
Credit Cards	
The First Bank #3788	9,668.55
Total Credit Cards	**$9,668.55**
Total Current Liabilities	**$13,380.81**
Total Liabilities	**$13,380.81**
Equity	
*Unrestricted Net Assets	101,174.02
Net Revenue	98,040.51
Total Equity	**$199,214.53**
TOTAL LIABILITIES AND EQUITY	**$212,595.34**

Keep Pensacola Beautiful, Inc.

Statement of Activity by Class

October 2022 - September 2023

	ADMINISTRATIVE	FUNDRAISING	PROGRAMS	TOTAL
Revenue				
Donations		42,008.23		$42,008.23
Fundraising Event Revenue				$0.00
Communi-Tee Cup Revenue		4,427.23		$4,427.23
Communi-Tee Cup Sponsorships		9,400.00		$9,400.00
Pieces Adrift Sponsorships		150.00		$150.00
Total Fundraising Event Revenue		**13,977.23**		**$13,977.23**
Grants		103,820.00		$103,820.00
Memberships		1,690.81		$1,690.81
Programs				$0.00
Adopt a Spot			826.39	$826.39
Clean Team			34,424.20	$34,424.20
Community Service Registration			493.17	$493.17
Esc Co Parks & Rec Contract			186,347.50	$186,347.50
Escambia County Allocation			89,935.94	$89,935.94
KPB Youth Advisory Council			75.00	$75.00
Total Programs			**312,102.20**	**$312,102.20**
Sponsorships		16,725.00		$16,725.00
Total Revenue	**$0.00**	**$178,221.27**	**$312,102.20**	**$490,323.47**
GROSS PROFIT	**$0.00**	**$178,221.27**	**$312,102.20**	**$490,323.47**
Expenditures				
Accounting Expense	2,600.00			$2,600.00
Adopt a Spot Expense			2,002.98	$2,002.98
Advertisting & Marketing	3,501.70		240.00	$3,741.70
Auto Expenses - Fuel	14.00		13,814.70	$13,828.70
Bank Fees	302.00			$302.00
Contract Labor			976.50	$976.50
Depreciation Expense			21,553.81	$21,553.81
Dues & Subscriptions	573.76		400.00	$973.76
Equipment Expenses			726.88	$726.88
Event Expenses			100.00	$100.00
Event - Food & Beverages		344.65	34.86	$379.51
Event - Other Direct Expenses		3,092.18		$3,092.18
Event - Rent/ Facility Costs		800.00		$800.00
Total Event Expenses		**4,236.83**	**134.86**	**$4,371.69**
Insurance	2,778.28		29,121.66	$31,899.94
IT & Software Expense	18,490.45	67.14	752.87	$19,310.46
Job Advertising	52.04		217.61	$269.65
License & Registration	223.78	75.50	337.80	$637.08
Meals & Entertainment	128.65	90.25	250.88	$469.78
Office Expense	2,448.95		64.77	$2,513.72
Office Supplies	110.67			$110.67

Keep Pensacola Beautiful, Inc.

Statement of Activity by Class

October 2022 - September 2023

	ADMINISTRATIVE	FUNDRAISING	PROGRAMS	TOTAL
Parking Fees	1.66		3.50	$5.16
Payment Processing Fees	593.25		3.25	$596.50
Payroll Expenses			0.00	$0.00
Management Wages			52,063.94	$52,063.94
Payroll Processing Fees			2,018.85	$2,018.85
Payroll Taxes			18,210.35	$18,210.35
Payroll Wages			160,277.20	$160,277.20
Total Payroll Expenses			**232,570.34**	**$232,570.34**
Printing Expense			1,083.50	$1,083.50
Professional Fees			10.75	$10.75
Rent Expense	7,680.00			$7,680.00
Repair & Maintenance	41.33	6,270.95	1,541.53	$7,853.81
Supplies & Materials	60.49	12,037.54	8,179.38	$20,277.41
Travel Expense	22.00			$22.00
Uniform Expense			1,288.06	$1,288.06
Utilities Expense	811.78			$811.78
Volunteer Expenses		1,038.49		$1,038.49
Waste Disposal Expenses			13,455.64	$13,455.64
Total Expenditures	**$40,434.79**	**$23,816.70**	**$328,731.27**	**$392,982.76**
NET OPERATING REVENUE	**$ -40,434.79**	**$154,404.57**	**$ -16,629.07**	**$97,340.71**
Other Revenue				
Gain/ Loss on Asset Sale			-494.43	$ -494.43
Gain/ Loss on Investments		-795.13		$ -795.13
Interest Income	0.12			$0.12
Other Income	25.00			$25.00
Refunds	827.00		1,137.24	$1,964.24
Total Other Revenue	**$852.12**	**$ -795.13**	**$642.81**	**$699.80**
NET OTHER REVENUE	**$852.12**	**$ -795.13**	**$642.81**	**$699.80**
NET REVENUE	**$ -39,582.67**	**$153,609.44**	**$ -15,986.26**	**$98,040.51**

Keep Pensacola Beautiful, Inc.

General Ledger

October 2022 - September 2023

DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
Hancock 4118 - Operating								
Beginning Balance								16,793.50
10/03/2022	Check	DM	No	Qgive			$205.62	16,587.88
10/04/2022	Check	DM	No	Gusto			$113.50	16,474.38
10/04/2022	Deposit		No		Deposit	$1,384.00		17,858.38
10/05/2022	Deposit		No	Square Inc	Deposit	$33.62		17,892.00
10/05/2022	Deposit		No	Stripe	Deposit	$148.92		18,040.92
10/05/2022	Check	DM	No	ICW Group			$707.67	17,333.25
10/06/2022	Check	DM	No	Gusto			$6,470.00	10,863.25
10/06/2022	Deposit		No	Stripe	Deposit	$44.67		10,907.92
10/06/2022	Check	DM	No	Gusto			$1,778.01	9,129.91
10/06/2022	Check	DM	No	Jetty IOT			$597.00	8,532.91
10/10/2022	Deposit		No	Escambia County Parks and Recreation	Deposit	$27,573.00		36,105.91
10/11/2022	Deposit		No	Stripe	Deposit	$9.21		36,115.12
10/12/2022	Check	50826	No	Philadelphia Insurance Companies			$745.70	35,369.42
10/13/2022	Check	DM	No	United Healthcare			$354.03	35,015.39
10/13/2022	Check	DM	No	Avidia Bank			$15.00	35,000.39
10/13/2022	Check	50828	No	Supreme Paper Supplies LLC			$440.60	34,559.79
10/14/2022	Check	50831	No	PTAC			$200.00	34,359.79
10/14/2022	Deposit		No			$925.00		35,284.79
10/14/2022	Deposit		No	Stripe	Deposit	$39.71		35,324.50
10/17/2022	Check	DM	No	Lifecycle Tax and Wealth Management			$325.00	34,999.50
10/17/2022	Check	825	No	Pensacola Sign & Graphics, Inc			$289.30	34,710.20
10/17/2022	Check	824	No	Pensacola Sign & Graphics, Inc			$336.60	34,373.60
10/17/2022	Check	50829	No	Pensacola Sign & Graphics, Inc			$22.50	34,351.10
10/19/2022	Deposit		No	Square Inc	Deposit	$33.62		34,384.72
10/19/2022	Deposit		No	Stripe	Deposit	$59.55		34,444.27
10/19/2022	Deposit		No		Deposit	$2,847.00		37,291.27
10/20/2022	Check	DM	No	Gusto			$1,496.82	35,794.45
10/20/2022	Check	50833	No	Idgroup			$825.89	34,968.56
10/20/2022	Check	50830	No	YourTEK Professionals			$129.99	34,838.57
10/20/2022	Check	DM	No	Gusto			$5,632.58	29,205.99
10/20/2022	Check	50827	No	YourTEK Professionals			$70.35	29,135.64
10/20/2022	Check	2021	No	Florida Dept of State			$52.50	29,083.14
10/21/2022	Check	DM	No	The First Credit Card			$2,000.00	27,083.14
10/21/2022	Deposit		No	Stripe	Deposit	$33.98		27,117.12
10/24/2022	Deposit		No	Stripe	Deposit	$39.71		27,156.83
10/25/2022	Check	DM	No	ICW Group	12 month Auto Policy; expense $200.87 per month		$2,410.50	24,746.33
10/25/2022	Check	DM	No	Cox Communications			$65.54	24,680.79
10/27/2022	Check	DM	No	Intuit			$17.80	24,662.99
10/27/2022	Check	DM	No	Avidia Bank			$15.00	24,647.99
10/30/2022	Check	50832	No	Spikes Printing Co			$90.00	24,557.99
10/31/2022	Deposit		No	The Wingman Foundation	Deposit	$500.00		25,057.99
10/31/2022	Deposit		No		Deposit	$200.00		25,257.99
11/01/2022	Expenditure		No		TAX 104915 GUSTO 110122		$24.72	25,233.27
11/01/2022	Expenditure		No		NET 104911 GUSTO 110122		$149.18	25,084.09
11/01/2022	Deposit		No		221101P2 Square Inc 110122	$33.62		25,117.71
11/01/2022	Deposit		No		TRANSFER STRIPE 110122	$44.67		25,162.38
11/02/2022	Payment		No	Watson Family Foundation		$825.00		25,987.38
11/02/2022	Expenditure		No		FEE 125380 GUSTO 110222		$113.50	25,873.88
11/03/2022	Deposit		No	UWF Historic Trust	DEPOSIT INTUIT 25791715 110322	$0.00		25,873.88
11/03/2022	Expenditure		No		TAX 139469 GUSTO 110322		$1,659.76	24,214.12
11/03/2022	Expenditure		No	Intuit	TRAN FEE INTUIT 05002755 110322		$29.18	24,184.94
11/03/2022	Expenditure		No		NET 139471 GUSTO 110322		$6,122.04	18,062.90
11/04/2022	Expenditure		No	Idgroup	SALE IDGROUP 110422		$825.89	17,237.01
11/04/2022	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 110422		$707.67	16,529.34
11/07/2022	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	15,932.34
11/07/2022	Deposit		No		B3KPKSHI3Y FACEBOOK PAYMENT 110722	$35.00		15,967.34
11/08/2022	Deposit		No		TRANSFER STRIPE 110822	$19.84		15,987.18
11/09/2022	Payment		No	Mahogany Mills Boat Ramp		$715.00		16,702.18
11/09/2022	Expenditure		No		INS. PREM. COLONIAL LIFE 110922		$120.94	16,581.24
11/09/2022	Expenditure		No		INS. PREM. COLONIAL LIFE 110922		$120.94	16,460.30

Keep Pensacola Beautiful, Inc.

General Ledger

October 2022 - September 2023

DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
11/09/2022	Payment		No	Perdido River Boat Ramp		$176.00		16,636.30
11/09/2022	Deposit		No		TRANSFER STRIPE 110922	$19.13		16,655.43
11/09/2022	Deposit		No		221109P2 Square Inc 110922	$38.45		16,693.88
11/09/2022	Check	50834	No	Supreme Paper Supplies LLC	DDA CHECK 0000050834		$485.25	16,208.63
11/10/2022	Expenditure		No	Avidia Bank	SETL AVIDIA BANK 111022		$15.00	16,193.63
11/10/2022	Check	50838	No	Greater Pensacola Chamber	DDA CHECK 0000050838		$345.00	15,848.63
11/10/2022	Expenditure		No		EDI PAYMTS UNITED HEALTHCAR 111022 022314004616806CTX		$354.03	15,494.60
11/15/2022	Check	50835	No		DDA CHECK 0000050835		$129.99	15,364.61
11/15/2022	Check	50836	No		DDA CHECK 0000050836		$70.35	15,294.26
11/15/2022	Check	50837	No	YourTEK Professionals	DDA CHECK 0000050837		$103.41	15,190.85
11/16/2022	Payment		No	Escambia County Allocation		$3,862.56		19,053.41
11/16/2022	Deposit		No	Bridget Kelly	TRANSFER STRIPE 111622	$4.96		19,058.37
11/16/2022	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 111622		$325.00	18,733.37
11/16/2022	Payment		No	Escambia County Allocation		$8,333.33		27,066.70
11/16/2022	Deposit		No	Exxon Mobil	EDI PAYMNT EXXONMOBIL0195 111622 022320005978700CTX	$1,000.00		28,066.70
11/17/2022	Deposit		No	Paul Landskroener	TRANSFER STRIPE 111722	$24.81		28,091.51
11/17/2022	Expenditure		No		TAX 397494 GUSTO 111722		$1,880.74	26,210.77
11/17/2022	Expenditure		No		NET 397492 GUSTO 111722		$7,322.85	18,887.92
11/21/2022	Journal Entry	22-18	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 112122		$2,000.00	16,887.92
11/21/2022	Deposit		No	Marilyn Oberhausen	TRANSFER STRIPE 112122	$23.97		16,911.89
11/21/2022	Deposit		No	Amazon Smile	AmazonSmil AMZNQYL2MH6E 112122	$44.53		16,956.42
11/23/2022	Check	50840	No	Supreme Paper Supplies LLC	DDA CHECK 0000050840		$407.70	16,548.72
11/23/2022	Deposit		No	Alejandro Leon	TRANSFER STRIPE 112322	$43.78		16,592.50
11/23/2022	Expenditure		No	Idgroup	SALE IDGROUP 112322		$19.99	16,572.51
11/25/2022	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 112522		$60.99	16,511.52
11/25/2022	Expenditure		No	Avidia Bank	SETL AVIDIA BANK 112522		$15.00	16,496.52
11/28/2022	Deposit		No	Alexis Allen	TRANSFER STRIPE 112822	$9.92		16,506.44
11/29/2022	Deposit		No		DEPOSIT	$50.00		16,556.44
11/30/2022	Payment		No	Escambia County Parks and Recreation		$12,680.00		29,236.44
11/30/2022	Payment		No	Innerarity Point Park		$1,719.00		30,955.44
12/01/2022	Expenditure		No		TAX 661564 GUSTO 120122		$1,966.48	28,988.96
12/01/2022	Expenditure		No	Waste Management	INTERNET WASTE MANAGEMENT 120122		$2,854.99	26,133.97
12/01/2022	Expenditure		No		NET 661560 GUSTO 120122		$7,724.10	18,409.87
12/01/2022	Deposit		No		TRANSFER STRIPE 120122	$109.17		18,519.04
12/02/2022	Check	50839	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050839		$472.60	18,046.44
12/02/2022	Expenditure		No	Gusto	FEE 715207 GUSTO 120222		$161.50	17,884.94
12/05/2022	Expenditure		No	Idgroup	SALE IDGROUP 120522		$825.88	17,059.06
12/06/2022	Deposit		No		DEPOSIT	$10,840.00		27,899.06
12/06/2022	Check	50845	No	Philadelphia Insurance Companies	DDA CHECK 0000050845		$730.27	27,168.79
12/06/2022	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	26,571.79
12/07/2022	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 120722		$707.67	25,864.12
12/07/2022	Deposit		No		TRANSFER STRIPE 120722	$19.84		25,883.96
12/07/2022	Deposit		No		221207P2 Square Inc 120722	$33.62		25,917.58
12/08/2022	Check	50843	No		DDA CHECK 0000050843		$70.35	25,847.23
12/08/2022	Deposit		No		TRANSFER STRIPE 120822	$9.21		25,856.44
12/09/2022	Check	50841	No	PTAC	DDA CHECK 0000050841		$140.00	25,716.44
12/09/2022	Deposit		No		TRANSFER STRIPE 120922	$48.89		25,765.33
12/09/2022	Check	50842	No		DDA CHECK 0000050842		$260.60	25,504.73
12/12/2022	Deposit		No		221212P2 Square Inc 121222	$144.60		25,649.33
12/12/2022	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 121222 022346002274237CTX		$354.03	25,295.30
12/13/2022	Expenditure		No	Intuit	VERIFYQBW INTUIT 121322		$0.44	25,294.86
12/13/2022	Deposit		No		VERIFYQBW INTUIT 121322	$0.22		25,295.08
12/13/2022	Deposit		No		VERIFYQBW INTUIT 121322	$0.22		25,295.30
12/14/2022	Expenditure		No		CHK ORDERS HARLAND CLARKE 121422		$34.61	25,260.69
12/15/2022	Expenditure		No		NET 929704 GUSTO 121522		$8,800.53	16,460.16
12/15/2022	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 121522		$120.94	16,339.22
12/15/2022	Expenditure		No		TAX 929698 GUSTO 121522		$2,317.18	14,022.04
12/16/2022	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 121622		$325.00	13,697.04
12/16/2022	Deposit		No		TRANSFER STRIPE 121622	$4.96		13,702.00
12/19/2022	Deposit		No		TRANSFER STRIPE 121922	$44.66		13,746.66
12/20/2022	Deposit		No		DEPOSIT	$611.00		14,357.66
12/20/2022	Payment		No	Escambia County Parks and Recreation		$11,931.00		26,288.66
12/20/2022	Payment		No	Innerarity Point Park		$1,623.00		27,911.66

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12/20/2022	Deposit		No		B3L1F7K40N FACEBOOK PAYMENT 122022	$65.00		27,976.66
12/21/2022	Journal Entry	22-17	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 122122		$2,500.00	25,476.66
12/21/2022	Deposit		No		TRANSFER STRIPE 122122	$151.50		25,628.16
12/22/2022	Expenditure		No	Avidia Bank	SETL AVIDIA BANK 122222		$15.00	25,613.16
12/27/2022	Check	50848	No	Philadelphia Insurance Companies	DDA CHECK 0000050848		$2,182.14	23,431.02
12/27/2022	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 122722		$60.99	23,370.03
12/27/2022	Transfer		No		OLB XFER TO 4134		$1,000.00	22,370.03
12/28/2022	Deposit		No		TRANSFER STRIPE 122822	$9.92		22,379.95
12/29/2022	Deposit		No		TRANSFER STRIPE 122922	$2,005.55		24,385.50
12/29/2022	Expenditure		No		NET 168434 GUSTO 122922		$6,999.16	17,386.34
12/29/2022	Check	50847	No	Supreme Paper Supplies LLC	DDA CHECK 0000050847		$485.25	16,901.09
12/29/2022	Expenditure		No		TAX 168353 GUSTO 122922		$1,840.62	15,060.47
12/30/2022	Deposit		No		Loren Lazear Donation for the (Bay Area Printing) Step-N-Repeat banner	$1,140.00		16,200.47
12/30/2022	Check	50850	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050850		$48.66	16,151.81
01/01/2023	Expenditure		No				$160.00	15,991.81
01/03/2023	Check	50846	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050846		$22.50	15,969.31
01/03/2023	Deposit		No	Stripe	TRANSFER STRIPE 010323	$9.92		15,979.23
01/04/2023	Deposit		No	Stripe	TRANSFER STRIPE 010423	$148.07		16,127.30
01/04/2023	Deposit		No		Donations/ CS Registration	$85.00		16,212.30
01/04/2023	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 010423		$707.67	15,504.63
01/04/2023	Expenditure		No	Gusto	FEE 317865 GUSTO 010423		$220.99	15,283.64
01/04/2023	Expenditure		No		TAX 317952 GUSTO 010423		$47.23	15,236.41
01/05/2023	Deposit		No		TRANSFER STRIPE 010523	$531.15		15,767.56
01/05/2023	Deposit		No		Mahogany Mills & Perdido Boat Ramp Deposit	$770.00		16,537.56
01/05/2023	Expenditure		No		SETL AVIDIA BANK 010523		$15.00	16,522.56
01/05/2023	Check	50854	No	YourTEK Professionals	DDA CHECK 0000050854		$70.35	16,452.21
01/05/2023	Check	50853	No	YourTEK Professionals	DDA CHECK 0000050853		$129.99	16,322.22
01/06/2023	Deposit		No		Holiday Builders	$507.50		16,829.72
01/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	16,232.72
01/09/2023	Deposit		No	Stripe	TRANSFER STRIPE 010923	$79.41		16,312.13
01/10/2023	Check	2022	No		DDA CHECK 0000002022		$248.88	16,063.25
01/10/2023	Deposit		No	Stripe	TRANSFER STRIPE 011023	$9.21		16,072.46
01/10/2023	Expenditure		No	Idgroup	SALE IDGROUP 011023		$19.99	16,052.47
01/11/2023	Check	2024	No	Waste Management	DDA CHECK 0000002024		$883.86	15,168.61
01/11/2023	Deposit		No	Stripe	TRANSFER STRIPE 011123	$158.83		15,327.44
01/11/2023	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 011123 023011000059591CTX		$371.00	14,956.44
01/11/2023	Check	50855	No	Supreme Paper Supplies LLC	DDA CHECK 0000050855		$407.70	14,548.74
01/12/2023	Expenditure		No		NET 458708 GUSTO 011223		$7,216.69	7,332.05
01/12/2023	Check	2023	No	Waste Management	DDA CHECK 0000002023		$45.73	7,286.32
01/12/2023	Expenditure		No		TAX 458727 GUSTO 011223		$2,002.16	5,284.16
01/12/2023	Journal Entry	22-16	No		Credit Card Payment: PAYMENT THANK YOU INTERNET; 00000;		$1,000.00	4,284.16
01/12/2023	Expenditure		No		INS. PREM. COLONIAL LIFE 011223		$181.41	4,102.75
01/12/2023	Deposit		No			$535.00		4,637.75
01/13/2023	Check	50852	No	FDOT	DDA CHECK 0000050852		$3.50	4,634.25
01/13/2023	Deposit		No	Stripe	TRANSFER STRIPE 011323	$87.09		4,721.34
01/13/2023	Expenditure		No	Aris Insurance	Non Profit Management Liability Coverage Parts 01/23/2023 01/23/2024		$787.36	3,933.98
01/17/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 011723		$325.00	3,608.98
01/17/2023	Deposit		No	Stripe	TRANSFER STRIPE 011723	$54.59		3,663.57
01/17/2023	Check	50851	No	Spikes Printing Co	DDA CHECK 0000050851		$90.00	3,573.57
01/17/2023	Check	50856	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050856		$91.44	3,482.13
01/18/2023	Deposit		No	Stripe	TRANSFER STRIPE 011823	$29.78		3,511.91
01/18/2023	Deposit		No			$1,095.10		4,607.01
01/19/2023	Expenditure		No		SETL AVIDIA BANK 011923		$6.25	4,600.76
01/19/2023	Deposit		No	Stripe	TRANSFER STRIPE 011923	$372.92		4,973.68
01/20/2023	Deposit		No		County Payment	$20,940.85		25,914.53
01/20/2023	Deposit		No		TRANSFER STRIPE 012023	$505.05		26,419.58
01/23/2023	Deposit		No	Square Inc	230123P2 Square Inc 012323	$6.72		26,426.30
01/23/2023	Deposit		No	Stripe	TRANSFER STRIPE 012323	$99.28		26,525.58
01/23/2023	Check	50849	No	Spikes Printing Co	DDA CHECK 0000050849		$72.50	26,453.08
01/23/2023	Journal Entry	22-24	No		Credit Card Payment: PAYMENT THANK YOU INTERNET; 00000;		$3,000.00	23,453.08
01/23/2023	Journal Entry	22-25	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;		$3,000.00	20,453.08
01/23/2023	Deposit		No			$2,090.00		22,543.08
01/23/2023	Transfer		No		OLB XFER FROM 4118		$1,000.00	21,543.08
01/24/2023	Deposit		No	Stripe	TRANSFER STRIPE 012423	$123.25		21,666.33

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01/25/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 012523		$60.99	21,605.34
01/25/2023	Deposit		No	Stripe	TRANSFER STRIPE 012523	$69.48		21,674.82
01/26/2023	Expenditure		No		TAX 719044 GUSTO 012623		$2,209.27	19,465.55
01/26/2023	Expenditure		No		NET 719045 GUSTO 012623		$7,782.64	11,682.91
01/26/2023	Deposit		No	Stripe	TRANSFER STRIPE 012623	$59.56		11,742.47
01/30/2023	Expenditure		No		NET 785768 GUSTO 013023		$343.88	11,398.59
01/30/2023	Expenditure		No		TAX 785704 GUSTO 013023		$68.11	11,330.48
01/30/2023	Deposit		No	Stripe	TRANSFER STRIPE 013023	$43.78		11,374.26
01/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	11,356.26
01/31/2023	Expenditure		No	HI Touch Business Services	Branded Table Cloths		$295.00	11,061.26
01/31/2023	Deposit		No		TRANSFER STRIPE 013123	$144.60		11,205.86
02/01/2023	Deposit		No	Stripe	TRANSFER STRIPE 020123	$99.28		11,305.14
02/01/2023	Check	50861	No	Philadelphia Insurance Companies	DDA CHECK 0000050861		$1,348.27	9,956.87
02/02/2023	Expenditure		No		SETL AVIDIA BANK 020223		$6.25	9,950.62
02/02/2023	Deposit		No		County Payment	$13,986.50		23,937.12
02/02/2023	Check	50859	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050859		$38.60	23,898.52
02/03/2023	Deposit		No	Stripe	TRANSFER STRIPE 020323	$198.56		24,097.08
02/06/2023	Check	50862	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050862		$121.00	23,976.08
02/06/2023	Deposit		No	Stripe	TRANSFER STRIPE 020623	$168.75		24,144.83
02/06/2023	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 020623		$707.67	23,437.16
02/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	22,840.16
02/06/2023	Expenditure		No	Gusto	FEE 953610 GUSTO 020623		$220.99	22,619.17
02/06/2023	Check	50858	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050858		$98.50	22,520.67
02/07/2023	Deposit		No	Stripe	TRANSFER STRIPE 020723	$9.92		22,530.59
02/08/2023	Deposit		No	Stripe	TRANSFER STRIPE 020823	$173.71		22,704.30
02/08/2023	Check	50863	No	YourTEK Professionals	DDA CHECK 0000050863		$129.99	22,574.31
02/08/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 020823		$120.94	22,453.37
02/08/2023	Check	50857	No	YourTEK Professionals	DDA CHECK 0000050857		$70.35	22,383.02
02/08/2023	Deposit		No	Paradise Bingo		$200.00		22,583.02
02/09/2023	Expenditure		No	Gusto	NET 014837 GUSTO 020923		$7,915.66	14,667.36
02/09/2023	Expenditure		No	Gusto	TAX 014783 GUSTO 020923		$2,241.67	12,425.69
02/09/2023	Expenditure		No	Waste Management	INTERNET WASTE MANAGEMENT 020923		$1,111.86	11,313.83
02/09/2023	Deposit		No	Stripe	TRANSFER STRIPE 020923	$429.98		11,743.81
02/10/2023	Deposit		No	Amazon Smile	AmazonSmil AMZNO260EZ5Y 021023	$77.42		11,821.23
02/10/2023	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 021023 023041007858616CTX		$371.00	11,450.23
02/10/2023	Expenditure		No		NET 065057 GUSTO 021023		$1,292.72	10,157.51
02/10/2023	Check	50864	No	FDOT	DDA CHECK 0000050864		$6.00	10,151.51
02/10/2023	Deposit		No	Square Inc	230210P2 Square Inc 021023	$449.75		10,601.26
02/10/2023	Deposit		No	Stripe	TRANSFER STRIPE 021023	$158.84		10,760.10
02/10/2023	Expenditure		No		TAX 065018 GUSTO 021023		$362.88	10,397.22
02/13/2023	Deposit		No	Stripe	TRANSFER STRIPE 021323	$173.72		10,570.94
02/13/2023	Check	2026	No	Div. of Alcoholic Beverages and Tabacco	DDA CHECK 0000002026		$25.00	10,545.94
02/13/2023	Check	2025	No	Div. of Alcoholic Beverages and Tabacco	DDA CHECK 0000002025		$25.00	10,520.94
02/14/2023	Deposit		No	Stripe	TRANSFER STRIPE 021423	$43.90		10,564.84
02/14/2023	Check	50860	No	Spikes Printing Co	DDA CHECK 0000050860		$24.00	10,540.84
02/15/2023	Deposit		No			$14,979.00		25,519.84
02/15/2023	Deposit		No			$17,154.59		42,674.43
02/15/2023	Deposit		No			$898.00		43,572.43
02/15/2023	Check	50866	No	Supreme Paper Supplies LLC	DDA CHECK 0000050866		$407.70	43,164.73
02/16/2023	Journal Entry	22-23	No		Credit Card Payment: INTERNET PAYMENT THANK YOU INTERNET; 00000;		$2,000.00	41,164.73
02/16/2023	Deposit		No	Stripe	TRANSFER STRIPE 021623	$4.96		41,169.69
02/16/2023	Expenditure		No		SETL AVIDIA BANK 021623		$6.25	41,163.44
02/16/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 021623		$325.00	40,838.44
02/17/2023	Deposit		No	Stripe	TRANSFER STRIPE 021723	$24.81		40,863.25
02/18/2023	Bill Payment (Check)	Check 50868	No	Pensacola Sign & Graphics, Inc			$329.16	40,534.09
02/20/2023	Check	50867	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050867		$47.54	40,486.55
02/21/2023	Deposit		No	United Way of the National Capital Area		$169.94		40,656.49
02/21/2023	Deposit		No	Paradise Bingo		$200.00		40,856.49
02/21/2023	Deposit		No	YourTEK Professionals, Inc.		$300.00		41,156.49

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02/21/2023	Deposit		No	Apex Shows and Events		$224.59		41,381.08
02/21/2023	Deposit		No	Pensacola Sports		$1,000.00		42,381.08
02/21/2023	Journal Entry	22-22	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;		$3,000.00	39,381.08
02/21/2023	Deposit		No	Apex Shows and Events		$1,202.00		40,583.08
02/21/2023	Deposit		No	United Way of the National Capital Area		$147.24		40,730.32
02/21/2023	Deposit		No	Legal Services of North Florida, Inc	Duplicate Deposit - bank error	$546.00		41,276.32
02/21/2023	Deposit		No	Stripe	TRANSFER STRIPE 022123	$44.67		41,320.99
02/22/2023	Expenditure		No		SETL AVIDIA BANK 022223		$3.12	41,317.87
02/23/2023	Check	2030	No	The Lewis Bear Company			$1,609.16	39,708.71
02/23/2023	Expenditure		No	Gusto	NET 280651 GUSTO 022323		$8,480.80	31,227.91
02/23/2023	Expenditure		No	Christie Sachse	CND 280760 GUSTO 022323		$22.50	31,205.41
02/23/2023	Expenditure		No	Gusto	TAX 280653 GUSTO 022323		$2,482.32	28,723.09
02/23/2023	Expenditure		No	Gusto	TAX 280664 GUSTO 022323		$112.05	28,611.04
02/23/2023	Expenditure		No	Gusto	NET 280647 GUSTO 022323		$200.00	28,411.04
02/23/2023	Deposit		No			$841.50		29,252.54
02/23/2023	Deposit		No	Apex Shows and Events		$3,060.79		32,313.33
02/24/2023	Expenditure		No	Legal Services of North Florida, Inc	Duplicate Deposit - bank error		$546.00	31,767.33
02/24/2023	Expenditure		No	Hancock Whitney Bank	RETURN DEPOSIT ITEM FE		$9.00	31,758.33
02/24/2023	Deposit		No	Morgan Stanley - Bob Olliff		$500.00		32,258.33
02/27/2023	Deposit		No	Square Inc	230227P2 Square Inc 022723	$36.15		32,294.48
02/27/2023	Deposit		No	Stripe	TRANSFER STRIPE 022723	$9.92		32,304.40
02/27/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 022723		$60.99	32,243.41
02/28/2023	Deposit		No	Stripe	TRANSFER STRIPE 022823	$114.15		32,357.56
03/01/2023	Deposit		No	Target Corporation c/o CyberGrants, LLC		$65.00		32,422.56
03/01/2023	Expenditure		No		CHK ORDERS HARLAND CLARKE 030123		$12.98	32,409.58
03/01/2023	Check	50865	No	Philadelphia Insurance Companies	DDA CHECK 0000050865		$1,720.43	30,689.15
03/02/2023	Expenditure		No	Gusto	FEE 460566 GUSTO 030223		$232.99	30,456.16
03/02/2023	Deposit		No	Apex Shows and Events		$1,334.00		31,790.16
03/02/2023	Bill Payment (Check)	50870	No	YourTEK Professionals			$200.34	31,589.82
03/02/2023	Bill Payment (Check)	50869	No	Supreme Paper Supplies LLC			$511.10	31,078.72
03/02/2023	Bill Payment (Check)	50871	No	Award Masters Inc			$62.19	31,016.53
03/03/2023	Deposit		No	Square Inc	230303P2 Square Inc 030323	$36.15		31,052.68
03/06/2023	Expenditure		No	Jetty IOT			$597.00	30,455.68
03/06/2023	Deposit		No			$575.00		31,030.68
03/06/2023	Deposit		No	Square Inc	230306P2 Square Inc 030623	$31.07		31,061.75
03/06/2023	Deposit		No	Stripe	TRANSFER STRIPE 030623	$9.92		31,071.67
03/07/2023	Deposit		No	Stripe	TRANSFER STRIPE 030723	$59.55		31,131.22
03/08/2023	Deposit		No	Stripe	TRANSFER STRIPE 030823	$24.80		31,156.02
03/08/2023	Expenditure		No	Gusto	TAX 580156 GUSTO 030823		$219.31	30,936.71
03/08/2023	Expenditure		No	Christie Sachse	CND 580252 GUSTO 030823		$540.00	30,396.71
03/08/2023	Expenditure		No	Gusto	NET 580149 GUSTO 030823		$400.00	29,996.71
03/09/2023	Deposit		No	Rebellaires Inc, Chad Leidner		$524.00		30,520.71
03/09/2023	Deposit		No			$140.00		30,660.71
03/09/2023	Deposit		No	Stripe	TRANSFER STRIPE 030923	$9.92		30,670.63
03/09/2023	Expenditure		No		TAX 591070 GUSTO 030923		$2,203.40	28,467.23
03/09/2023	Expenditure		No		NET 590770 GUSTO 030923		$7,373.50	21,093.73
03/09/2023	Bill Payment (Check)	Check #50872	No	Spikes Printing Co			$523.00	20,570.73
03/09/2023	Deposit		No	Hill-Kelly Jeep Ram		$247.00		20,817.73
03/09/2023	Deposit		No	Karin Garvin Law		$250.00		21,067.73
03/09/2023	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 030923		$707.67	20,360.06
03/10/2023	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 031023 023069005791260CTX		$371.00	19,989.06
03/10/2023	Check	2028	No	Karin Garvin Law	Karin Garvin CTC wine reimbursement		$67.96	19,921.10
03/10/2023	Check	2027	No	Karin Garvin Law	Karin Garvin CTC reimbursement		$74.87	19,846.23
03/13/2023	Deposit		No	Square Inc	230313P2 Square Inc 031323	$0.87		19,847.10
03/13/2023	Deposit		No	Stripe	TRANSFER STRIPE 031323	$24.80		19,871.90
03/14/2023	Bill Payment (Check)	Check #50878	No	HI Touch Business Services			$928.80	18,943.10
03/14/2023	Bill Payment (Check)	Check #50879	No	Supreme Paper Supplies LLC			$511.10	18,432.00
03/14/2023	Bill Payment (Check)	50878	No	Express Oil Change			$68.99	18,363.01

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
03/15/2023	Deposit		No	Tom & Sandra Mosher		$25.00		18,388.01
03/15/2023	Payment	EFT	No	Escambia County Allocation		$14,602.32		32,990.33
03/15/2023	Expenditure	8408662-2643-3	No	Waste Management			$883.86	32,106.47
03/15/2023	Deposit		No	Donna F Cahill		$50.00		32,156.47
03/15/2023	Deposit		No	Ron Jon Worldwide, Inc		$6,000.00		38,156.47
03/16/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 031623		$325.00	37,831.47
03/16/2023	Deposit		No	Stripe	TRANSFER STRIPE 031623	$4.96		37,836.43
03/16/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 031623		$120.94	37,715.49
03/17/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 031723	$24.81		37,740.30
03/17/2023	Expenditure	EFT	No	Godaddy.com			$42.34	37,697.96
03/17/2023	Deposit		No	Target Corporation c/o CyberGrants, LLC		$50.00		37,747.96
03/21/2023	Journal Entry	22-21	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 032123		$3,000.00	34,747.96
03/21/2023	Bill Payment (Check)	Check #50877	No	Escambia County Waste Services (vendor)			$186.97	34,560.99
03/22/2023	Expenditure		No	Gusto	NET 874477 GUSTO 032223		$400.00	34,160.99
03/22/2023	Expenditure		No	Gusto	TAX 870309 GUSTO 032223		$212.09	33,948.90
03/22/2023	Expenditure		No	Gusto	CND 874572 GUSTO 032223		$247.50	33,701.40
03/22/2023	Deposit		No			$748.00		34,449.40
03/23/2023	Deposit		No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA		$150.00		34,599.40
03/23/2023	Expenditure		No	Gusto	NET 884590 GUSTO 032323		$5,168.85	29,430.55
03/23/2023	Expenditure		No	Gusto	TAX 884637 GUSTO 032323		$1,405.70	28,024.85
03/23/2023	Expenditure	250000513315	No	ICW Group			$707.67	27,317.18
03/23/2023	Deposit		No	Paradise Bingo		$200.00		27,517.18
03/24/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 032423		$60.99	27,456.19
03/27/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 032723	$9.92		27,466.11
03/28/2023	Deposit		No			$2,091.20		29,557.31
03/30/2023	Bill Payment (Check)	50877	No	Supreme Paper Supplies LLC			$563.30	28,994.01
03/31/2023	Expenditure		No	Hancock Whitney Bank	RETURN DEPOSIT ITEM FE		$9.00	28,985.01
03/31/2023	Journal Entry	Bounced check	No		to record bounced check		$1,591.20	27,393.81
04/01/2023	Expenditure	8410643-2643-9	No	Waste Management			$883.86	26,509.95
04/03/2023	Deposit		No	Square Inc	230403P2 Square Inc 040323	$33.62		26,543.57
04/03/2023	Expenditure		No	Florida Dept of Revenue	C01 FLA DEPT REVENUE 040323		$5.03	26,538.54
04/04/2023	Payment	67828	No	Pensacola Habitat for Humanity		$270.00		26,808.54
04/04/2023	Deposit		No	4469 MH Charitable Group Inc Irrv Trus		$910.35		27,718.89
04/05/2023	Deposit		No			$12,738.00		40,456.89
04/05/2023	Expenditure		No	Gusto	CND 176474 GUSTO 040523		$112.50	40,344.39
04/05/2023	Expenditure		No	Gusto	TAX 176388 GUSTO 040523		$212.09	40,132.30
04/05/2023	Expenditure		No	Gusto	NET 176391 GUSTO 040523		$400.00	39,732.30
04/05/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 040523	$19.84		39,752.14
04/06/2023	Expenditure		No	Gusto	NET 190557 GUSTO 040623		$7,257.29	32,494.85
04/06/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		$10.00	32,484.85
04/06/2023	Expenditure		No	Gusto	TAX 190150 GUSTO 040623		$2,356.97	30,127.88
04/06/2023	Deposit		No	Vegan Food Fest	System-recorded deposit for QuickBooks Payments	$1,738.00		31,865.88
04/06/2023	Deposit		No		TRANSFER STRIPE 040623	$24.80		31,890.68
04/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	31,293.68
04/07/2023	Deposit		No	Gusto	Correction by Gusto	$20.02		31,313.70
04/07/2023	Deposit		No		230407P2 Square Inc 040723	$482.35		31,796.05
04/11/2023	Deposit		No		TRANSFER STRIPE 041123	$9.92		31,805.97
04/11/2023	Expenditure	2004670505	No	Philadelphia Insurance Companies			$886.63	30,919.34
04/11/2023	Expenditure	960695	No	Supreme Paper Supplies LLC			$287.49	30,631.85
04/11/2023	Expenditure		No	Escambia County Waste Services (vendor)			$156.92	30,474.93
04/12/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 041223		$87.08	30,387.85
04/12/2023	Deposit		No		TRANSFER STRIPE 041223	$24.80		30,412.65
04/12/2023	Expenditure		No	Florida Dept of Revenue	overpayment from amended quarterly sales tax return, will be credit for future returns		$5.03	30,407.62
04/12/2023	Expenditure		No	Gusto	FEE 341452 GUSTO 041223		$147.00	30,260.62
04/14/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		$0.40	30,260.22
04/14/2023	Deposit		No	Paradise Bingo		$200.00		30,460.22
04/14/2023	Deposit		No	Powerful Women of the Gulf	System-recorded deposit for QuickBooks Payments	$40.00		30,500.22

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				Coast				
04/17/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 041723		$325.00	30,175.22
04/18/2023	Deposit		No		TRANSFER STRIPE 041823	$4.96		30,180.18
04/19/2023	Deposit		No		TRANSFER STRIPE 041923	$24.81		30,204.99
04/20/2023	Expenditure		No	Gusto	NET 531479 GUSTO 042023		$6,579.16	23,625.83
04/20/2023	Expenditure		No	Gusto	TAX 531492 GUSTO 042023		$2,077.44	21,548.39
04/21/2023	Journal Entry	22-20	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;		$3,000.00	18,548.39
04/25/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 042523		$60.99	18,487.40
04/26/2023	Deposit		No	Vegan Food Fest	System-recorded deposit for QuickBooks Payments	$1,600.20		20,087.60
04/26/2023	Deposit		No		TRANSFER STRIPE 042623	$9.92		20,097.52
04/26/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		$13.76	20,083.76
04/28/2023	Payment	8689	No	Pensacola Jazz Festival		$1,692.00		21,775.76
05/01/2023	Deposit		No	Stripe	TRANSFER STRIPE 050123	$49.63		21,825.39
05/01/2023	Expenditure	322578	No	Pensacola Sign & Graphics, Inc			$22.50	21,802.89
05/02/2023	Deposit		No	Stripe	TRANSFER STRIPE 050223	$9.92		21,812.81
05/02/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		$9.00	21,803.81
05/02/2023	Deposit		No	Amazon Smile	AmazonSmil AMZNRAXD6969 050223	$29.42		21,833.23
05/02/2023	Deposit		No	Apex Shows and Events	System-recorded deposit for QuickBooks Payments	$900.00		22,733.23
05/03/2023	Expenditure		No	Gusto	FEE 832923 GUSTO 050323		$147.00	22,586.23
05/03/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC			$376.21	22,210.02
05/04/2023	Deposit		No	Stripe	TRANSFER STRIPE 050423	$9.92		22,219.94
05/04/2023	Payment		No	Escambia County Allocation		$6,163.40		28,383.34
05/04/2023	Payment		No	Innerarity Point Park		$2,101.00		30,484.34
05/04/2023	Expenditure		No	Gusto	NET 846279 GUSTO 050423		$7,128.51	23,355.83
05/04/2023	Payment		No	Escambia County Parks and Recreation		$13,014.00		36,369.83
05/04/2023	Payment	121451	No	United Way of the National Capital Area		$123.56		36,493.39
05/04/2023	Expenditure		No	Gusto	TAX 846285 GUSTO 050423		$2,260.76	34,232.63
05/05/2023	Deposit		No	Stripe	TRANSFER STRIPE 050523	$9.92		34,242.55
05/08/2023	Payment	18100509952	No	The Blackbaud Giving Fund		$125.00		34,367.55
05/08/2023	Deposit		No	Stripe	TRANSFER STRIPE 050823	$9.92		34,377.47
05/08/2023	Payment		No	Paradise Bingo		$200.00		34,577.47
05/08/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	33,980.47
05/08/2023	Payment		No	Innerarity Point Park		$2,101.00		36,081.47
05/08/2023	Payment		No	Paradise Bingo		$200.00		36,281.47
05/09/2023	Bill Payment (Check)		No	YourTEK Professionals			$207.32	36,074.15
05/10/2023	Payment		No	Perdido River Boat Ramp		$198.00		36,272.15
05/10/2023	Deposit		No	Stripe	TRANSFER STRIPE 051023	$9.92		36,282.07
05/10/2023	Payment		No	Perdido River Boat Ramp		$176.00		36,458.07
05/10/2023	Payment		No	Mahogany Mills Boat Ramp		$1,001.00		37,459.07
05/10/2023	Payment		No	Mahogany Mills Boat Ramp		$715.00		38,174.07
05/11/2023	Deposit		No	Stripe	TRANSFER STRIPE 051123	$14.88		38,188.95
05/13/2023	Payment	18327	No	Big Brothers Big Sisters of NWFL		$984.00		39,172.95
05/15/2023	Deposit		No	Stripe	TRANSFER STRIPE 051523	$34.74		39,207.69
05/15/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 051523		$87.08	39,120.61
05/15/2023	Expenditure	964689	No	Supreme Paper Supplies LLC			$407.70	38,712.91
05/16/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 051623		$325.00	38,387.91
05/17/2023	Deposit		No	Stripe	TRANSFER STRIPE 051723	$29.77		38,417.68
05/17/2023	Expenditure		No	Waste Management	INTERNET WASTE MANAGEMENT 051723		$1,221.86	37,195.82
05/18/2023	Expenditure	2161	No	Christian Cass	Mr. Cass called to complain about not being called regarding CS work. He was belligerent and rude. Issued a refund check and asked him not to come back. Handwrote check from checkbook, check #2161		$35.00	37,160.82
05/18/2023	Expenditure		No	Gusto	NET 145677 GUSTO 051823		$6,312.96	30,847.86
05/18/2023	Expenditure		No	Gusto	TAX 145679 GUSTO 051823		$1,950.54	28,897.32
05/18/2023	Deposit		No	Amazon Smile	AmazonSmil AMZNABTLNH8J 051823	$58.29		28,955.61
05/18/2023	Expenditure	2162	No	Dewberry	Issued refund check to Dewberry because they were not able to place sign where Madison told them they could. Could not find a suitable replacement. Handwrote check #2162. Also returned Dewberry sign to them.		$40.00	28,915.61
05/18/2023	Expenditure		No	Stripe	TRANSFER STRIPE 051823		$18.04	28,897.57
05/19/2023	Payment	995001	No	Tall Ships America c/o The		$3,524.00		32,421.57

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				Marketing Bar				
05/22/2023	Expenditure		No	Cox Communications	we are in a long term contract with cox that requires us to pay $60.99 per month through the end of 2023.		$60.99	32,360.58
05/22/2023	Journal Entry	22-19	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 052223		$3,000.00	29,360.58
05/24/2023	Payment		No	Escambia County Allocation		$6,569.68		35,930.26
05/25/2023	Deposit		No	Stripe	TRANSFER STRIPE 052523	$9.92		35,940.18
05/26/2023	Check	50885	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050885		$96.40	35,843.78
05/31/2023	Expenditure		No	Florida Department of Agriculture and Consumer Services			$75.50	35,768.28
06/01/2023	Expenditure		No	Gusto	TAX 449991 GUSTO 060123		$2,158.39	33,609.89
06/01/2023	Expenditure		No	Gusto	NET 450058 GUSTO 060123		$6,350.31	27,259.58
06/01/2023	Expenditure	2163	No	Jordan Goon			$742.50	26,517.08
06/02/2023	Deposit		No	Stripe	TRANSFER STRIPE 060223	$34.74		26,551.82
06/02/2023	Payment		No	Escambia County Parks and Recreation		$13,506.00		40,057.82
06/06/2023	Deposit		No	Stripe	TRANSFER STRIPE 060623	$9.92		40,067.74
06/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722		$597.00	39,470.74
06/06/2023	Expenditure		No	Gusto	FEE 555505 GUSTO 060623		$147.00	39,323.74
06/07/2023	Deposit		No	Stripe	TRANSFER STRIPE 060723	$8.80		39,332.54
06/07/2023	Payment		No	Mike Marshall		$1,474.00		40,806.54
06/07/2023	Payment		No	Brown Barge Middle School		$1,000.00		41,806.54
06/08/2023	Payment		No	Escambia County Allocation		$7,872.95		49,679.49
06/09/2023	Deposit		No		TRANSFER STRIPE 060923	$9.92		49,689.41
06/09/2023	Payment	1455	No	Paradise Bingo		$200.00		49,889.41
06/13/2023	Deposit		No		TRANSFER STRIPE 061323	$14.88		49,904.29
06/14/2023	Bill Payment (Check)		No	Colonial Life			$105.48	49,798.81
06/14/2023	Bill Payment (Check)		No	Waste Management			$116.57	49,682.24
06/15/2023	Expenditure		No	Gusto	NET 746578 GUSTO 061523		$6,088.81	43,593.43
06/15/2023	Expenditure		No	Escambia County Waste Services (vendor)			$227.29	43,366.14
06/15/2023	Expenditure		No	Gusto	TAX 746602 GUSTO 061523		$2,169.91	41,196.23
06/15/2023	Check	2164	No	Florida Dept of State	Name change Our Corner to KPB		$35.00	41,161.23
06/15/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC			$379.90	40,781.33
06/16/2023	Deposit		No		TRANSFER STRIPE 061623	$4.96		40,786.29
06/17/2023	Expenditure	2165	No	Jordan Goon			$843.61	39,942.68
06/20/2023	Journal Entry	22-18	No		Credit Card Payment: INTERNET PAYMENT THANK YOU INTERNET; 00000;		$1,000.00	38,942.68
06/21/2023	Journal Entry	22-17	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 062123		$3,000.00	35,942.68
06/21/2023	Deposit		No		TRANSFER STRIPE 062123	$44.67		35,987.35
06/22/2023	Deposit		No		TRANSFER STRIPE 062223	$54.59		36,041.94
06/22/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC			$379.90	35,662.04
06/22/2023	Check		No	CIMA			$380.80	35,281.24
06/23/2023	Payment		No	Mahogany Mills Boat Ramp		$929.50		36,210.74
06/23/2023	Payment		No	Perdido River Boat Ramp		$198.00		36,408.74
06/27/2023	Deposit		No		TRANSFER STRIPE 062723	$9.92		36,418.66
06/29/2023	Expenditure	2166	No	Scott Lunsford - Escambia County Tax Collector			$312.80	36,105.86
06/29/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		$9.20	36,096.66
06/29/2023	Expenditure		No	Gusto	NET 988623 GUSTO 062923		$7,919.63	28,177.03
06/29/2023	Expenditure		No	Gusto	TAX 988655 GUSTO 062923		$2,457.16	25,719.87
06/29/2023	Deposit		No	The Watson Family Foundation, Inc	System-recorded deposit for QuickBooks Payments	$920.00		26,639.87
06/30/2023	Deposit		No		TRANSFER STRIPE 063023	$9.92		26,649.79
07/05/2023	Deposit		No		TRANSFER STRIPE 070523	$992.85		27,642.64
07/06/2023	Bill Payment (Check)		No	Jetty IOT			$597.00	27,045.64
07/06/2023	Deposit		No		TRANSFER STRIPE 070623	$9.92		27,055.56
07/06/2023	Payment		No	Escambia County Parks and Recreation		$14,435.00		41,490.56
07/06/2023	Deposit		No		Facebook Fundraiser for Father’s Day	$24.00		41,514.56
07/06/2023	Expenditure		No	Gusto	FEE 179791 GUSTO 070623		$135.00	41,379.56
07/06/2023	Payment		No	Innerarity Point Park		$2,101.00		43,480.56
07/06/2023	Payment		No	Target Corporation c/o		$50.00		43,530.56

Keep Pensacola Beautiful, Inc.

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				CyberGrants, LLC				
07/07/2023	Deposit		No		TRANSFER STRIPE 070723	$9.92		43,540.48
07/11/2023	Deposit		No		TRANSFER STRIPE 071123	$9.92		43,550.40
07/12/2023	Deposit		No		TRANSFER STRIPE 071223	$14.88		43,565.28
07/13/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC			$379.90	43,185.38
07/13/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 071323		$185.82	42,999.56
07/13/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC			$478.77	42,520.79
07/13/2023	Expenditure		No	Gusto	TAX 349916 GUSTO 071323		$2,072.85	40,447.94
07/13/2023	Expenditure		No	Gusto	NET 349923 GUSTO 071323		$6,611.76	33,836.18
07/14/2023	Deposit		No		TRANSFER STRIPE 071423	$44.67		33,880.85
07/14/2023	Bill Payment (Check)		No	ICW Group			$793.00	33,087.85
07/14/2023	Bill Payment (Check)		No	Waste Management			$443.55	32,644.30
07/18/2023	Deposit		No		TRANSFER STRIPE 071823	$4.96		32,649.26
07/19/2023	Payment		No	Escambia County Parks and Recreation		$13,301.50		45,950.76
07/20/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 072023		$121.98	45,828.78
07/21/2023	Journal Entry	22-16	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;		$3,000.00	42,828.78
07/24/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.		$10.00	42,818.78
07/24/2023	Deposit		No	Pensacola Chamber of Commerce	System-recorded deposit for QuickBooks Payments	$2,107.00		44,925.78
07/24/2023	Payment		No	Paradise Bingo		$200.00		45,125.78
07/26/2023	Payment		No	Escambia County Allocation		$8,142.15		53,267.93
07/26/2023	Deposit		No		TRANSFER STRIPE 072623	$9.92		53,277.85
07/27/2023	Expenditure		No	Gusto	TAX 675187 GUSTO 072723		$1,629.34	51,648.51
07/27/2023	Expenditure		No	Gusto	NET 675111 GUSTO 072723		$5,174.68	46,473.83
07/27/2023	Deposit		No		TRANSFER STRIPE 072723	$4.96		46,478.79
08/01/2023	Expenditure		No		Payment of David Cochran's remaining PTO NET 828274 GUSTO 080123		$684.71	45,794.08
08/01/2023	Payment		No	Target Circle		$1,148.27		46,942.35
08/01/2023	Payment		No	Target Corporation c/o CyberGrants, LLC		$60.00		47,002.35
08/01/2023	Expenditure		No		Final paycheck for hours worked for David Cochran TAX 828221 GUSTO 080123		$184.14	46,818.21
08/02/2023	Deposit		No		ACCTVERIFY INTUIT 080223	$0.21		46,818.42
08/02/2023	Deposit		No		ACCTVERIFY www.virtuous.org 080223	$0.22		46,818.64
08/02/2023	Deposit		No		ACCTVERIFY www.virtuous.org 080223	$0.04		46,818.68
08/02/2023	Deposit		No		ACCTVERIFY INTUIT 080223	$0.11		46,818.79
08/02/2023	Expenditure		No	Virtuous	ACCTVERIFY www.virtuous.org 080223		$0.26	46,818.53
08/02/2023	Expenditure		No	Intuit	ACCTVERIFY INTUIT 080223		$0.32	46,818.21
08/02/2023	Payment		No	Innerarity Point Park		$2,005.50		48,823.71
08/03/2023	Bill Payment (Check)		No	YourTEK Professionals			$49.37	48,774.34
08/03/2023	Bill Payment (Check)		No	Virtuous			$2,497.95	46,276.39
08/04/2023	Bill Payment (Check)		No	ICW Group			$793.52	45,482.87
08/04/2023	Expenditure		No	Gusto	FEE 936686 GUSTO 080423		$196.09	45,286.78
08/07/2023	Payment		No	Target Corporation c/o CyberGrants, LLC		$50.00		45,336.78
08/07/2023	Payment		No	Ronald McDonald House Charities of NWFL		$783.00		46,119.78
08/07/2023	Bill Payment (Check)		No	Escambia County Waste Services (vendor)			$209.24	45,910.54
08/07/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 080723		$597.00	45,313.54
08/08/2023	Bill Payment (Check)		No	Florida Department of Revenue			$50.00	45,263.54
08/09/2023	Deposit		No		Donation via Facebook B3L3HXYEOJ META PAYMENTS IN 080923	$25.00		45,288.54
08/10/2023	Payment		No	Escambia County Allocation		$1,018.86		46,307.40
08/10/2023	Bill Payment (Check)		No	Benjamin Robinson			$250.00	46,057.40
08/10/2023	Payment		No	Paradise Bingo		$200.00		46,257.40
08/11/2023	Expenditure		No	Gusto	NET 065170 GUSTO 081123		$4,634.22	41,623.18
08/11/2023	Expenditure		No	Gusto	TAX 065171 GUSTO 081123		$1,449.11	40,174.07
08/14/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 081423		$36.80	40,137.27
08/15/2023	Bill Payment		No	Waste Management			$666.86	39,470.41

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	(Check)							
08/21/2023	Credit Card Payment		No		WEB AUTOMTC; 00000;		$3,000.00	36,470.41
08/23/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC			$478.77	35,991.64
08/24/2023	Expenditure		No	Gusto	CND 342247 GUSTO 082423		$54.00	35,937.64
08/24/2023	Deposit		No		TRANSFER STRIPE 082423	$33.68		35,971.32
08/25/2023	Expenditure		No	Gusto	TAX 407785 GUSTO 082523		$1,454.13	34,517.19
08/25/2023	Expenditure		No	Gusto	NET 407784 GUSTO 082523		$4,676.69	29,840.50
08/30/2023	Payment		No	Perdido River Boat Ramp		$132.00		29,972.50
08/30/2023	Payment		No	Innerarity Point Park		$1,241.50		31,214.00
08/30/2023	Payment		No	Mahogany Mills Boat Ramp		$500.50		31,714.50
08/30/2023	Payment		No	Escambia County Parks and Recreation		$8,195.50		39,910.00
08/30/2023	Payment		No	Innerarity Point Park		$2,196.50		42,106.50
08/30/2023	Payment		No	Perdido River Boat Ramp		$176.00		42,282.50
08/30/2023	Payment		No	Mahogany Mills Boat Ramp		$1,072.50		43,355.00
08/30/2023	Payment		No	Escambia County Parks and Recreation		$14,530.00		57,885.00
08/30/2023	Payment		No	Perdido River Boat Ramp		$198.00		58,083.00
08/30/2023	Payment		No	Mahogany Mills Boat Ramp		$858.00		58,941.00
09/01/2023	Bill Payment (Check)		No	Philadelphia Insurance Companies			$4,914.98	54,026.02
09/05/2023	Bill Payment (Check)		No	Escambia County Waste Services (vendor)			$217.93	53,808.09
09/06/2023	Bill Payment (Check)		No	Jetty IOT			$597.00	53,211.09
09/06/2023	Expenditure		No	Gusto	FEE 646489 GUSTO 090623		$183.29	53,027.80
09/06/2023	Bill Payment (Check)		No	ICW Group			$647.56	52,380.24
09/07/2023	Payment		No	The Spirit Airlines Charitable Foundation		$20,000.00		72,380.24
09/07/2023	Payment		No	Surfing Evolution & Preservation Corp		$7,737.00		80,117.24
09/08/2023	Expenditure		No	Gusto	NET 735984 GUSTO 090823		$4,233.03	75,884.21
09/08/2023	Expenditure		No	Gusto	TAX 735818 GUSTO 090823		$1,372.11	74,512.10
09/08/2023	Credit Card Payment		No		WEB PYMT CARDMEMBER SERV 090823		$1,000.00	73,512.10
09/12/2023	Bill Payment (Check)		No	Cox Communications			$60.99	73,451.11
09/12/2023	Bill Payment (Check)		No	YourTEK Professionals			$49.37	73,401.74
09/12/2023	Bill Payment (Check)		No	Cox Communications			$60.99	73,340.75
09/13/2023	Payment		No	United Way of the National Capital Area		$114.56		73,455.31
09/14/2023	Bill Payment (Check)		No	Waste Management			$897.36	72,557.95
09/18/2023	Payment		No	Paradise Bingo		$200.00		72,757.95
09/18/2023	Deposit		No			$0.00		72,757.95
09/18/2023	Expenditure	2020 Chevy Purchase	No	Sandy Sansing Chevrolet	Purchase of 2020 Chevrolet Silverado, KPB portion. Impact 100 paid the remainder.		$18,999.96	53,757.99
09/18/2023	Credit Card Payment		No		INTERNET PAYMENT THANK YOU INTERNET; 00000;		$4,737.00	49,020.99
09/22/2023	Bill Payment (Check)		No	Philadelphia Insurance Companies			$1,154.96	47,866.03
09/22/2023	Expenditure		No	Gusto	NET 079553 GUSTO 092223		$4,228.74	43,637.29
09/22/2023	Expenditure		No	Gusto	TAX 079555 GUSTO 092223		$1,364.05	42,273.24
09/27/2023	Payment		No	Escambia County Parks and Recreation		$4,867.50		47,140.74
09/27/2023	Payment		No	Escambia County Allocation		$3,118.29		50,259.03
09/28/2023	Credit Card Payment		No		WEB PYMT CARDMEMBER SERV 092823		$1,000.00	49,259.03
Total for Hancock 4118 - Operating						**$402,284.63**	**$369,819.10**	
Hancock 4134 - Savings								
Beginning Balance								1,521.88
10/31/2022	Check		No		Service Charge		$18.00	1,503.88
11/30/2022	Expenditure		No		SERVICE CHARGE		$18.00	1,485.88
12/27/2022	Transfer		No		OLB XFER TO 4134	$1,000.00		2,485.88

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12/30/2022	Expenditure		No		SERVICE CHARGE		$18.00	2,467.88
01/23/2023	Transfer		No		OLB XFER FROM 4118	$1,000.00		3,467.88
01/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,449.88
02/28/2023	Expenditure		No		SERVICE CHARGE		$18.00	3,431.88
03/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,413.88
04/28/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,395.88
05/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,377.88
06/30/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,359.88
07/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,341.88
08/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,323.88
09/29/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE		$18.00	3,305.88
Total for Hancock 4134 - Savings						**$2,000.00**	**$216.00**	
Hancock 6603 - Endowment								
Beginning Balance								1,050.31
12/30/2022	Deposit		No	Hancock Whitney Bank	INT EARNED	$0.03		1,050.34
03/31/2023	Deposit		No	Hancock Whitney Bank	INT EARNED	$0.03		1,050.37
06/30/2023	Deposit		No	Hancock Whitney Bank	INT EARNED	$0.03		1,050.40
09/29/2023	Deposit		No		INT EARNED	$0.03		1,050.43
Total for Hancock 6603 - Endowment						**$0.12**		
Hancock 7098 - Building Fund								
Beginning Balance								5,224.22
Total for Hancock 7098 - Building Fund								
Petty Cash								
Beginning Balance								539.00
10/31/2022	Journal Entry	Petty Cash	No			$30.00		569.00
12/15/2022	Journal Entry	Petty Cash	No			$35.00		604.00
01/20/2023	Journal Entry	Tree Hugger Event	No		Tree Hugger Tickets - Cash payment	$68.00		672.00
02/27/2023	Journal Entry	CS	No		Christian Mollette Community Service, cash		$5.00	667.00
03/31/2023	Deposit		No			$34.00		701.00
Total for Petty Cash						**$167.00**	**$5.00**	
Accounts Receivable								
Beginning Balance								32,969.00
10/06/2022	Pledge	540	No	Escambia County Allocation		$3,862.56		36,831.56
10/10/2022	Payment		No	Escambia County Parks and Recreation			$12,086.00	24,745.56
10/10/2022	Payment		No	Escambia County Parks and Recreation			$15,487.00	9,258.56
10/10/2022	Pledge	541	No	Escambia County Allocation		$8,333.33		17,591.89
10/14/2022	Payment		No	Emmanuel Sheppard & Condon			$500.00	17,091.89
10/17/2022	Pledge	572	No	Impact 100		$103,820.00		120,911.89
10/19/2022	Payment	220945	No	Innerarity Point Park			$2,005.50	118,906.39
10/19/2022	Payment	220787	No	Mahogany Mills Boat Ramp			$643.50	118,262.89
10/19/2022	Payment	220787	No	Perdido River Boat Ramp			$198.00	118,064.89
10/20/2022	Pledge	603	No	United Way of the National Capital Area		$147.24		118,212.13
10/20/2022	Payment	120405	No	United Way of the National Capital Area			$147.24	118,064.89
10/25/2022	Pledge	542	No	The Wingman Foundation		$500.00		118,564.89
10/27/2022	Payment		No	The Wingman Foundation			$500.00	118,064.89
10/31/2022	Pledge	546	No	Perdido River Boat Ramp		$176.00		118,240.89
10/31/2022	Pledge	547	No	Pensacola Humane Society		$640.00		118,880.89
10/31/2022	Pledge	545	No	Mahogany Mills Boat Ramp		$715.00		119,595.89
10/31/2022	Pledge	544	No	Innerarity Point Park		$1,719.00		121,314.89
10/31/2022	Pledge	543	No	Escambia County Parks and Recreation		$12,680.00		133,994.89
11/02/2022	Payment		No	Watson Family Foundation			$825.00	133,169.89
11/09/2022	Payment		No	Perdido River Boat Ramp			$176.00	132,993.89
11/09/2022	Payment		No	Mahogany Mills Boat Ramp			$715.00	132,278.89
11/13/2022	Pledge	602	No	Legal Services of North Florida, Inc		$546.00		132,824.89
11/13/2022	Pledge	1006	No	The Marketing Bar		$300.00		133,124.89
11/13/2022	Payment	2146	No	The Marketing Bar			$300.00	132,824.89
11/14/2022	Payment	4483	No	Payne Consulting, Inc			$50.00	132,774.89

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11/14/2022	Pledge	578	No	Payne Consulting, Inc		$50.00		132,824.89
11/15/2022	Payment	9450	No	The Greater Gulfcoast Arts Festival			$120.00	132,704.89
11/15/2022	Pledge	575	No	The Greater Gulfcoast Arts Festival		$120.00		132,824.89
11/16/2022	Payment		No	Escambia County Allocation			$3,862.56	128,962.33
11/16/2022	Payment		No	Escambia County Allocation			$8,333.33	120,629.00
11/17/2022	Payment	5803	No	Charlotte B Northup			$50.00	120,579.00
11/17/2022	Pledge	576	No	Charlotte B Northup		$50.00		120,629.00
11/18/2022	Pledge	549	No	Morgan Stanley - Bob Olliff		$500.00		121,129.00
11/18/2022	Pledge	550	No	Navy Federal Credit Union, Bill Dagnall		$500.00		121,629.00
11/18/2022	Pledge	548	No	Cox Communications; Cam Johnson		$10,000.00		131,629.00
11/22/2022	Payment	0801907398	No	Navy Federal Credit Union, Bill Dagnall			$500.00	131,129.00
11/25/2022	Journal Entry	Impact 100 Draws 1&2	Yes		Draw Requests 1&2 for 2 Vehicles and 3 vehicle wraps		$92,819.96	38,309.04
11/28/2022	Payment		No	Impact 100				38,309.04
11/30/2022	Pledge	552	No	Perdido River Boat Ramp		$198.00		38,507.04
11/30/2022	Pledge	553	No	Mahogany Mills Boat Ramp		$572.00		39,079.04
11/30/2022	Pledge	555	No	Innerarity Point Park		$1,623.00		40,702.04
11/30/2022	Payment		No	Innerarity Point Park			$1,719.00	38,983.04
11/30/2022	Payment		No	Escambia County Parks and Recreation			$12,680.00	26,303.04
11/30/2022	Pledge	551	No	Escambia County Parks and Recreation		$11,931.00		38,234.04
11/30/2022	Pledge	554	No	Escambia County Allocation		$20,099.35		58,333.39
12/06/2022	Pledge	577	No	Joanne L Bujnoski		$50.00		58,383.39
12/06/2022	Payment		No	Cox Communications; Cam Johnson			$10,000.00	48,383.39
12/06/2022	Payment	4665	No	Joanne L Bujnoski			$50.00	48,333.39
12/12/2022	Pledge	556	No	Pensacola Christmas Parade		$1,790.00		50,123.39
12/13/2022	Payment	17331	No	Hill-Kelly Jeep Ram			$247.00	49,876.39
12/13/2022	Pledge	579	No	Hill-Kelly Jeep Ram		$247.00		50,123.39
12/15/2022	Pledge	557	No	City of Pensacola.		$435.10		50,558.49
12/20/2022	Payment		No	Innerarity Point Park			$1,623.00	48,935.49
12/20/2022	Payment		No	Legal Services of North Florida, Inc			$546.00	48,389.49
12/20/2022	Payment		No	Escambia County Parks and Recreation			$11,931.00	36,458.49
12/30/2022	Payment		No	Pensacola Humane Society			$640.00	35,818.49
12/31/2022	Pledge	560	No	Perdido River Boat Ramp		$198.00		36,016.49
12/31/2022	Pledge	558	No	Escambia County Parks and Recreation		$12,267.50		48,283.99
12/31/2022	Pledge	562	No	Escambia County Allocation		$2,884.59		51,168.58
12/31/2022	Pledge	561	No	Innerarity Point Park		$1,719.00		52,887.58
12/31/2022	Pledge	559	No	Mahogany Mills Boat Ramp		$643.50		53,531.08
01/02/2023	Pledge	580	No	Surfing Evolution & Preservation Corp		$5,000.00		58,531.08
01/02/2023	Payment	5000.00	No	Surfing Evolution & Preservation Corp			$5,000.00	53,531.08
01/05/2023	Payment		No	Perdido River Boat Ramp			$198.00	53,333.08
01/05/2023	Payment		No	Mahogany Mills Boat Ramp			$572.00	52,761.08
01/10/2023	Pledge	601	No	Paradise Bingo		$200.00		52,961.08
01/10/2023	Payment	1264	No	Paradise Bingo			$200.00	52,761.08
01/15/2023	Pledge	591	No	Dr Martin Luther King Jr Commemorative Celebration Commission of Pensacola Inc		$1,850.00		54,611.08
01/15/2023	Payment	1643	No	Dr Martin Luther King Jr Commemorative Celebration Commission of Pensacola Inc			$1,850.00	52,761.08
01/18/2023	Pledge	581	No	Henry Chiropractic PLLC		$150.00		52,911.08
01/18/2023	Payment	150	No	Henry Chiropractic PLLC			$150.00	52,761.08
01/18/2023	Payment	1350544	No	City of Pensacola.			$435.10	52,325.98
01/20/2023	Payment	231588	No	Mahogany Mills Boat Ramp			$643.50	51,682.48
01/20/2023	Payment	231292	No	Escambia County Allocation			$20,099.35	31,583.13
01/20/2023	Payment	231588	No	Perdido River Boat Ramp			$198.00	31,385.13
01/23/2023	Pledge	573	No	Target Corporation c/o CyberGrants, LLC		$50.00		31,435.13

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01/23/2023	Pledge	564	No	The Beacon		$150.00		31,585.13
01/23/2023	Pledge	596	No	Christina Powers Tax		$150.00		31,735.13
01/23/2023	Pledge	604	No	United Way of the National Capital Area		$169.94		31,905.07
01/23/2023	Payment	1430	No	Pensacola Christmas Parade			$1,790.00	30,115.07
01/23/2023	Payment	355838	No	Target Corporation c/o CyberGrants, LLC			$50.00	30,065.07
01/23/2023	Payment	5172	No	Christina Powers Tax			$150.00	29,915.07
01/23/2023	Payment	121066	No	United Way of the National Capital Area			$169.94	29,745.13
01/24/2023	Payment	1047	No	EA Medical Consultants LLC			$150.00	29,595.13
01/24/2023	Pledge	597	No	EA Medical Consultants LLC		$150.00		29,745.13
01/25/2023	Pledge	566	No	YourTEK Professionals, Inc.		$300.00		30,045.13
01/26/2023	Payment	7531	No	Gulf Breeze Treatment Center, LLC			$300.00	29,745.13
01/26/2023	Pledge	583	No	Parkway Animal Hospital		$500.00		30,245.13
01/26/2023	Payment	360736	No	Target Corporation c/o CyberGrants, LLC			$60.00	30,185.13
01/26/2023	Pledge	585	No	Gulf Breeze Treatment Center, LLC		$300.00		30,485.13
01/26/2023	Pledge	1005	No	Target Corporation c/o CyberGrants, LLC		$60.00		30,545.13
01/26/2023	Payment	5288	No	Parkway Animal Hospital			$500.00	30,045.13
01/29/2023	Pledge	594	No	Kathie B Gainous		$150.00		30,195.13
01/29/2023	Pledge	582	No	Yoga Abode, LLC		$150.00		30,345.13
01/29/2023	Payment	1024	No	Yoga Abode, LLC			$150.00	30,195.13
01/29/2023	Payment	2430	No	Kathie B Gainous			$150.00	30,045.13
01/30/2023	Payment	5019	No	Escape Wellness Spa			$150.00	29,895.13
01/30/2023	Pledge	1004	No	Community Foundation of Northwest Florida		$1,000.00		30,895.13
01/30/2023	Payment	8551	No	Donna B Hoffman			$150.00	30,745.13
01/30/2023	Payment	1022	No	Community Foundation of Northwest Florida			$1,000.00	29,745.13
01/30/2023	Payment	67421	No	Pensacola Habitat for Humanity			$2,574.00	27,171.13
01/30/2023	Pledge	595	No	Donna B Hoffman		$150.00		27,321.13
01/30/2023	Pledge	584	No	Escape Wellness Spa		$150.00		27,471.13
01/31/2023	Pledge	569	No	Mahogany Mills Boat Ramp		$643.50		28,114.63
01/31/2023	Pledge	568	No	Innerarity Point Park		$1,623.50		29,738.13
01/31/2023	Pledge	567	No	Escambia County Parks and Recreation		$12,646.50		42,384.63
01/31/2023	Pledge	587	No	Floral Tree Gardens		$150.00		42,534.63
01/31/2023	Payment	12864	No	Floral Tree Gardens			$150.00	42,384.63
01/31/2023	Pledge	617	No	Escambia County Allocation		$6,818.27		49,202.90
01/31/2023	Pledge	570	No	Perdido River Boat Ramp		$198.00		49,400.90
02/01/2023	Payment		No	Innerarity Point Park			$1,719.00	47,681.90
02/01/2023	Payment		No	Escambia County Parks and Recreation			$12,267.50	35,414.40
02/02/2023	Payment	1389	No	Steven A Ferbezar			$50.00	35,364.40
02/02/2023	Payment	4697	No	Engrid M Spade			$100.00	35,264.40
02/02/2023	Pledge	593	No	Steven A Ferbezar		$50.00		35,314.40
02/02/2023	Pledge	586	No	Central Credit Union of Florida		$150.00		35,464.40
02/02/2023	Payment	0001206143	No	Central Credit Union of Florida			$150.00	35,314.40
02/02/2023	Pledge	592	No	Engrid M Spade		$100.00		35,414.40
02/03/2023	Pledge	588	No	Anne M Hargis		$250.00		35,664.40
02/03/2023	Payment	833	No	Anne M Hargis			$250.00	35,414.40
02/03/2023	Payment	124	No	YourTEK Professionals, Inc.			$300.00	35,114.40
02/04/2023	Pledge	571	No	Pensacola Sports		$1,000.00		36,114.40
02/06/2023	Pledge	589	No	Gulf Coast Retirement and Medicare Solutions LLC		$200.00		36,314.40
02/06/2023	Pledge	590	No	Donna B Hoffman		$100.00		36,414.40
02/06/2023	Payment	275	No	Gulf Coast Retirement and Medicare Solutions LLC			$200.00	36,214.40
02/06/2023	Payment	8552	No	Donna B Hoffman			$100.00	36,114.40
02/08/2023	Payment	1320	No	Paradise Bingo			$200.00	35,914.40
02/08/2023	Pledge	599	No	Paradise Bingo		$200.00		36,114.40
02/09/2023	Payment	4008745	No	Baptist Health Care			$500.00	35,614.40
02/09/2023	Pledge	620	No	Karin Garvin Law		$150.00		35,764.40

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02/09/2023	Pledge	598	No	Baptist Health Care		$500.00		36,264.40
02/14/2023	Payment	15703	No	Pensacola Sports			$1,000.00	35,264.40
02/15/2023	Pledge	611	No	Target Corporation c/o CyberGrants, LLC		$65.00		35,329.40
02/15/2023	Payment		No	Escambia County Allocation			$2,884.59	32,444.81
02/15/2023	Payment		No	Escambia County Parks and Recreation			$12,646.50	19,798.31
02/15/2023	Payment		No	Innerarity Point Park			$1,623.50	18,174.81
02/17/2023	Payment	2066	No	Apex Shows and Events			$1,202.00	16,972.81
02/18/2023	Pledge	606	No	Rebellaires Inc, Chad Leidner		$524.00		17,496.81
02/19/2023	Pledge	605	No	Apex Shows and Events		$1,202.00		18,698.81
02/19/2023	Pledge	607	No	Apex Shows and Events		$697.81		19,396.62
02/21/2023	Journal Entry	Clean Team Event	No		Chocolate & Cheese Festival reimbursement	$2,362.98		21,759.60
02/21/2023	Payment	3060.79	No	Apex Shows and Events			$3,060.79	18,698.81
02/23/2023	Payment	EFT	No	Perdido River Boat Ramp			$198.00	18,500.81
02/23/2023	Payment		No	Ziro Supply, Drew Buchanan			$100.00	18,400.81
02/23/2023	Pledge	608	No	Ziro Supply, Drew Buchanan		$100.00		18,500.81
02/23/2023	Payment	EFT	No	Mahogany Mills Boat Ramp			$643.50	17,857.31
02/24/2023	Payment	EFT	No	Morgan Stanley - Bob Olliff			$500.00	17,357.31
02/25/2023	Pledge	574	No	Pensacola Habitat for Humanity		$2,574.00		19,931.31
02/27/2023	Payment	364743	No	Target Corporation c/o CyberGrants, LLC			$65.00	19,866.31
02/27/2023	Payment		No	Krewe of Marionettes			$435.00	19,431.31
02/27/2023	Pledge	610	No	Krewe of Marionettes		$435.00		19,866.31
02/27/2023	Pledge	609	No	Pensacola Habitat for Humanity		$270.00		20,136.31
02/28/2023	Pledge	612	No	Innerarity Point Park		$1,528.00		21,664.31
02/28/2023	Pledge	618	No	Escambia County Allocation		$7,784.05		29,448.36
02/28/2023	Pledge	615	No	Escambia County Parks and Recreation		$11,210.00		40,658.36
02/28/2023	Pledge	614	No	Mahogany Mills Boat Ramp		$572.00		41,230.36
02/28/2023	Pledge	613	No	Perdido River Boat Ramp		$176.00		41,406.36
03/01/2023	Pledge	622	No	Donna F Cahill		$50.00		41,456.36
03/01/2023	Pledge	621	No	Karin Garvin Law		$100.00		41,556.36
03/01/2023	Payment	2078	No	Apex Shows and Events			$1,334.00	40,222.36
03/01/2023	Pledge	623	No	Tom & Sandra Mosher		$25.00		40,247.36
03/01/2023	Pledge	627	No	Vegan Food Fest		$367.20		40,614.56
03/03/2023	Payment	8130	No	Karin Garvin Law			$250.00	40,364.56
03/05/2023	Pledge	619	No	Apex Shows and Events		$1,334.00		41,698.56
03/07/2023	Pledge	628	No	Paradise Bingo		$200.00		41,898.56
03/09/2023	Pledge	624	No	Ron Jon Worldwide, Inc		$6,000.00		47,898.56
03/09/2023	Payment	1277	No	Rebellaires Inc, Chad Leidner			$524.00	47,374.56
03/09/2023	Payment	0550-113560	No	Ron Jon Worldwide, Inc			$6,000.00	41,374.56
03/10/2023	Pledge	625	No	Target Corporation c/o CyberGrants, LLC		$50.00		41,424.56
03/15/2023	Payment	9879	No	Tom & Sandra Mosher			$25.00	41,399.56
03/15/2023	Payment	1766	No	Donna F Cahill			$50.00	41,349.56
03/15/2023	Payment	EFT	No	Escambia County Allocation			$14,602.32	26,747.24
03/17/2023	Payment	367613	No	Target Corporation c/o CyberGrants, LLC			$50.00	26,697.24
03/17/2023	Pledge	626	No	Hill-Kelly Jeep Ram		$500.00		27,197.24
03/21/2023	Pledge	629	No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA		$150.00		27,347.24
03/22/2023	Payment	EFT	No	Mahogany Mills Boat Ramp			$572.00	26,775.24
03/22/2023	Payment	1346	No	Paradise Bingo			$200.00	26,575.24
03/22/2023	Payment	76771	No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA			$150.00	26,425.24
03/22/2023	Payment	EFT	No	Perdido River Boat Ramp			$176.00	26,249.24
03/23/2023	Payment	1058	No	Vegan Food Fest			$1,591.20	24,658.04
03/24/2023	Payment	64568	No	Hill-Kelly Jeep Ram			$500.00	24,158.04
03/25/2023	Pledge	630	No	Vegan Food Fest	Thanks for utilizing The Clean Team. We appreciate your business.	$1,738.00		25,896.04
03/31/2023	Pledge	637	No	Perdido River Boat Ramp		$198.00		26,094.04
03/31/2023	Pledge	635	No	Innerarity Point Park		$2,101.00		28,195.04
03/31/2023	Journal Entry	Bounced check	No		to record bounced check	$1,591.20		29,786.24
03/31/2023	Pledge	639	No	Vegan Food Fest		$9.00		29,795.24
03/31/2023	Pledge	634	No	Escambia County Parks and		$13,014.00		42,809.24

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				Recreation				
03/31/2023	Pledge	638	No	Mahogany Mills Boat Ramp		$715.00		43,524.24
03/31/2023	Payment		No	Vegan Food Fest			$1,738.00	41,786.24
03/31/2023	Pledge	636	No	Escambia County Allocation		$6,163.40		47,949.64
04/02/2023	Pledge	631	No	Pensacola Jazz Festival		$1,692.00		49,641.64
04/04/2023	Payment	67828	No	Pensacola Habitat for Humanity			$270.00	49,371.64
04/05/2023	Pledge	647	No	Paradise Bingo		$200.00		49,571.64
04/05/2023	Payment		No	Escambia County Parks and Recreation			$11,210.00	38,361.64
04/05/2023	Payment		No	Innerarity Point Park			$1,528.00	36,833.64
04/05/2023	Pledge	633	No	Powerful Women of the Gulf Coast		$40.00		36,873.64
04/10/2023	Payment		No	Powerful Women of the Gulf Coast			$40.00	36,833.64
04/13/2023	Pledge	640	No	Tall Ships America c/o The Marketing Bar		$3,524.00		40,357.64
04/20/2023	Payment		No	Vegan Food Fest			$9.00	40,348.64
04/20/2023	Payment		No	Vegan Food Fest			$367.20	39,981.44
04/20/2023	Payment		No	Vegan Food Fest			$1,224.00	38,757.44
04/25/2023	Pledge	641	No	Apex Shows and Events		$900.00		39,657.44
04/26/2023	Payment		No	Apex Shows and Events			$900.00	38,757.44
04/28/2023	Payment	8689	No	Pensacola Jazz Festival			$1,692.00	37,065.44
04/30/2023	Pledge	645	No	Innerarity Point Park		$2,101.00		39,166.44
04/30/2023	Pledge	646	No	Escambia County Allocation		$6,569.68		45,736.12
04/30/2023	Pledge	644	No	Escambia County Parks and Recreation		$13,506.00		59,242.12
04/30/2023	Pledge	643	No	Perdido River Boat Ramp		$176.00		59,418.12
04/30/2023	Pledge	642	No	Mahogany Mills Boat Ramp		$1,001.00		60,419.12
05/03/2023	Pledge	648	No	Paradise Bingo		$200.00		60,619.12
05/04/2023	Payment		No	Escambia County Parks and Recreation			$13,014.00	47,605.12
05/04/2023	Payment	121451	No	United Way of the National Capital Area			$123.56	47,481.56
05/04/2023	Pledge	652	No	United Way of the National Capital Area		$123.56		47,605.12
05/04/2023	Payment		No	Escambia County Allocation			$6,163.40	41,441.72
05/04/2023	Payment		No	Innerarity Point Park			$2,101.00	39,340.72
05/08/2023	Pledge	650	No	The Blackbaud Giving Fund		$125.00		39,465.72
05/08/2023	Pledge	649	No	Mike Marshall		$1,474.00		40,939.72
05/08/2023	Payment		No	Innerarity Point Park			$2,101.00	38,838.72
05/08/2023	Payment		No	Paradise Bingo			$200.00	38,638.72
05/08/2023	Payment		No	Paradise Bingo			$200.00	38,438.72
05/08/2023	Payment		No	Escambia County Allocation		$0.00		38,438.72
05/08/2023	Payment		No	Escambia County Parks and Recreation		$0.00		38,438.72
05/08/2023	Payment	18100509952	No	The Blackbaud Giving Fund			$125.00	38,313.72
05/10/2023	Payment		No	Mahogany Mills Boat Ramp			$715.00	37,598.72
05/10/2023	Payment		No	Mahogany Mills Boat Ramp			$1,001.00	36,597.72
05/10/2023	Payment		No	Perdido River Boat Ramp			$176.00	36,421.72
05/10/2023	Payment		No	Perdido River Boat Ramp			$198.00	36,223.72
05/13/2023	Pledge	651	No	Big Brothers Big Sisters of NWFL		$984.00		37,207.72
05/13/2023	Payment	18327	No	Big Brothers Big Sisters of NWFL			$984.00	36,223.72
05/19/2023	Payment	995001	No	Tall Ships America c/o The Marketing Bar			$3,524.00	32,699.72
05/24/2023	Payment		No	Escambia County Allocation			$6,569.68	26,130.04
05/31/2023	Pledge	657	No	Innerarity Point Park		$2,101.00		28,231.04
05/31/2023	Pledge	656	No	Perdido River Boat Ramp		$198.00		28,429.04
05/31/2023	Pledge	655	No	Mahogany Mills Boat Ramp		$929.50		29,358.54
05/31/2023	Pledge	654	No	Escambia County Parks and Recreation		$14,435.00		43,793.54
05/31/2023	Pledge	653	No	Escambia County Allocation		$7,872.95		51,666.49
06/02/2023	Payment		No	Escambia County Parks and Recreation			$13,506.00	38,160.49
06/07/2023	Payment		No	Mike Marshall			$1,474.00	36,686.49
06/07/2023	Pledge	658	No	Brown Barge Middle School		$1,000.00		37,686.49
06/07/2023	Payment		No	Brown Barge Middle School			$1,000.00	36,686.49
06/08/2023	Payment		No	Escambia County Allocation			$7,872.95	28,813.54

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06/09/2023	Payment	1455	No	Paradise Bingo			$200.00	28,613.54
06/09/2023	Pledge	659	No	Paradise Bingo		$200.00		28,813.54
06/17/2023	Pledge	660	No	The Watson Family Foundation, Inc		$920.00		29,733.54
06/20/2023	Pledge	661	No	Target Corporation c/o CyberGrants, LLC		$50.00		29,783.54
06/23/2023	Payment		No	The Watson Family Foundation, Inc			$920.00	28,863.54
06/23/2023	Payment		No	Mahogany Mills Boat Ramp			$929.50	27,934.04
06/23/2023	Payment		No	Perdido River Boat Ramp			$198.00	27,736.04
06/30/2023	Pledge	665	No	Perdido River Boat Ramp		$198.00		27,934.04
06/30/2023	Pledge	666	No	Escambia County Allocation		$8,142.15		36,076.19
06/30/2023	Pledge	664	No	Innerarity Point Park		$2,005.50		38,081.69
06/30/2023	Pledge	663	No	Mahogany Mills Boat Ramp		$858.00		38,939.69
06/30/2023	Pledge	662	No	Escambia County Parks and Recreation		$13,301.50		52,241.19
07/06/2023	Payment		No	Innerarity Point Park			$2,101.00	50,140.19
07/06/2023	Payment		No	Escambia County Parks and Recreation			$14,435.00	35,705.19
07/06/2023	Payment		No	Target Corporation c/o CyberGrants, LLC			$50.00	35,655.19
07/12/2023	Pledge	668	No	Paradise Bingo		$200.00		35,855.19
07/19/2023	Payment		No	Escambia County Parks and Recreation			$13,301.50	22,553.69
07/19/2023	Pledge	667	No	Pensacola Chamber of Commerce		$2,107.00		24,660.69
07/20/2023	Pledge	1014	No	Target Corporation c/o CyberGrants, LLC		$50.00		24,710.69
07/24/2023	Payment		No	Pensacola Chamber of Commerce			$2,107.00	22,603.69
07/24/2023	Payment		No	Paradise Bingo			$200.00	22,403.69
07/25/2023	Pledge	669	No	Ronald McDonald House Charities of NWFL		$783.00		23,186.69
07/25/2023	Pledge	1026	No	United Way of the National Capital Area		$114.56		23,301.25
07/26/2023	Payment		No	Escambia County Allocation			$8,142.15	15,159.10
07/31/2023	Pledge	1010	No	Mahogany Mills Boat Ramp		$1,072.50		16,231.60
07/31/2023	Pledge	1011	No	Perdido River Boat Ramp		$176.00		16,407.60
07/31/2023	Pledge	1007	No	Escambia County Parks and Recreation	Thanks for utilizing Our Corner for your service.	$14,530.00		30,937.60
07/31/2023	Pledge	1012	No	Innerarity Point Park		$2,196.50		33,134.10
07/31/2023	Pledge	1013	No	Escambia County Allocation		$1,018.86		34,152.96
08/01/2023	Payment		No	Target Corporation c/o CyberGrants, LLC			$60.00	34,092.96
08/01/2023	Pledge	1008	No	Target Corporation c/o CyberGrants, LLC		$60.00		34,152.96
08/01/2023	Payment		No	Target Circle			$1,148.27	33,004.69
08/02/2023	Payment		No	Innerarity Point Park			$2,005.50	30,999.19
08/02/2023	Pledge	1009	No	Target Circle		$1,148.27		32,147.46
08/07/2023	Pledge	1015	No	Paradise Bingo		$200.00		32,347.46
08/07/2023	Payment		No	Ronald McDonald House Charities of NWFL			$783.00	31,564.46
08/07/2023	Payment		No	Target Corporation c/o CyberGrants, LLC			$50.00	31,514.46
08/10/2023	Payment		No	Escambia County Allocation			$1,018.86	30,495.60
08/10/2023	Payment		No	Paradise Bingo			$200.00	30,295.60
08/30/2023	Payment		No	Mahogany Mills Boat Ramp			$858.00	29,437.60
08/30/2023	Payment		No	Perdido River Boat Ramp			$198.00	29,239.60
08/30/2023	Payment		No	Escambia County Parks and Recreation			$14,530.00	14,709.60
08/30/2023	Payment		No	Mahogany Mills Boat Ramp			$1,072.50	13,637.10
08/30/2023	Payment		No	Perdido River Boat Ramp			$176.00	13,461.10
08/30/2023	Payment		No	Innerarity Point Park			$2,196.50	11,264.60
08/30/2023	Payment		No	Escambia County Parks and Recreation			$8,195.50	3,069.10
08/30/2023	Payment		No	Mahogany Mills Boat Ramp			$500.50	2,568.60
08/30/2023	Payment		No	Innerarity Point Park			$1,241.50	1,327.10
08/30/2023	Payment		No	Perdido River Boat Ramp			$132.00	1,195.10
08/31/2023	Pledge	1025	No	The Spirit Airlines Charitable Foundation		$20,000.00		21,195.10

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08/31/2023	Payment		No	The Beacon				21,195.10
08/31/2023	Pledge	1020	No	Escambia County Parks and Recreation	Thanks for utilizing Keep Pensacola Beautiful.	$4,867.50		26,062.60
08/31/2023	Pledge	1022	No	Perdido River Boat Ramp		$49.50		26,112.10
08/31/2023	Pledge	1023	No	Escambia County Allocation		$3,118.29		29,230.39
08/31/2023	Journal Entry		Yes		uncollectible sponsorship		$150.00	29,080.39
08/31/2023	Pledge	1017	No	Mahogany Mills Boat Ramp		$500.50		29,580.89
08/31/2023	Pledge	1016	No	Escambia County Parks and Recreation	Thanks for utilizing Our Corner for your service.	$8,195.50		37,776.39
08/31/2023	Pledge	1018	No	Perdido River Boat Ramp		$132.00		37,908.39
08/31/2023	Pledge	1019	No	Innerarity Point Park		$1,241.50		39,149.89
08/31/2023	Pledge	1021	No	Mahogany Mills Boat Ramp		$357.50		39,507.39
09/05/2023	Pledge	1024	No	Surfing Evolution & Preservation Corp		$7,737.00		47,244.39
09/07/2023	Payment		No	Surfing Evolution & Preservation Corp			$7,737.00	39,507.39
09/07/2023	Payment		No	The Spirit Airlines Charitable Foundation			$20,000.00	19,507.39
09/13/2023	Payment		No	United Way of the National Capital Area			$114.56	19,392.83
09/14/2023	Pledge	1032	No	Paradise Bingo		$200.00		19,592.83
09/18/2023	Payment		No	Impact 100			$11,000.04	8,592.79
09/18/2023	Payment		No	Paradise Bingo			$200.00	8,392.79
09/18/2023	Pledge	1027	No	Bands on the Bayou		$422.00		8,814.79
09/27/2023	Payment		No	Escambia County Allocation			$3,118.29	5,696.50
09/27/2023	Payment		No	Escambia County Parks and Recreation			$4,867.50	829.00
09/30/2023	Pledge	1030	No	Mahogany Mills Boat Ramp		$1,287.00		2,116.00
09/30/2023	Pledge	1031	No	Perdido River Boat Ramp		$148.50		2,264.50
09/30/2023	Pledge	1028	No	Escambia County Allocation		$6,633.88		8,898.38
09/30/2023	Pledge	1029	No	Escambia County Parks and Recreation	Thanks for utilizing Keep Pensacola Beautiful.	$11,715.00		20,613.38
09/30/2023	Pledge	1037	No	Escambia County Allocation		$634.58		21,247.96
Total for Accounts Receivable						**$474,258.30**	**$485,979.34**	
*Undeposited Funds								
10/10/2022	Deposit		No	Escambia County Parks and Recreation			$12,086.00	-12,086.00
10/10/2022	Deposit		No	Escambia County Parks and Recreation			$15,487.00	-27,573.00
10/10/2022	Payment		No	Escambia County Parks and Recreation		$12,086.00		-15,487.00
10/10/2022	Payment		No	Escambia County Parks and Recreation		$15,487.00		0.00
10/14/2022	Payment		No	Emmanuel Sheppard & Condon		$500.00		500.00
10/14/2022	Deposit		No				$500.00	0.00
10/19/2022	Deposit		No				$2,005.50	-2,005.50
10/19/2022	Deposit		No				$198.00	-2,203.50
10/19/2022	Payment	220787	No	Perdido River Boat Ramp		$198.00		-2,005.50
10/19/2022	Payment	220787	No	Mahogany Mills Boat Ramp		$643.50		-1,362.00
10/19/2022	Deposit		No				$643.50	-2,005.50
10/19/2022	Payment	220945	No	Innerarity Point Park		$2,005.50		0.00
10/20/2022	Payment	120405	No	United Way of the National Capital Area		$147.24		147.24
10/27/2022	Payment		No	The Wingman Foundation		$500.00		647.24
10/31/2022	Deposit		No	The Wingman Foundation			$500.00	147.24
11/13/2022	Payment	2146	No	The Marketing Bar		$300.00		447.24
11/14/2022	Payment	4483	No	Payne Consulting, Inc		$50.00		497.24
11/15/2022	Payment	9450	No	The Greater Gulfcoast Arts Festival		$120.00		617.24
11/17/2022	Payment	5803	No	Charlotte B Northup		$50.00		667.24
11/22/2022	Payment	0801907398	No	Navy Federal Credit Union, Bill Dagnall		$500.00		1,167.24
12/06/2022	Payment	4665	No	Joanne L Bujnoski		$50.00		1,217.24
12/06/2022	Deposit		No				$10,000.00	-8,782.76
12/06/2022	Payment		No	Cox Communications; Cam Johnson		$10,000.00		1,217.24
12/13/2022	Payment	17331	No	Hill-Kelly Jeep Ram		$247.00		1,464.24
12/20/2022	Payment		No	Legal Services of North Florida, Inc		$546.00		2,010.24

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
12/20/2022	Deposit		No				$546.00	1,464.24
12/30/2022	Deposit		No				$640.00	824.24
12/30/2022	Payment		No	Pensacola Humane Society		$640.00		1,464.24
01/02/2023	Payment	5000.00	No	Surfing Evolution & Preservation Corp		$5,000.00		6,464.24
01/05/2023	Payment		No	Mahogany Mills Boat Ramp		$572.00		7,036.24
01/05/2023	Deposit		No				$198.00	6,838.24
01/05/2023	Payment		No	Perdido River Boat Ramp		$198.00		7,036.24
01/05/2023	Deposit		No				$572.00	6,464.24
01/10/2023	Payment	1264	No	Paradise Bingo		$200.00		6,664.24
01/15/2023	Payment	1643	No	Dr Martin Luther King Jr Commemorative Celebration Commission of Pensacola Inc		$1,850.00		8,514.24
01/18/2023	Deposit		No				$435.10	8,079.14
01/18/2023	Payment	1350544	No	City of Pensacola.		$435.10		8,514.24
01/18/2023	Payment	150	No	Henry Chiropractic PLLC		$150.00		8,664.24
01/20/2023	Payment	231292	No	Escambia County Allocation		$20,099.35		28,763.59
01/20/2023	Payment	231588	No	Perdido River Boat Ramp		$198.00		28,961.59
01/20/2023	Payment	231588	No	Mahogany Mills Boat Ramp		$643.50		29,605.09
01/20/2023	Deposit		No				$20,099.35	9,505.74
01/20/2023	Deposit		No				$643.50	8,862.24
01/20/2023	Deposit		No				$198.00	8,664.24
01/23/2023	Payment	121066	No	United Way of the National Capital Area		$169.94		8,834.18
01/23/2023	Deposit		No				$1,790.00	7,044.18
01/23/2023	Payment	1430	No	Pensacola Christmas Parade		$1,790.00		8,834.18
01/23/2023	Payment	355838	No	Target Corporation c/o CyberGrants, LLC		$50.00		8,884.18
01/23/2023	Payment	5172	No	Christina Powers Tax		$150.00		9,034.18
01/24/2023	Payment	1047	No	EA Medical Consultants LLC		$150.00		9,184.18
01/26/2023	Payment	7531	No	Gulf Breeze Treatment Center, LLC		$300.00		9,484.18
01/26/2023	Payment	360736	No	Target Corporation c/o CyberGrants, LLC		$60.00		9,544.18
01/26/2023	Payment	5288	No	Parkway Animal Hospital		$500.00		10,044.18
01/29/2023	Payment	1024	No	Yoga Abode, LLC		$150.00		10,194.18
01/29/2023	Payment	2430	No	Kathie B Gainous		$150.00		10,344.18
01/30/2023	Payment	1022	No	Community Foundation of Northwest Florida		$1,000.00		11,344.18
01/30/2023	Payment	67421	No	Pensacola Habitat for Humanity		$2,574.00		13,918.18
01/30/2023	Payment	8551	No	Donna B Hoffman		$150.00		14,068.18
01/30/2023	Payment	5019	No	Escape Wellness Spa		$150.00		14,218.18
01/31/2023	Payment	12864	No	Floral Tree Gardens		$150.00		14,368.18
02/01/2023	Payment		No	Escambia County Parks and Recreation		$12,267.50		26,635.68
02/01/2023	Payment		No	Innerarity Point Park		$1,719.00		28,354.68
02/02/2023	Payment	1389	No	Steven A Ferbezar		$50.00		28,404.68
02/02/2023	Payment	0001206143	No	Central Credit Union of Florida		$150.00		28,554.68
02/02/2023	Payment	4697	No	Engrid M Spade		$100.00		28,654.68
02/02/2023	Deposit		No				$1,719.00	26,935.68
02/02/2023	Deposit		No				$12,267.50	14,668.18
02/03/2023	Journal Entry	Payroll March 32	No		CTC Ticket	$25.00		14,693.18
02/03/2023	Payment	124	No	YourTEK Professionals, Inc.		$300.00		14,993.18
02/03/2023	Payment	833	No	Anne M Hargis		$250.00		15,243.18
02/06/2023	Payment	8552	No	Donna B Hoffman		$100.00		15,343.18
02/06/2023	Payment	275	No	Gulf Coast Retirement and Medicare Solutions LLC		$200.00		15,543.18
02/08/2023	Deposit		No	Paradise Bingo			$200.00	15,343.18
02/08/2023	Payment	1320	No	Paradise Bingo		$200.00		15,543.18
02/09/2023	Payment	4008745	No	Baptist Health Care		$500.00		16,043.18
02/09/2023	Journal Entry	Cash	No		Event cash from Communi-Tee Cup	$898.00		16,941.18
02/14/2023	Payment	15703	No	Pensacola Sports		$1,000.00		17,941.18
02/15/2023	Deposit		No				$150.00	17,791.18
02/15/2023	Deposit		No				$150.00	17,641.18
02/15/2023	Deposit		No				$50.00	17,591.18
02/15/2023	Deposit		No				$150.00	17,441.18
02/15/2023	Deposit		No				$300.00	17,141.18
02/15/2023	Deposit		No				$500.00	16,641.18

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02/15/2023	Deposit		No				$60.00	16,581.18
02/15/2023	Deposit		No				$150.00	16,431.18
02/15/2023	Deposit		No				$150.00	16,281.18
02/15/2023	Deposit		No				$150.00	16,131.18
02/15/2023	Deposit		No				$150.00	15,981.18
02/15/2023	Deposit		No				$2,574.00	13,407.18
02/15/2023	Deposit		No				$1,000.00	12,407.18
02/15/2023	Deposit		No				$150.00	12,257.18
02/15/2023	Deposit		No				$50.00	12,207.18
02/15/2023	Deposit		No				$100.00	12,107.18
02/15/2023	Deposit		No				$100.00	12,007.18
02/15/2023	Deposit		No				$150.00	11,857.18
02/15/2023	Deposit		No		Communi-Tee Cup Ticket Sale		$25.00	11,832.18
02/15/2023	Deposit		No				$250.00	11,582.18
02/15/2023	Deposit		No				$200.00	11,382.18
02/15/2023	Deposit		No				$500.00	10,882.18
02/15/2023	Deposit		No				$1,623.50	9,258.68
02/15/2023	Deposit		No				$2,884.59	6,374.09
02/15/2023	Deposit		No				$12,646.50	-6,272.41
02/15/2023	Deposit		No		Event cash from Communi-Tee Cup		$898.00	-7,170.41
02/15/2023	Payment		No	Escambia County Parks and Recreation		$12,646.50		5,476.09
02/15/2023	Payment		No	Escambia County Allocation		$2,884.59		8,360.68
02/15/2023	Payment		No	Innerarity Point Park		$1,623.50		9,984.18
02/15/2023	Deposit		No				$120.00	9,864.18
02/15/2023	Deposit		No				$300.00	9,564.18
02/15/2023	Deposit		No				$50.00	9,514.18
02/15/2023	Deposit		No				$50.00	9,464.18
02/15/2023	Deposit		No				$500.00	8,964.18
02/15/2023	Deposit		No				$50.00	8,914.18
02/15/2023	Deposit		No				$5,000.00	3,914.18
02/15/2023	Deposit		No				$1,850.00	2,064.18
02/17/2023	Payment	2066	No	Apex Shows and Events		$1,202.00		3,266.18
02/20/2023	Journal Entry	APEX Reimbursement	No		Reimbursement for Event Supplies	$224.59		3,490.77
02/21/2023	Deposit		No	YourTEK Professionals, Inc.			$300.00	3,190.77
02/21/2023	Deposit		No	Paradise Bingo			$200.00	2,990.77
02/21/2023	Deposit		No	United Way of the National Capital Area			$169.94	2,820.83
02/21/2023	Payment	3060.79	No	Apex Shows and Events		$3,060.79		5,881.62
02/21/2023	Deposit		No	United Way of the National Capital Area			$147.24	5,734.38
02/21/2023	Deposit		No	Pensacola Sports			$1,000.00	4,734.38
02/21/2023	Deposit		No	Apex Shows and Events	Reimbursement for Event Supplies		$224.59	4,509.79
02/21/2023	Deposit		No	Apex Shows and Events			$1,202.00	3,307.79
02/23/2023	Payment		No	Ziro Supply, Drew Buchanan		$100.00		3,407.79
02/23/2023	Deposit		No				$643.50	2,764.29
02/23/2023	Payment	EFT	No	Mahogany Mills Boat Ramp		$643.50		3,407.79
02/23/2023	Deposit		No	Apex Shows and Events			$3,060.79	347.00
02/23/2023	Payment	EFT	No	Perdido River Boat Ramp		$198.00		545.00
02/23/2023	Deposit		No				$198.00	347.00
02/24/2023	Deposit		No	Morgan Stanley - Bob Olliff			$500.00	-153.00
02/24/2023	Payment	EFT	No	Morgan Stanley - Bob Olliff		$500.00		347.00
02/27/2023	Payment		No	Krewe of Marionettes		$435.00		782.00
02/27/2023	Journal Entry	CS	No		Christian Mollette Community Service, cash	$40.00		822.00
02/27/2023	Payment	364743	No	Target Corporation c/o CyberGrants, LLC		$65.00		887.00
03/01/2023	Deposit		No	Target Corporation c/o CyberGrants, LLC			$65.00	822.00
03/01/2023	Payment	2078	No	Apex Shows and Events		$1,334.00		2,156.00
03/02/2023	Deposit		No	Apex Shows and Events			$1,334.00	822.00
03/03/2023	Payment	8130	No	Karin Garvin Law		$250.00		1,072.00
03/04/2023	Journal Entry	GAC - Cash	No		Cash - GAC Bag Swap	$45.00		1,117.00
03/04/2023	Journal Entry	Reimbursement	No		reimbursement of expenses	$60.00		1,177.00
03/06/2023	Deposit		No				$435.00	742.00
03/06/2023	Deposit		No				$100.00	642.00
03/06/2023	Deposit		No		Christian Mollette Community Service, cash		$40.00	602.00
03/09/2023	Payment	0550-113560	No	Ron Jon Worldwide, Inc		$6,000.00		6,602.00
03/09/2023	Payment	1277	No	Rebellaires Inc, Chad Leidner		$524.00		7,126.00

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03/09/2023	Journal Entry	CS	No		Cash - Andrew Myers Community Service	$35.00		7,161.00
03/09/2023	Deposit		No	Hill-Kelly Jeep Ram			$247.00	6,914.00
03/09/2023	Deposit		No	Karin Garvin Law			$250.00	6,664.00
03/09/2023	Deposit		No	Rebellaires Inc, Chad Leidner			$524.00	6,140.00
03/09/2023	Deposit		No		Cash - Andrew Myers Community Service		$35.00	6,105.00
03/09/2023	Deposit		No		Cash - GAC Bag Swap		$45.00	6,060.00
03/09/2023	Deposit		No		reimbursement of expenses		$60.00	6,000.00
03/15/2023	Payment	9879	No	Tom & Sandra Mosher		$25.00		6,025.00
03/15/2023	Deposit		No	Tom & Sandra Mosher			$25.00	6,000.00
03/15/2023	Deposit		No	Ron Jon Worldwide, Inc			$6,000.00	0.00
03/15/2023	Deposit		No	Donna F Cahill			$50.00	-50.00
03/15/2023	Payment	1766	No	Donna F Cahill		$50.00		0.00
03/17/2023	Payment	367613	No	Target Corporation c/o CyberGrants, LLC		$50.00		50.00
03/17/2023	Deposit		No	Target Corporation c/o CyberGrants, LLC			$50.00	0.00
03/22/2023	Deposit		No				$176.00	-176.00
03/22/2023	Deposit		No				$572.00	-748.00
03/22/2023	Payment	EFT	No	Mahogany Mills Boat Ramp		$572.00		-176.00
03/22/2023	Payment	EFT	No	Perdido River Boat Ramp		$176.00		0.00
03/22/2023	Payment	76771	No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA		$150.00		150.00
03/22/2023	Payment	1346	No	Paradise Bingo		$200.00		350.00
03/23/2023	Deposit		No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA			$150.00	200.00
03/23/2023	Payment	1058	No	Vegan Food Fest		$1,591.20		1,791.20
03/23/2023	Deposit		No	Paradise Bingo			$200.00	1,591.20
03/24/2023	Payment	64568	No	Hill-Kelly Jeep Ram		$500.00		2,091.20
03/28/2023	Deposit		No				$1,591.20	500.00
03/28/2023	Deposit		No				$500.00	0.00
03/31/2023	Payment		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 178-041	$1,738.00		1,738.00
04/05/2023	Payment		No	Escambia County Parks and Recreation		$11,210.00		12,948.00
04/05/2023	Payment		No	Innerarity Point Park		$1,528.00		14,476.00
04/05/2023	Deposit		No				$1,528.00	12,948.00
04/05/2023	Deposit		No				$11,210.00	1,738.00
04/06/2023	Deposit		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 178-041		$1,738.00	0.00
04/10/2023	Payment		No	Powerful Women of the Gulf Coast	Paid via QuickBooks Payments: Payment ID 948-661	$40.00		40.00
04/14/2023	Deposit		No	Powerful Women of the Gulf Coast	Paid via QuickBooks Payments: Payment ID 948-661		$40.00	0.00
04/20/2023	Payment		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 620-801	$1,224.00		1,224.00
04/20/2023	Payment		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 612-631	$9.00		1,233.00
04/20/2023	Payment		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 619-601	$367.20		1,600.20
04/26/2023	Deposit		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 620-801		$1,224.00	376.20
04/26/2023	Payment		No	Apex Shows and Events	Paid via QuickBooks Payments: Payment ID 608-201	$900.00		1,276.20
04/26/2023	Deposit		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 612-631		$9.00	1,267.20
04/26/2023	Deposit		No	Vegan Food Fest	Paid via QuickBooks Payments: Payment ID 619-601		$367.20	900.00
05/02/2023	Deposit		No	Apex Shows and Events	Paid via QuickBooks Payments: Payment ID 608-201		$900.00	0.00
05/08/2023	Payment		No	Escambia County Allocation	Voided	$0.00		0.00
05/08/2023	Payment		No	Escambia County Parks and Recreation	Voided	$0.00		0.00
06/23/2023	Payment		No	The Watson Family Foundation, Inc	Paid via QuickBooks Payments: Payment ID 865-151	$920.00		920.00
06/29/2023	Deposit		No	The Watson Family Foundation, Inc	Paid via QuickBooks Payments: Payment ID 865-151		$920.00	0.00
07/24/2023	Deposit		No	Pensacola Chamber of Commerce	Paid via QuickBooks Payments: Payment ID 559-821		$2,107.00	-2,107.00
07/24/2023	Payment		No	Pensacola Chamber of Commerce	Paid via QuickBooks Payments: Payment ID 559-821	$2,107.00		0.00
09/18/2023	Journal Entry	2020 Chevy Purchase	Yes		Purchase of 2020 Chevrolet Silverado, KPB portion. Impact 100 paid the remainder.		$11,000.04	-11,000.04
09/18/2023	Payment		No	Impact 100	Used for the purchase of the Chevy Silverado Truck	$11,000.04		0.00
09/18/2023	Deposit		No			$11,000.04		11,000.04
09/18/2023	Deposit		No		Used for the purchase of the Chevy Silverado Truck		$11,000.04	0.00
Total for *Undeposited Funds						**$175,898.58**	**$175,898.58**	
Accumulated Depreciation								
10/01/2022	Journal Entry	Depreciation	No		to consolidate all Acc Dep accounts		$47,659.36	-47,659.36

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
10/31/2022	Journal Entry		Yes				$638.31	-48,297.67
11/25/2022	Journal Entry	Trade in Toyota	Yes		to record disposal of 2008 Toyota Tundra	$1,289.45		-47,008.22
11/30/2022	Journal Entry		Yes				$638.31	-47,646.53
12/31/2022	Journal Entry		Yes				$1,969.57	-49,616.10
01/31/2023	Journal Entry		Yes				$1,969.57	-51,585.67
02/28/2023	Journal Entry		Yes				$1,969.57	-53,555.24
03/31/2023	Journal Entry		Yes				$1,969.57	-55,524.81
04/30/2023	Journal Entry		Yes				$1,969.57	-57,494.38
05/31/2023	Journal Entry		Yes				$1,969.57	-59,463.95
06/30/2023	Journal Entry		Yes				$1,969.57	-61,433.52
07/31/2023	Journal Entry		Yes				$1,969.57	-63,403.09
08/31/2023	Journal Entry		Yes				$1,969.57	-65,372.66
09/18/2023	Journal Entry	Disposal	Yes		to record disposal of 2014 Silverado Truck	$28,691.00		-36,681.66
09/30/2023	Journal Entry		Yes				$2,551.06	-39,232.72
Total for Accumulated Depreciation						**$29,980.45**	**$69,213.17**	
Accum Dpcn - Office Equipment (deleted)								
Beginning Balance								-902.50
10/01/2022	Journal Entry	Depreciation	No		to consolidate all Acc Dep accounts	$902.50		0.00
Total for Accum Dpcn - Office Equipment (deleted)						**$902.50**		
Accum Dpcn - Tools & Equip (deleted)								
Beginning Balance								-13,012.86
10/01/2022	Journal Entry	Depreciation	No		to consolidate all Acc Dep accounts	$13,012.86		0.00
Total for Accum Dpcn - Tools & Equip (deleted)						**$13,012.86**		
Accum Dpcn - Trailers (deleted)								
Beginning Balance								-4,086.00
10/01/2022	Journal Entry	Depreciation	No		to consolidate all Acc Dep accounts	$4,086.00		0.00
Total for Accum Dpcn - Trailers (deleted)						**$4,086.00**		
Accum Dpcn - Vehicles (deleted)								
Beginning Balance								-29,658.00
10/01/2022	Journal Entry	Depreciation	No		to consolidate all Acc Dep accounts	$29,658.00		0.00
Total for Accum Dpcn - Vehicles (deleted)						**$29,658.00**		
Total for Accumulated Depreciation with sub-accounts						**$77,639.81**	**$69,213.17**	
Office Equipment								
Beginning Balance								2,257.49
Total for Office Equipment								
Tools & Equipment								
Beginning Balance								26,367.67
Total for Tools & Equipment								
Trailers								
Beginning Balance								4,086.00
Total for Trailers								
Vehicles								
Beginning Balance								38,364.50
11/25/2022	Journal Entry	Trade in Toyota	Yes		to record Trade in value of 2008 Toyota Tundra applied to 2020 RAM 1500 Truck	$3,000.00		41,364.50
11/25/2022	Journal Entry	Impact 100 Draws 1&2	Yes		2022 RAM Promaster Van Hill Kelly Dodge	$36,705.85		78,070.35
11/25/2022	Journal Entry	Impact 100 Draws 1&2	Yes		2020 RAM 1500 Truck Hill Kelly Dodge	$49,843.16		127,913.51
11/25/2022	Journal Entry	Trade in Toyota	Yes		to record disposal of 2008 Toyota Tundra		$9,673.38	118,240.13
09/18/2023	Journal Entry	2020 Chevy Purchase	Yes		Purchase of 2020 Chevrolet Silverado, KPB portion. Impact 100 paid the remainder.	$11,000.04		129,240.17
09/18/2023	Journal Entry	2020 Chevy Purchase	Yes		Trade in Value of 2014 Chevy (fully depreciated). Purchase of 2020 Chevrolet Silverado, KPB portion. Impact 100 paid the remainder.	$4,889.50		134,129.67
09/18/2023	Journal Entry	Disposal	Yes		to record disposal of 2014 Silverado Truck		$28,691.00	105,438.67
09/18/2023	Expenditure	2020 Chevy Purchase	No	Sandy Sansing Chevrolet	Purchase of 2020 Chevrolet Silverado, KPB portion. Impact 100 paid the remainder.	$18,999.96		124,438.63
Total for Vehicles						**$124,438.51**	**$38,364.38**	
Inventory								
Beginning								1,329.97

Keep Pensacola Beautiful, Inc.

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
Balance								
10/01/2022	Journal Entry	May 20 Payroll	No		Sustain a beer cups; entry to consolidate inventory accounts	$936.96		2,266.93
01/17/2023	Expenditure		No	4Imprint	Coffee Mugs;100 units @ $8.39 per unit	$839.96		3,106.89
02/08/2023	Bill	206489812-0-3	No	HI Touch Business Services	GREEN CAP; 72 units @ $6.00 per unit	$432.00		3,538.89
02/08/2023	Bill	206489812-0-3	No	HI Touch Business Services	WHITE CAP; 72 units @ $6.90 per unit	$496.80		4,035.69
09/30/2023	Journal Entry		Yes		to expense remaining inventory; In FY23 BOD decided to not to continue selling merchandise		$4,035.69	0.00
Total for Inventory						**$2,705.72**	**$4,035.69**	
Inventory - Sustain a Beer (restored) (deleted)								
Beginning Balance								936.96
10/01/2022	Journal Entry	May 20 Payroll	No		Sustain a beer cups; entry to consolidate inventory accounts		$936.96	0.00
Total for Inventory - Sustain a Beer (restored) (deleted)							**$936.96**	
Investment - Annuity								
Beginning Balance								13,852.27
03/25/2023	Journal Entry		Yes		Loss on investment per statement		$795.13	13,057.14
Total for Investment - Annuity							**$795.13**	
Landfill Escrow								
Beginning Balance								750.00
09/30/2023	Journal Entry		Yes		to expense deposit; transaction was prior to 2019		$750.00	0.00
Total for Landfill Escrow							**$750.00**	
Prepaid Expenses								
Beginning Balance								1,350.00
10/31/2022	Journal Entry	Prepaid Exp - Oct	No				$150.00	1,200.00
11/30/2022	Journal Entry	Prepaid Exp - Nov	No				$150.00	1,050.00
12/31/2022	Journal Entry	Prepaid Exp - Dec	No				$150.00	900.00
01/31/2023	Journal Entry	Prepaid Exp - Jan	No				$150.00	750.00
02/28/2023	Journal Entry	Prepaid Exp - Feb	No				$150.00	600.00
03/01/2023	Journal Entry	Consolidate Prepaids	No		Remaining Virtuous balance		$600.00	0.00
Total for Prepaid Expenses							**$1,350.00**	
Prepaid Insurance								
Beginning Balance								2,466.15
10/25/2022	Check	DM	No	ICW Group	12 month Auto Policy; expense $200.87 per month	$2,410.50		4,876.65
10/31/2022	Journal Entry	Prepaid Ins - Oct	No				$447.49	4,429.16
11/23/2022	Expenditure		No	ICW Group	12 month Auto Policy; expense $200.87 per month	$2,410.50		6,839.66
11/30/2022	Journal Entry	Prepaid Ins - Nov	No				$648.36	6,191.30
12/31/2022	Journal Entry	Prepaid Ins - Dec	No				$648.36	5,542.94
01/13/2023	Expenditure		No	Aris Insurance	Non Profit Management Liability Coverage Parts 01/23/2023 01/23/2024	$783.36		6,326.30
01/31/2023	Journal Entry	Prepaid Ins - Jan	No		New policy, expense $65.28 for next 12 months		$713.64	5,612.66
02/28/2023	Journal Entry	Prepaid Ins - Feb	No				$713.64	4,899.02
03/31/2023	Journal Entry	Prepaid Ins - Mar	No				$713.64	4,185.38
04/30/2023	Journal Entry	Prepaid Ins - Apr	No				$713.64	3,471.74
05/31/2023	Journal Entry	PPI	No				$713.64	2,758.10
06/30/2023	Journal Entry	PPI	No				$713.64	2,044.46
07/31/2023	Journal Entry	Prepaid Insurance	Yes				$682.00	1,362.46
08/31/2023	Journal Entry	PPI	Yes				$682.00	680.46
09/30/2023	Journal Entry	22-28	Yes				$680.46	0.00
Total for Prepaid Insurance						**$5,604.36**	**$8,070.51**	
Prepaid Software								
Beginning Balance								7,916.66
10/31/2022	Journal Entry	Prepaid Soft - Oct	No				$791.67	7,124.99
11/30/2022	Journal Entry	Prepaid Soft - Nov	No				$791.67	6,333.32
12/31/2022	Journal Entry	Prepaid Soft - Dec	No				$791.67	5,541.65
01/31/2023	Journal Entry	Prepaid Soft -	No				$791.67	4,749.98

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		Jan						
02/28/2023	Journal Entry	Prepaid Soft - Feb	No				$791.67	3,958.31
03/01/2023	Journal Entry	Consolidate Prepaids	No		Remaining Virtuous balance	$600.00		4,558.31
03/31/2023	Journal Entry	Prepaid Soft - Mar	No				$791.67	3,766.64
03/31/2023	Journal Entry	Prepaid Exp - Mar	No		Virtuous Software		$150.00	3,616.64
04/30/2023	Journal Entry	Prepaid Exp - Apr	No		Virtuous Software		$150.00	3,466.64
04/30/2023	Journal Entry	Prepaid Soft - Apr	No				$791.67	2,674.97
05/01/2023	Expenditure		No	Virtuous	1/4 subscription for year	$2,497.95		5,172.92
05/31/2023	Journal Entry	PPE	No		Funraise		$791.67	4,381.25
05/31/2023	Journal Entry	PPE Virtuous	No		Virtuous month 1		$832.65	3,548.60
05/31/2023	Journal Entry	PPE	No		Virtuous Software		$150.00	3,398.60
06/30/2023	Journal Entry	PPE Virtuous	No		Virtuous month 2		$832.65	2,565.95
06/30/2023	Journal Entry	PPE	No		Funraise		$791.67	1,774.28
06/30/2023	Journal Entry	PPE	No		Virtuous Software		$150.00	1,624.28
07/15/2023	Bill	18530	No	Virtuous	Virtuous Fundraising Platform Quarterly Charge	$2,497.95		4,122.23
07/31/2023	Journal Entry	PPE Virtuous	Yes		Virtuous month 3		$832.65	3,289.58
07/31/2023	Journal Entry	Prepaid Expense	Yes				$791.67	2,497.91
08/31/2023	Journal Entry	Prepaid	Yes		Virtuous month 1		$832.65	1,665.26
09/30/2023	Journal Entry	Prepaid	Yes		Virtuous month 2		$832.65	832.61
Total for Prepaid Software						**$5,595.90**	**$12,679.95**	
Accounts Payable								
11/07/2022	Bill	INV-006665	No	YourTEK Professionals			$15.00	15.00
01/18/2023	Bill	INV-006893	No	YourTEK Professionals			$5.00	20.00
02/07/2023	Bill	1029877	No	Spikes Printing Co			$30.00	50.00
02/08/2023	Bill	206489812-0-3	No	HI Touch Business Services			$928.80	978.80
02/10/2023	Bill	1029549	No	Spikes Printing Co			$493.00	1,471.80
02/14/2023	Bill	15870	No	Express Oil Change			$68.99	1,540.79
02/18/2023	Bill Payment (Check)	Check 50868	No	Pensacola Sign & Graphics, Inc		$329.16		1,211.63
02/20/2023	Bill	INV006988	No	YourTEK Professionals			$129.99	1,341.62
02/20/2023	Bill	006989	No	YourTEK Professionals			$70.35	1,411.97
02/20/2023	Bill	006988	No	YourTEK Professionals			$129.99	1,541.96
02/23/2023	Bill	230152	No	Award Masters Inc			$62.19	1,604.15
03/01/2023	Bill	Feb STMT	No	Escambia County Waste Services (vendor)			$186.97	1,791.12
03/01/2023	Bill	322398	No	Pensacola Sign & Graphics, Inc	Dewberry, Big Brothers		$329.16	2,120.28
03/01/2023	Bill	956228	No	Supreme Paper Supplies LLC			$511.10	2,631.38
03/01/2023	Bill	322443	No	Pensacola Sign & Graphics, Inc			$164.58	2,795.96
03/02/2023	Bill Payment (Check)	50870	No	YourTEK Professionals		$200.34		2,595.62
03/02/2023	Bill Payment (Check)	50869	No	Supreme Paper Supplies LLC		$511.10		2,084.52
03/02/2023	Bill Payment (Check)	50871	No	Award Masters Inc		$62.19		2,022.33
03/04/2023	Bill Payment (Credit Card)		No	Pensacola Sign & Graphics, Inc		$164.58		1,857.75
03/06/2023	Bill	957257	No	Supreme Paper Supplies LLC			$511.10	2,368.85
03/09/2023	Bill Payment (Check)	Check #50872	No	Spikes Printing Co		$523.00		1,845.85
03/14/2023	Bill Payment (Check)	Check #50879	No	Supreme Paper Supplies LLC		$511.10		1,334.75
03/14/2023	Bill Payment (Check)	Check #50878	No	HI Touch Business Services		$928.80		405.95
03/14/2023	Bill Payment (Check)	50878	No	Express Oil Change		$68.99		336.96
03/20/2023	Bill	007080	No	YourTEK Professionals			$207.32	544.28
03/21/2023	Bill Payment (Check)	Check #50877	No	Escambia County Waste Services (vendor)		$186.97		357.31
03/21/2023	Bill	958948	No	Supreme Paper Supplies LLC			$492.72	850.03
03/26/2023	Bill	959328	No	Supreme Paper Supplies LLC			$70.58	920.61
03/30/2023	Bill Payment (Check)	50877	No	Supreme Paper Supplies LLC		$563.30		357.31

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04/25/2023	Bill		No	YourTEK Professionals			$207.32	564.63
04/25/2023	Bill	962601	No	Supreme Paper Supplies LLC			$376.21	940.84
05/03/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC		$376.21		564.63
05/05/2023	Bill	56226340505798	No	Colonial Life			$105.48	670.11
05/09/2023	Bill Payment (Check)		No	YourTEK Professionals		$207.32		462.79
05/20/2023	Bill	INV-7292	No	YourTEK Professionals			$49.37	512.16
05/24/2023	Bill	8414951-2643-2	No	Waste Management			$116.57	628.73
06/07/2023	Bill	966511	No	Supreme Paper Supplies LLC			$379.90	1,008.63
06/14/2023	Bill Payment (Check)		No	Waste Management		$116.57		892.06
06/14/2023	Bill Payment (Check)		No	Colonial Life		$105.48		786.58
06/14/2023	Bill	968262	No	Supreme Paper Supplies LLC			$379.90	1,166.48
06/15/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC		$379.90		786.58
06/20/2023	Bill	INV-007402	No	YourTEK Professionals			$49.37	835.95
06/21/2023	Bill Payment (Credit Card)		No	YourTEK Professionals		$49.37		786.58
06/21/2023	Bill Payment (Credit Card)		No	YourTEK Professionals		$207.32		579.26
06/21/2023	Bill Payment (Credit Card)		No	YourTEK Professionals		$199.36		379.90
06/22/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC		$379.90		0.00
06/23/2023	Bill	MC11634238	No	Mailchimp			$33.57	33.57
06/24/2023	Bill		No	Waste Management			$443.55	477.12
06/26/2023	Bill Payment (Credit Card)		No	Mailchimp		$33.57		443.55
06/28/2023	Bill	250000537234	No	ICW Group			$793.00	1,236.55
06/29/2023	Bill	969842	No	Supreme Paper Supplies LLC			$379.90	1,616.45
06/30/2023	Bill	INV-007494	No	YourTEK Professionals			$49.37	1,665.82
06/30/2023	Bill		No	Escambia County Waste Services (vendor)			$209.24	1,875.06
07/01/2023	Bill	INV-548	No	Jetty IOT			$597.00	2,472.06
07/06/2023	Bill Payment (Check)		No	Jetty IOT		$597.00		1,875.06
07/08/2023	Bill		No	Keep America Beautiful			$400.00	2,275.06
07/11/2023	Bill	971138	No	Supreme Paper Supplies LLC			$478.77	2,753.83
07/13/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC		$478.77		2,275.06
07/13/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC		$379.90		1,895.16
07/14/2023	Bill Payment (Check)		No	Waste Management		$443.55		1,451.61
07/14/2023	Bill Payment (Check)		No	ICW Group		$793.00		658.61
07/15/2023	Bill	18530	No	Virtuous			$2,497.95	3,156.56
07/19/2023	Bill	150000576379	No	ICW Group			$793.52	3,950.08
07/20/2023	Bill	249023	No	Firestone			$41.33	3,991.41
07/24/2023	Bill Payment (Credit Card)		No	Firestone		$41.33		3,950.08
07/31/2023	Bill		No	Benjamin Robinson			$250.00	4,200.08
07/31/2023	Bill		No	Escambia County Waste Services (vendor)			$217.93	4,418.01
08/01/2023	Bill	20	No	Benjamin Robinson			$50.00	4,468.01
08/03/2023	Bill Payment (Check)		No	YourTEK Professionals		$49.37		4,418.64
08/03/2023	Bill Payment (Check)		No	Virtuous		$2,497.95		1,920.69
08/03/2023	Bill		No	Florida Department of Revenue			$50.00	1,970.69
08/04/2023	Bill Payment (Check)		No	ICW Group		$793.52		1,177.17
08/04/2023	Bill		No	Cox Communications			$60.99	1,238.16
08/07/2023	Bill Payment (Check)		No	Escambia County Waste Services (vendor)		$209.24		1,028.92
08/08/2023	Bill Payment (Check)		No	Florida Department of Revenue		$50.00		978.92
08/09/2023	Bill Payment		No	Benjamin Robinson		$50.00		928.92

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	(Credit Card)							
08/10/2023	Bill Payment (Check)		No	Benjamin Robinson		$250.00		678.92
08/15/2023	Bill Payment (Check)		No	Waste Management		$666.86		12.06
08/15/2023	Bill	974025	No	Supreme Paper Supplies LLC			$478.77	490.83
08/20/2023	Bill	100000630876	No	ICW Group			$647.56	1,138.39
08/20/2023	Bill	INV-007597	No	YourTEK Professionals			$49.37	1,187.76
08/20/2023	Bill	2006066447	No	Philadelphia Insurance Companies			$4,914.98	6,102.74
08/22/2023	Bill	323183	No	Pensacola Sign & Graphics, Inc			$1,810.38	7,913.12
08/23/2023	Bill		No	Mailchimp			$33.57	7,946.69
08/23/2023	Bill Payment (Check)		No	Supreme Paper Supplies LLC		$478.77		7,467.92
08/23/2023	Bill		No	JNE Notary Solutions			$10.75	7,478.67
08/24/2023	Bill Payment (Credit Card)		No	Mailchimp		$33.57		7,445.10
08/24/2023	Bill	8424096-2643-4	No	Waste Management			$897.36	8,342.46
08/24/2023	Bill	8426113-2643-5	No	Waste Management			$904.96	9,247.42
08/25/2023	Bill	8420150-2643-3	No	Waste Management			$666.86	9,914.28
08/28/2023	Bill Payment (Credit Card)		No	Pensacola Sign & Graphics, Inc		$905.19		9,009.09
08/28/2023	Bill Payment (Credit Card)		No	JNE Notary Solutions		$10.75		8,998.34
08/30/2023	Bill Payment (Credit Card)		No	Keep America Beautiful		$400.00		8,598.34
08/31/2023	Bill		No	Escambia County Waste Services (vendor)			$52.27	8,650.61
09/01/2023	Bill		No	Jetty IOT			$597.00	9,247.61
09/01/2023	Bill	2006066448	No	Philadelphia Insurance Companies			$1,154.96	10,402.57
09/01/2023	Bill Payment (Check)		No	Philadelphia Insurance Companies		$4,914.98		5,487.59
09/04/2023	Bill		No	Cox Communications			$60.99	5,548.58
09/05/2023	Bill Payment (Check)		No	Escambia County Waste Services (vendor)		$217.93		5,330.65
09/05/2023	Bill	977289	No	Supreme Paper Supplies LLC			$45.17	5,375.82
09/06/2023	Bill Payment (Check)		No	ICW Group		$647.56		4,728.26
09/06/2023	Bill Payment (Check)		No	Jetty IOT		$597.00		4,131.26
09/12/2023	Bill Payment (Check)		No	Cox Communications		$60.99		4,070.27
09/12/2023	Bill Payment (Check)		No	YourTEK Professionals		$49.37		4,020.90
09/12/2023	Bill Payment (Check)		No	Cox Communications		$60.99		3,959.91
09/14/2023	Bill Payment (Check)		No	Waste Management		$897.36		3,062.55
09/20/2023	Bill	007715	No	YourTEK Professionals			$49.37	3,111.92
09/20/2023	Bill	250000562651	No	ICW Group			$604.82	3,716.74
09/20/2023	Bill	200000594981	No	ICW Group			$1,541.00	5,257.74
09/22/2023	Bill Payment (Check)		No	Philadelphia Insurance Companies		$1,154.96		4,102.78
09/28/2023	Bill Payment (Credit Card)		No	Pensacola Sign & Graphics, Inc		$905.19		3,197.59
09/29/2023	Bill	980109	No	Supreme Paper Supplies LLC			$478.77	3,676.36
09/30/2023	Bill		No	Escambia County Waste Services (vendor)			$35.90	3,712.26
Total for Accounts Payable						**$24,739.63**	**$28,451.89**	
The First Bank #3788								
Beginning Balance								8,759.86
10/01/2022	Journal Entry		Yes		to reconcile CC after QBO conversion	$297.32		8,462.54
10/27/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162300103842356149; 05542; 3804PATRICK STEWART;		$58.65	8,521.19
10/27/2022	Expenditure		No	4Imprint	4IMPRINT INC 4IMPRINT. 24692162299103754653197; 05969; 3796SIGRID SOLGARD;		$333.73	8,854.92
10/31/2022	Expenditure		No	Shell Oil	SHELL OIL 12427520007 CANTONMEN 24316052301548809450293; 05542; 7325COLIN MEYER;		$77.60	8,932.52

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10/31/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162302105402189719; 05542; 3812DAVID COCHRAN;		$65.00	8,997.52
11/01/2022	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137462305001586671701; 05542; 3804PATRICK STEWART;		$58.09	9,055.61
11/01/2022	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137462305001586671883; 05533; 3812DAVID COCHRAN;		$174.28	9,229.89
11/02/2022	Expenditure		No	Instant Promotion	INSTANT PROMOTION 919-977-8 24247602305300699415396; 05969; 3796SIGRID SOLGARD;		$503.99	9,733.88
11/02/2022	Expenditure		No	Indeed	INDEED 203-564-2 24692162305108207035894; 08999; 3796SIGRID SOLGARD;		$211.55	9,945.43
11/02/2022	Expenditure		No	City Parking	CITY PARKING 856-234-8 24445002306600108972099; 07523; 3796SIGRID SOLGARD;		$1.16	9,946.59
11/02/2022	Expenditure		No	USPS	USPS CHANGE OF ADDRESS 800-238-3 24137462305300766427243; 09402; 3796SIGRID SOLGARD;		$1.10	9,947.69
11/03/2022	Expenditure		No		ADOBE *800-833-6687 ADOBE.LY/E 24692162306108514112260; 05734; 3796SIGRID SOLGARD;		$14.99	9,962.68
11/04/2022	Expenditure		No		WWW.CUSTOMCANOPY.CO HTTPSWWW.C 24492162307000044081282; 05399; 3796SIGRID SOLGARD;		$350.00	10,312.68
11/07/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162311102078437067; 05542; 3812DAVID COCHRAN;		$66.01	10,378.69
11/07/2022	Expenditure		No	Shell Oil	SHELL OIL 57546315904 PENSACOLA 24316052310548300753152; 05541; 7325COLIN MEYER;		$8.03	10,386.72
11/08/2022	Expenditure		No	Tom Thumb	TOM THUMB #0143 PENSACOLA 24137462312001527632987; 05542; 7325COLIN MEYER;		$78.86	10,465.58
11/10/2022	Expenditure		No	Polonza Bistro	POLONZA BISTRO PENSACOLA 24037242313900012281232; 05812; 3796SIGRID SOLGARD;		$42.61	10,508.19
11/10/2022	Expenditure		No	Microsoft	MSFT * E0600KXMXI MSBILL.IN 24430992313400813008085; 05045; 3796SIGRID SOLGARD;		$23.51	10,531.70
11/14/2022	Expenditure		No	Polonza Bistro	POLONZA BISTRO PENSACOLA 24037242315900012435380; 05812; 3796SIGRID SOLGARD;		$40.24	10,571.94
11/14/2022	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT. 24692162315105376412977; 05734; 3796SIGRID SOLGARD;		$42.50	10,614.44
11/14/2022	Expenditure		No	Office Depot	OFFICE DEPOT #202 PENSACOLA 24137462314100445236778; 05943; 3796SIGRID SOLGARD;		$47.59	10,662.03
11/14/2022	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137462317001394608107; 05542; 3812DAVID COCHRAN;		$69.01	10,731.04
11/14/2022	Expenditure		No	Fletchers Towing	Fletcher’s Towing Inc Pensacola 24426292314030039361271; 07549; 3804PATRICK STEWART;		$299.26	11,030.30
11/14/2022	Expenditure		No	Shell Oil	SHELL OIL 57544663800 PENSACOLA 24316052316548319528680; 05542; 3812DAVID COCHRAN;		$68.00	11,098.30
11/14/2022	Expenditure		No	Exxon Mobil	EXXONMOBIL 48319966 PENSACOLA 24164052314378008080057; 05542; 3804PATRICK STEWART;		$63.33	11,161.63
11/17/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162321109496688872; 05542; 7325COLIN MEYER;		$76.10	11,237.73
11/17/2022	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137462320300723641259; 05965; 3838KRYSTAL BROWN;		$62.80	11,300.53
11/18/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162322100250594827; 05542; 3804PATRICK STEWART;		$58.19	11,358.72
11/18/2022	Expenditure		No	4Imprint	4IMPRINT INC 4IMPRINT. 24692162321100157593345; 05969; 3796SIGRID SOLGARD;		$317.84	11,676.56
11/21/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162324101834242329; 05542; 3812DAVID COCHRAN;		$69.02	11,745.58
11/21/2022	Journal Entry	22-18	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 112122	$2,000.00		9,745.58
11/23/2022	Expenditure		No	ICW Group	12 month Auto Policy; expense $200.87 per month		$2,410.50	12,156.08
11/23/2022	Credit Card Credit		No	Samsara	SAMSARA HTTPSWWW.S 24011342326000021678107; 05734; 3796SIGRID SOLGARD;	$1,137.24		11,018.84
11/25/2022	Expenditure		No	Shell Oil	SHELL OIL 12482341000 PENSACOLA 24316052327548034997399; 05542; 3804PATRICK STEWART;		$59.00	11,077.84
11/25/2022	Expenditure		No	Mailchimp	MailChimp 000-00000 24204292327000112203727; 05818; 3796SIGRID SOLGARD;		$38.25	11,116.09
11/29/2022	Expenditure		No	Pensacola Sign & Graphics, Inc	PENSACOLA SIGN & GRAPH 850-43378 24137472333000010740426; 05099; 3796SIGRID SOLGARD;		$266.80	11,382.89
11/29/2022	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137462333001666516046; 05542; 3804PATRICK STEWART;		$63.08	11,445.97
11/30/2022	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164072333978861093330; 05542; 3804PATRICK STEWART;		$59.64	11,505.61
12/02/2022	Expenditure		No	Circle K	CIRCLE K 08235 PENSACOLA 24692162336101321345615; 05542; 7325COLIN MEYER;		$65.81	11,571.42
12/05/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162339101003849907; 05542; 3804PATRICK STEWART;		$57.31	11,628.73
12/05/2022	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/E 24692162336101573160852; 05734; 3796SIGRID SOLGARD;		$14.99	11,643.72

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12/05/2022	Expenditure		No	Mobile Mini	WILLSCOT MOBILE MINI 480-894-6 2443106233770086246 6925; 04225; 3796SIGRID SOLGARD;		$176.00	11,819.72
12/06/2022	Expenditure		No	Circle K	CIRCLE K # 09079 PENSACOLA 24692162340101853944136; 05542; 7325COLIN MEYER;		$67.60	11,887.32
12/07/2022	Expenditure		No	Loaves and Fishes	LOAVES AND FISHES PENSACOLA 2466985234109174600008 5; 05999; 3796SIGRID SOLGARD;		$7.47	11,894.79
12/09/2022	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164072342978861093420; 05542; 3804PATRICK STEWART;		$52.53	11,947.32
12/09/2022	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 90014 PENSACOLA 24137462343001657332880; 05542; 3804PATRICK STEWART;		$74.02	12,021.34
12/12/2022	Expenditure		No	Microsoft	MSFT * E0600LBN8G MSBILL.IN 24430992343400815017518; 05045; 3796SIGRID SOLGARD;		$21.00	12,042.34
12/12/2022	Expenditure		No	Pensacola Thrift Store	PENSACOLA THRIFT STORE PENSACOLA 24427332343710042243438; 05931; 3796SIGRID SOLGARD;		$20.90	12,063.24
12/12/2022	Expenditure		No	Discountmugs.com	Plastic Green Cups - Communi-tee Cup Event		$165.45	12,228.69
12/12/2022	Expenditure		No	Circle K	CIRCLE K # 07746 PENSACOLA 24692162345106098136468; 05542; 7325COLIN MEYER;		$5.29	12,233.98
12/12/2022	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT. 24692162345106467032736; 05734; 3796SIGRID SOLGARD;		$42.50	12,276.48
12/14/2022	Expenditure		No	Raceway	RACEWAY 6940 18969402 PENSACOLA 24164072347978871903472; 05542; 3812DAVID COCHRAN;		$63.00	12,339.48
12/14/2022	Expenditure		No	Sticker Mule	Logo Stickers or Magnets		$45.00	12,384.48
12/14/2022	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0062 MOLINO 24137462348001717014283; 05542; 7325COLIN MEYER;		$81.61	12,466.09
12/15/2022	Expenditure		No	4Imprint	4IMPRINT INC 4IMPRINT. 24692162348109333796580; 05969; 3796SIGRID SOLGARD;		$432.75	12,898.84
12/19/2022	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137462350100489164303; 05965; 2398MADISON WILLIAMS;		$87.89	12,986.73
12/21/2022	Journal Entry	22-17	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 122122	$2,500.00		10,486.73
12/21/2022	Expenditure		No	Marathon	MARATHON PETRO150847 PENSACOLA 24034542354002450602379; 05542; 3812DAVID COCHRAN;		$62.00	10,548.73
12/21/2022	Expenditure		No	USPS	USPS PO 1174170018 PENSACOLA 24137462355001918361392; 09402; 3796SIGRID SOLGARD;		$65.40	10,614.13
12/23/2022	Expenditure		No	Gallery Night of Pensacola	GALLERY NIGHT OF PENSA 850-39013 24377352357000003361168; 08398; 2398MADISON WILLIAMS;		$50.00	10,664.13
12/23/2022	Expenditure		No	Walmart	MURPHY6750ATWALMART PENSACOLA 24431052356838000215411; 05542; 3796SIGRID SOLGARD;		$32.79	10,696.92
12/23/2022	Expenditure		No	Hogentogler	HOGENTOGLER & CO INC 410-38123 24639232356900015000044; 05046; 3796SIGRID SOLGARD;		$210.93	10,907.85
12/27/2022	Expenditure		No	Raceway	RACEWAY 6877 48868772 PENSACOLA 24164072357978727323575; 05542; 7325COLIN MEYER;		$81.19	10,989.04
12/27/2022	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793382357000116133721; 05818; 3796SIGRID SOLGARD;		$47.60	11,036.64
12/27/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162358107083790008; 05541; 3804PATRICK STEWART;		$50.00	11,086.64
12/29/2022	Expenditure		No	Shell Oil	SHELL OIL 12427520007 CANTONMEN 24316052362548467026902; 05542; 7325COLIN MEYER;		$62.46	11,149.10
01/03/2023	Expenditure		No	Facebook	FACEBK H682UKXSS2 650-54348 24204292365000615027071; 07311; 3796SIGRID SOLGARD;		$32.29	11,181.39
01/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163002103284296109; 05734; 3796SIGRID SOLGARD;		$14.99	11,196.38
01/03/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463003001385707345; 05542; 3804PATRICK STEWART;		$72.88	11,269.26
01/03/2023	Credit Card Credit		No	The First Credit Card	SPEND AND GET STMT CREDIT JABOYC1 3003134730; 05999; 3796SIGRID SOLGARD;	$25.00		11,244.26
01/04/2023	Expenditure		No	HI TECH CAR WASH	HI TECH CAR WASH AND O PENSACOLA 24055223004400481000016; 07542; 3804PATRICK STEWART;		$20.75	11,265.01
01/05/2023	Expenditure		No	Home Depot	THE HOME DEPOT #6932 PENSACOLA 24943013004010182135424; 05200; 3804PATRICK STEWART;		$42.20	11,307.21
01/06/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663005838005108910; 05542; 7325COLIN MEYER;		$73.01	11,380.22
01/06/2023	Expenditure		No	Publix	PUBLIX #1522 PENSACOLA 24137463006001427743149; 05411; 3796SIGRID SOLGARD;		$9.82	11,390.04
01/09/2023	Expenditure		No	El Asador Inc	EL ASADOR INC PENSACOLA 24428063008001340533217; 05812; 3796SIGRID SOLGARD;		$13.33	11,403.37
01/09/2023	Expenditure		No	Circle K	CIRCLE K 04957 PENSACOLA 24692163008107704425432; 05542; 3796SIGRID SOLGARD;		$40.68	11,444.05
01/10/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463010001410322434; 05533; 7325COLIN MEYER;		$18.26	11,462.31
01/10/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463010001410270112; 05542; 3812DAVID COCHRAN;		$83.00	11,545.31
01/10/2023	Expenditure		No	Microsoft	MSFT * E0600LPV7N MSBILL.IN 24430993009400814015326; 05045;		$21.00	11,566.31

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					3796SIGRID SOLGARD;			
01/11/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073010978861090102; 05542; 3804PATRICK STEWART;		$56.59	11,622.90
01/11/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463011001421926321; 05542; 7325COLIN MEYER;		$59.45	11,682.35
01/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT. 24692163011100121544187; 05734; 3796SIGRID SOLGARD;		$42.50	11,724.85
01/12/2023	Journal Entry	22-16	No		Credit Card Payment: PAYMENT THANK YOU INTERNET; 00000;	$1,000.00		10,724.85
01/13/2023	Expenditure		No	Innerarity Hardware	INNERARITY HARDWARE PENSACOLA 24755423012670120035412; 05251; 3804PATRICK STEWART;		$35.66	10,760.51
01/13/2023	Expenditure		No	Sticker Mule	Large logo stickers for trash barrels		$667.50	11,428.01
01/13/2023	Expenditure		No	Discountmugs.com	Plastic Green Cups - Communi-tee Cup Event		$140.95	11,568.96
01/17/2023	Expenditure		No	Amazon	AMZN Mktp US*NU6T29QE3 Amzn.com/ 24692163015103115754024; 05942; 2398MADISON WILLIAMS;		$41.63	11,610.59
01/17/2023	Expenditure		No	Facebook	FACEBK HD5QZLFTS2 650-54348 24204293015000514486073; 07311; 3796SIGRID SOLGARD;		$35.00	11,645.59
01/17/2023	Expenditure		No	4Imprint	4IMPRINT INC 4IMPRINT. 24692163013101954581450; 05969; 3796SIGRID SOLGARD;		$1,878.45	13,524.04
01/17/2023	Expenditure		No	Etsy.com	Etsy.com - sofiasfindi 844-65938 24906413013165027754759; 05965; 3796SIGRID SOLGARD;		$42.95	13,566.99
01/18/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073017978861090170; 05542; 3804PATRICK STEWART;		$46.45	13,613.44
01/18/2023	Expenditure		No	Circle K	CIRCLE K # 07746 PENSACOLA 24692163018104934767673; 05542; 7325COLIN MEYER;		$90.04	13,703.48
01/18/2023	Expenditure		No	CALIBER CAR WASH	CALIBER CAR WASH - PEN PENSACOLA 24269793018000891857480; 07542; 2398MADISON WILLIAMS;		$10.00	13,713.48
01/19/2023	Expenditure		No	Double the Donation	DOUBLE THE DONATION HTTPSDOUBL 24492163018000026813239; 08398; 3796SIGRID SOLGARD;		$2.72	13,716.20
01/20/2023	Expenditure		No	Winn-Dixie	WINN-DIXIE #0507 PACE 24137463020001411455165; 05411; 2398MADISON WILLIAMS;		$8.97	13,725.17
01/20/2023	Expenditure		No	Bay Area Printing	BAY AREA PRINTING & GR 850-433-6 24687203019017013811404; 02741; 3796SIGRID SOLGARD;		$769.00	14,494.17
01/23/2023	Journal Entry	22-25	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;	$3,000.00		11,494.17
01/23/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$63.92	11,558.09
01/23/2023	Expenditure		No	Guitar Center	GUITAR CENTER #792 PENSACOLA 2494300302198520097983O; 05733; 3796SIGRID SOLGARD;		$47.99	11,606.08
01/23/2023	Journal Entry	22-24	No		Credit Card Payment: PAYMENT THANK YOU INTERNET; 00000;	$3,000.00		8,606.08
01/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383023000091066724; 05818; 3796SIGRID SOLGARD;		$55.24	8,661.32
01/24/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$84.23	8,745.55
01/25/2023	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137463024100355024098; 05965; 3796SIGRID SOLGARD;		$62.16	8,807.71
01/25/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$62.03	8,869.74
01/25/2023	Expenditure		No	Sunbiz	NIC*-FL SUNBIZ.ORG EGOV.COM 24055233025400622190977; 09399; 3796SIGRID SOLGARD;		$70.00	8,939.74
01/30/2023	Expenditure		No	Walmart	WAL-MART #1224 PENSACOLA 24455013027141001703267; 05411; 3796SIGRID SOLGARD;		$66.54	9,006.28
01/30/2023	Expenditure		No	Facebook	FACEBK 4UX3ZM7TS2 650-54348 24204293031000085377545; 07311; 3796SIGRID SOLGARD;		$35.00	9,041.28
01/30/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$67.00	9,108.28
01/30/2023	Expenditure		No	Goodwill	GOODWILL OLIVE RD 26 PENSACOLA 24789303027362902294543; 05651; 3796SIGRID SOLGARD;		$17.09	9,125.37
01/30/2023	Expenditure		No	Publix	PUBLIX #1316 PENSACOLA 24137463028001574641249; 05411; 3796SIGRID SOLGARD;		$12.99	9,138.36
01/30/2023	Expenditure		No	Richey’s East Inc	RICHEYS #2 PENSACOLA 24049553029900018300367; 05921; 3796SIGRID SOLGARD;		$126.69	9,265.05
01/30/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$112.16	9,377.21
01/31/2023	Expenditure		No	4Imprint	4IMPRINT INC 4IMPRINT. 24692163030101232941723; 05969; 3796SIGRID SOLGARD;		$203.74	9,580.95
02/01/2023	Expenditure		No	Facebook	FACEBK 4UX3ZM7TS2 650-54348 24204293031000085377545; 07311; 3796SIGRID SOLGARD;		$13.92	9,594.87
02/01/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$35.46	9,630.33
02/02/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$58.83	9,689.16
02/02/2023	Expenditure		No	Indeed	ONLINE JOB ADS INDEED 512-45953 24793383032000247507422; 07361; 3796SIGRID SOLGARD;		$120.00	9,809.16

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02/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163033102965532223; 05734; 3796SIGRID SOLGARD;		$14.99	9,824.15
02/06/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$69.00	9,893.15
02/06/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663034838005981444; 05542; 7325COLIN MEYER;		$75.00	9,968.15
02/06/2023	Expenditure		No	LinkedIn	LINKEDIN-870*9449864 LNKD.IN/B 24692163034104152659180; 05968; 3796SIGRID SOLGARD;		$149.50	10,117.65
02/08/2023	Expenditure		No	Marshalls	MARSHALLS #1192 PENSACOLA 24137463039001467406673; 05310; 3796SIGRID SOLGARD;		$45.28	10,162.93
02/08/2023	Expenditure		No	Walmart	WM SUPERCENTER #1224 PENSACOLA 24445003039400185100207; 05411; 3796SIGRID SOLGARD;		$89.30	10,252.23
02/08/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$76.88	10,329.11
02/09/2023	Expenditure		No	Pensacola Thrift Store	PENSACOLA THRIFT STORE PENSACOLA 24427333039710038366554; 05931; 3796SIGRID SOLGARD;		$18.95	10,348.06
02/10/2023	Expenditure		No	Microsoft	MSFT * E0600M3Y9A MSBILL.IN 24430993040400819041641; 05045; 3796SIGRID SOLGARD;		$21.00	10,369.06
02/10/2023	Expenditure		No	Target	TARGET 00006866 PENSACOLA 24164073040091007146715; 05310; 3796SIGRID SOLGARD;		$122.52	10,491.58
02/10/2023	Expenditure		No	First Tee Gulf Coast	SQ *FIRST TEE GULF COA Pensacola 24692163040108458473586; 08398; 3796SIGRID SOLGARD;		$800.00	11,291.58
02/13/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163042109659298689; 05734; 3796SIGRID SOLGARD;		$85.00	11,376.58
02/13/2023	Expenditure		No	O'Reilly Auto Parts	O'REILLY AUTO PARTS 97 PENSACOLA 24431053042838000334418; 05533; 3804PATRICK STEWART;		$40.83	11,417.41
02/13/2023	Expenditure		No	Walmart	WM SUPERCENTER #3484 PENSACOLA 24445003043400243913405; 05411; 3804PATRICK STEWART;		$24.77	11,442.18
02/13/2023	Expenditure		No	Sam's Club	SAMS CLUB #8119 PENSACOLA 24445003043400243913579; 05300; 3804PATRICK STEWART;		$71.35	11,513.53
02/13/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$61.78	11,575.31
02/13/2023	Expenditure		No	Walmart	WAL-MART #3484 PENSACOLA 24455013042141005211243; 05411; 3804PATRICK STEWART;		$267.79	11,843.10
02/14/2023	Expenditure		No	Walmart	Thank you gifts		$29.97	11,873.07
02/16/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$70.04	11,943.11
02/16/2023	Journal Entry	22-23	No		Credit Card Payment: INTERNET PAYMENT THANK YOU INTERNET; 00000;	$2,000.00		9,943.11
02/16/2023	Expenditure		No	Winn-Dixie	Clean Team Event Supplies		$10.98	9,954.09
02/16/2023	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137463046100418155149; 05965; 2398MADISON WILLIAMS;		$87.89	10,041.98
02/16/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$8.50	10,050.48
02/17/2023	Expenditure		No	Winn-Dixie	Clean Team Event Supplies		$69.60	10,120.08
02/17/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$38.32	10,158.40
02/17/2023	Expenditure		No	Winn-Dixie	Clean Team Event Supplies		$31.53	10,189.93
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$46.60	10,236.53
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$15.09	10,251.62
02/21/2023	Expenditure		No	Publix	Chocolate & Cheese Festival; Clean Team		$108.79	10,360.41
02/21/2023	Expenditure		No	Richey's East Inc	Chocolate & Cheese Festival; Clean Team		$21.48	10,381.89
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$57.22	10,439.11
02/21/2023	Expenditure		No	Publix	Chocolate & Cheese Festival; Clean Team		$115.80	10,554.91
02/21/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$15.72	10,570.63
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$62.14	10,632.77
02/21/2023	Expenditure		No	Richey's East Inc	Chocolate & Cheese Festival; Clean Team		$55.88	10,688.65
02/21/2023	Expenditure		No	O'Zone Pizza Pub	O'ZONE PIZZA PUB PENSACOLA 24055223048207615500342; 05812; 2398MADISON WILLIAMS;		$90.25	10,778.90
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$66.30	10,845.20
02/21/2023	Journal Entry	22-22	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;	$3,000.00		7,845.20
02/21/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663048838006408847; 05542; 7325COLIN MEYER;		$75.00	7,920.20
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$39.86	7,960.06
02/21/2023	Expenditure		No	Shell Oil	SHELL OIL 57546315904 PENSACOLA 24316053050548254349546;		$72.94	8,033.00

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					05542; 7325COLIN MEYER;			
02/22/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$65.01	8,098.01
02/23/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$81.40	8,179.41
02/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383054000084946827; 05818; 3796SIGRID SOLGARD;		$55.24	8,234.65
02/27/2023	Expenditure		No		PERDIDO KEY OYSTER BAR PENSACOLA 24707803055018020540729; 05812; 3804PATRICK STEWART;		$197.09	8,431.74
02/27/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$87.64	8,519.38
02/27/2023	Expenditure		No	USA CSC TEP Co	CSC SERVICEWORK PENSACOLA 2405523305740053900050 0; 05814; 7325COLIN MEYER;		$2.00	8,521.38
02/27/2023	Expenditure		No		PAPA JOHNS #601 PENSACOLA 2444500305750042171939 2; 05814; 7325COLIN MEYER;		$52.19	8,573.57
02/28/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$70.34	8,643.91
03/01/2023	Expenditure		No	Facebook	FACEBK 4UX3ZM7TS2 650-54348 24204293031000085377545; 07311; 3796SIGRID SOLGARD;		$33.79	8,677.70
03/01/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0062 MOLINO 24137463060001470726564; 05542; 7325COLIN MEYER;		$91.43	8,769.13
03/02/2023	Expenditure		No	Indeed	ONLINE JOB ADS INDEED 512-45953 24793383060000221636820; 07361; 3796SIGRID SOLGARD;		$120.00	8,889.13
03/03/2023	Expenditure		No	Home Depot	THE HOME DEPOT #6932 PENSACOLA 24943013061010178749972; 05200; 7325COLIN MEYER;		$135.06	9,024.19
03/03/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0067 PENSACOLA 24137463062001520491696; 05541; 5857JESSIE HEDRICK;		$40.00	9,064.19
03/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163061103769377471; 05734; 3796SIGRID SOLGARD;		$14.99	9,079.18
03/04/2023	Bill Payment (Credit Card)		No	Pensacola Sign & Graphics, Inc			$164.58	9,243.76
03/06/2023	Expenditure		No	Walmart	Clean Team - Destin Food Truck Festival		$15.21	9,258.97
03/06/2023	Expenditure		No	Shell Oil	SHELL OIL10048774003 PENSACOLA 24316053063548122947872; 05542; 7325COLIN MEYER;		$83.74	9,342.71
03/06/2023	Expenditure		No	Winn-Dixie	Clean Team - Destin Food Truck Festival		$19.65	9,362.36
03/06/2023	Expenditure		No		QUICK FILL AND MORE IN PENSACOLA 2400322306375201484133 7; 05542; 3804PATRICK STEWART;		$60.42	9,422.78
03/06/2023	Expenditure		No	Walmart	Clean Team - Destin Food Truck Festival		$7.80	9,430.58
03/07/2023	Expenditure		No		ABC FINE WINE/SPIRITS DESTIN 24445003065500485828402; 05921; 3804PATRICK STEWART;		$50.28	9,480.86
03/09/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$55.82	9,536.68
03/09/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$43.30	9,579.98
03/09/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$58.34	9,638.32
03/09/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$95.11	9,733.43
03/09/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$72.00	9,805.43
03/10/2023	Expenditure		No	Microsoft	MSFT * E0600MISGS MSBILL.IN 24430993068400814083686; 05045; 3796SIGRID SOLGARD;		$26.89	9,832.32
03/13/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163070100757829504; 05734; 3796SIGRID SOLGARD;		$85.00	9,917.32
03/13/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$32.87	9,950.19
03/14/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$75.00	10,025.19
03/15/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0062 MOLINO 24137463074001453870987; 05542; 7325COLIN MEYER;		$98.68	10,123.87
03/20/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973079839000193587; 05542; 5857JESSIE HEDRICK;		$85.01	10,208.88
03/20/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$63.58	10,272.46
03/20/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 90015 MARY ESTH 24137463078001548917336; 05542; 3804PATRICK STEWART;		$61.08	10,333.54
03/21/2023	Journal Entry	22-21	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 032123	$3,000.00		7,333.54
03/23/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$74.78	7,408.32
03/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$99.69	7,508.01
03/24/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542;		$67.91	7,575.92

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					3804PATRICK STEWART;			
03/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$61.63	7,637.55
03/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 2479338308200007998722O; 05818; 3796SIGRID SOLGARD;		$55.24	7,692.79
03/27/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$45.98	7,738.77
03/28/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0130 PENSACOLA 24137463087001504929571; 05542; 7325COLIN MEYER;		$78.00	7,816.77
03/29/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973088839000217344; 05541; 5857JESSIE HEDRICK;		$65.00	7,881.77
03/29/2023	Expenditure	40420008	No	Florida Dept of State			$61.25	7,943.02
03/31/2023	Expenditure		No	Techsoup			$18.00	7,961.02
04/03/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973091839000225367; 05542; 5857JESSIE HEDRICK;		$90.04	8,051.06
04/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163092104191446671; 05734; 3796SIGRID SOLGARD;		$19.99	8,071.05
04/03/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$80.00	8,151.05
04/05/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$92.47	8,243.52
04/05/2023	Expenditure		No	Rich’s Car Wash	Richs Car Wash PENSACOLA 24512393094049740479625; 07542; 7325COLIN MEYER;		$20.00	8,263.52
04/07/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463097001654878774; 05542; 5857JESSIE HEDRICK;		$69.79	8,333.31
04/07/2023	Expenditure		No	QuickBooks Payments	QuickBooks Desktop Annual Payment - Will be refunded		$799.00	9,132.31
04/07/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$70.27	9,202.58
04/10/2023	Expenditure		No	Microsoft	MSFT * E0600MWYD4 MSBILL.IN 24430993099400813172681; 05045; 3796SIGRID SOLGARD;		$24.00	9,226.58
04/10/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$101.06	9,327.64
04/11/2023	Expenditure		No	Zoom	ZOOM.US 888-799-9666 WWW.ZOOM. 24011343100000031782584; 04814; 9164CHARLES BARE;		$74.95	9,402.59
04/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163101101162674066; 05734; 3796SIGRID SOLGARD;		$85.00	9,487.59
04/13/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$78.17	9,565.76
04/17/2023	Expenditure		No	Sam’s Club	SAMSCLUB #8119 PENSACOLA 24226383105091007229173; 05300; 9164CHARLES BARE;		$29.28	9,595.04
04/17/2023	Expenditure		No	Cefco	CEFCO 0425 PENSACOLA 24941663105838002930943; 05542; 5857JESSIE HEDRICK;		$88.02	9,683.06
04/17/2023	Expenditure		No	Vannoy’s Tires	VANNOYS TIRES PENSACOLA 24247603104300754408071; 05532; 3804PATRICK STEWART;		$127.53	9,810.59
04/17/2023	Expenditure		No	WebFlow Software	WEBFLOW.COM HTTPSWEBF 24492163104000053003857; 07372; 9164CHARLES BARE;		$28.00	9,838.59
04/17/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$236.49	10,075.08
04/17/2023	Expenditure		No	WebFlow Software	WEBFLOW.COM HTTPSWEBF 24492163104000050733852; 07372; 9164CHARLES BARE;		$276.00	10,351.08
04/18/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$22.46	10,373.54
04/19/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$95.00	10,468.54
04/20/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$74.00	10,542.54
04/21/2023	Journal Entry	22-20	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;	$3,000.00		7,542.54
04/21/2023	Expenditure		No	Sam’s Club	SAMS CLUB #8119 PENSACOLA 24445003111400197864700; 05542; 9164CHARLES BARE;		$37.00	7,579.54
04/24/2023	Expenditure		No	USA CSC TEP Co	CSC SERVICEWORK PENSACOLA 24055233114400536000231; 05814; 7325COLIN MEYER;		$2.00	7,581.54
04/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$59.46	7,641.00
04/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 2479338311300008870362 9; 05818; 3796SIGRID SOLGARD;		$55.24	7,696.24
04/25/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463115001492404831; 05542; 3804PATRICK STEWART;		$89.45	7,785.69
04/26/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$76.10	7,861.79
05/01/2023	Expenditure		No	Shell Oil	SHELL OIL 57546315904 PENSACOLA 24316053120548825183586; 05542; 7325COLIN MEYER;		$40.00	7,901.79
05/01/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542;		$58.12	7,959.91

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
					3804PATRICK STEWART;			
05/01/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$10.00	7,969.91
05/01/2023	Expenditure		No	Virtuous	Expense $832.65 for 3 months		$2,497.95	10,467.86
05/02/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$87.83	10,555.69
05/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163122107864654285; 05734; 3796SIGRID SOLGARD;		$19.99	10,575.68
05/04/2023	Expenditure		No	Walmart	Sunpass Transponder		$5.36	10,581.04
05/04/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$65.03	10,646.07
05/04/2023	Expenditure		No	Sunbiz	Prepaid Tolls for Van. SUNPASS*ACC118475853 888-865-5 24431063123083365810378; 04784; 9164CHARLES BARE;		$12.00	10,658.07
05/05/2023	Expenditure		No	Sunbiz	Prepaid Tolls for Van. SUNPASS*ACC118475853 888-865-5 24431063124083365964901; 04784; 9164CHARLES BARE;		$10.00	10,668.07
05/08/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463127001416139766; 05542; 5857JESSIE HEDRICK;		$94.91	10,762.98
05/08/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$72.00	10,834.98
05/09/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$56.06	10,891.04
05/10/2023	Expenditure		No	Microsoft	MSFT * E0600NBAVP 800-64276 24204293130005607855076; 05045; 3796SIGRID SOLGARD;		$24.00	10,915.04
05/10/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$83.46	10,998.50
05/11/2023	Expenditure		No	Techsoup	Quickbooks 1 year subscription. TECHSOUP 415633930 24492153130715018908051; 07372; 9164CHARLES BARE;		$75.00	11,073.50
05/11/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$69.00	11,142.50
05/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163131105051964573; 05734; 3796SIGRID SOLGARD;		$85.00	11,227.50
05/15/2023	Expenditure		No	Pensacola Bay Area Chamber	Tire inflation for dodge truck CSC SERVICEWORK PENSACOLA 24055233133400755000141; 05814; 5857JESSIE HEDRICK;		$2.00	11,229.50
05/15/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$66.00	11,295.50
05/15/2023	Expenditure		No	WebFlow Software	WEBFLOW.COM HTTPSWEBF 24492163135000001208981; 07372; 9164CHARLES BARE;		$28.00	11,323.50
05/16/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$56.16	11,379.66
05/16/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973136839000350204; 05542; 5857JESSIE HEDRICK;		$82.14	11,461.80
05/17/2023	Expenditure		No	Techsoup	Norton Small Business ($30) and Adobe Acrobat ($60) TECHSOUP 415633930 24492153136713971197519; 07372; 9164CHARLES BARE;		$90.00	11,551.80
05/17/2023	Credit Card Credit		No	Intuit	Refund of annual fee for desktop version of Quickbooks	$799.00		10,752.80
05/19/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973139839000358659; 05542; 5857JESSIE HEDRICK;		$96.82	10,849.62
05/22/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$41.27	10,890.89
05/22/2023	Journal Entry	22-19	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 052223	$3,000.00		7,890.89
05/22/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$63.01	7,953.90
05/22/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$36.80	7,990.70
05/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383143229416193625; 05818; 9164CHARLES BARE;		$55.24	8,045.94
05/24/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973144839000372182; 05542; 5857JESSIE HEDRICK;		$80.00	8,125.94
05/24/2023	Credit Card Credit		No	WebFlow Software	Refund of unnecessary group management WEBFLOW.COM HTTPSWEBFL 24492163144000007706052; 07372; 9164CHARLES BARE;	$28.00		8,097.94
05/25/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$62.87	8,160.81
05/30/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$81.66	8,242.47
05/30/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$65.00	8,307.47
05/30/2023	Expenditure		No	Autozone	Battery for ATV		$208.15	8,515.62
05/30/2023	Expenditure		No	Jotform Inc.	JOTFORM INC San Franc 24793383146000161927427; 05817; 9164CHARLES BARE;		$204.00	8,719.62
06/01/2023	Expenditure		No	Pensacola Bay Area Chamber	tire inflation for Dodge Truck CSC SERVICEWORK PENSACOLA 24055233152400664000071; 05814; 7073JAMES TULLIUS;		$2.00	8,721.62

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06/02/2023	Expenditure		No	City Parking	Meeting with Insurance Broker. CITY PARKING MOORESTOW 24445003152500506661430; 07523; 9164CHARLES BARE;		$0.50	8,722.12
06/02/2023	Expenditure		No	Shell Oil	SHELL OIL 12850770004 PENSACOLA 24316053152548217677055; 05542; 7073JAMES TULLIUS;		$83.39	8,805.51
06/05/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$62.23	8,867.74
06/05/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$70.01	8,937.75
06/06/2023	Expenditure		No	Autozone	PadlockAUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;		$19.34	8,957.09
06/06/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973157839000407826; 05542; 7073JAMES TULLIUS;		$99.78	9,056.87
06/06/2023	Expenditure		No		AIR QUICK OF FLORIDA PENSACOLA 2405523315740007006 1464; 05814; 7073JAMES TULLIUS;		$1.60	9,058.47
06/08/2023	Expenditure		No	Amazon	Cargo Nets for Trailers. AMZN Mktp US*4H2Y22US3 Amzn.com/ 24692163158103504844128; 05942; 3804PATRICK STEWART;		$77.38	9,135.85
06/08/2023	Expenditure		No	Walmart	Hose and Sprayer for Jetty Bucket cleaning. WM SUPERCENTER #3785 PENSACOLA 24445003159400204226367; 05411; 9164CHARLES BARE;		$56.82	9,192.67
06/09/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973160839000416012; 05542; 7073JAMES TULLIUS;		$97.67	9,290.34
06/09/2023	Expenditure		No	Pedro’s Restaurant	Five year anniversary gift card for David Cochran PEDROS PERDIDO KEY PENSACOLA 24000973159934800074806; 05812; 3804PATRICK STEWART;		$25.00	9,315.34
06/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163162106789617097; 05734; 9164CHARLES BARE;		$85.00	9,400.34
06/12/2023	Expenditure		No	Office Depot	Copies for Gallery Night event ODP BUS SOL LLC # 1002 800-463-3 24137463160100505760983; 05965; 9164CHARLES BARE;		$33.86	9,434.20
06/12/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$41.75	9,475.95
06/12/2023	Expenditure		No	Microsoft	Office 365 Subscription MSFT * E0600NPVCB MSBILL.IN 24430993161400819013239; 05045; 9164CHARLES BARE;		$24.00	9,499.95
06/12/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$74.00	9,573.95
06/12/2023	Expenditure		No	Gallery Night of Pensacola	Non profit fee for GALLERY NIGHT OF PENSA 850-39013 24377353161000004233808; 08398; 9164CHARLES BARE;		$50.00	9,623.95
06/14/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;		$75.00	9,698.95
06/15/2023	Expenditure		No	Walmart	Wasp Spray and Two bottled waters WAL-MART #1605 PENSACOLA 24455013165141008650547; 05411; 7073JAMES TULLIUS;		$9.19	9,708.14
06/16/2023	Expenditure		No	Docusign	DOCUSIGN renewal DOCUSIGN 866-219-4 24492153167027105866515; 07399; 9164CHARLES BARE;		$136.66	9,844.80
06/16/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$69.45	9,914.25
06/16/2023	Expenditure		No	Amazon	Prize wheel for events. AMZN Mktp US*2Q3769OR3 Amzn.com/ 24692163166109947682116; 05942; 9164CHARLES BARE;		$53.74	9,967.99
06/16/2023	Expenditure		No	Murphy’s	MURPHY EXPRESS 8666 PENSACOLA 24431053166838009434144; 05541; 7073JAMES TULLIUS;		$60.00	10,027.99
06/20/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973170839000443931; 05542; 7073JAMES TULLIUS;		$67.76	10,095.75
06/20/2023	Expenditure		No	Texas Food Mart	cases of water TEXAS FOOD MART #2 PENSACOLA 24801973171839000446875; 05541; 7073JAMES TULLIUS;		$12.21	10,107.96
06/20/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463169001470679383; 05542; 5857JESSIE HEDRICK;		$60.54	10,168.50
06/20/2023	Expenditure		No	Loaves and Fishes	water bottle purchase A SNACK VENDING PENSACOLA 24055233170400499015094; 05814; 7073JAMES TULLIUS;		$1.60	10,170.10
06/20/2023	Expenditure		No	Intuit	Upgrade to premium for transfer to techsoup INTUIT *QBooks Online CL.INTUIT. 24692163167100830463895; 05734; 9164CHARLES BARE;		$12.50	10,182.60
06/20/2023	Journal Entry	22-18	No		Credit Card Payment: INTERNET PAYMENT THANK YOU INTERNET; 00000;	$1,000.00		9,182.60
06/21/2023	Bill Payment (Credit Card)		No	YourTEK Professionals			$207.32	9,389.92
06/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$62.21	9,452.13
06/21/2023	Bill Payment (Credit Card)		No	YourTEK Professionals			$199.36	9,651.49
06/21/2023	Bill Payment (Credit Card)		No	YourTEK Professionals			$49.37	9,700.86
06/21/2023	Journal Entry	22-17	No		Credit Card Payment: WEB PYMT CARDMEMBER SERV 062123	$3,000.00		6,700.86
06/23/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$63.42	6,764.28
06/26/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463177001354853997; 05542;		$93.50	6,857.78

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					7073JAMES TULLIUS;			
06/26/2023	Bill Payment (Credit Card)		No	Mailchimp			$33.57	6,891.35
06/26/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$73.00	6,964.35
06/28/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$48.98	7,013.33
06/29/2023	Expenditure		No	Walmart	WAL-MART #1224 PENSACOLA 24226383180400005884491; 05411; 9164CHARLES BARE;		$10.72	7,024.05
06/30/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$79.90	7,103.95
06/30/2023	Expenditure		No	Walmart	WM SUPERCENTER #3785 PENSACOLA 24445003181400211976741; 05411; 9164CHARLES BARE;		$3.67	7,107.62
07/03/2023	Expenditure		No	Walmart	Electric Tape, Electrical Connector and Trailer cable WM SUPERCENTER #1224 PENSACOLA 24445003183400236725428; 05411; 9164CHARLES BARE;		$13.64	7,121.26
07/03/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$62.77	7,184.03
07/03/2023	Expenditure		No		Tire Inflation for Dodge Truck CSC SERVICEWORK PENSACOLA 24055233184400536000137; 05814; 7073JAMES TULLIUS;		$2.00	7,186.03
07/05/2023	Expenditure		No	Circle K	CIRCLE K # 21587 PENSACOLA 24692163186105691280590; 05542; 7073JAMES TULLIUS;		$71.06	7,257.09
07/05/2023	Expenditure		No	Circle K	CIRCLE K # 21587 PENSACOLA 24692163186105691280137; 05541; 7073JAMES TULLIUS;		$27.94	7,285.03
07/05/2023	Expenditure		No	Indeed	Indeed Jobs 512-45953 2479338318500016874672 3; 07361; 9164CHARLES BARE;		$39.20	7,324.23
07/05/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;		$52.86	7,377.09
07/10/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$54.09	7,431.18
07/10/2023	Expenditure		No	Microsoft	MSFT * E0600O4F0Y MSBILL.IN 24430993190400812166088; 05045; 9164CHARLES BARE;		$19.60	7,450.78
07/10/2023	Expenditure		No	Shell Oil	SHELL OIL 12427520007 CANTONMEN 24316053188548104958178; 05542; 7073JAMES TULLIUS;		$61.26	7,512.04
07/12/2023	Expenditure		No	Intuit	Monthly subscription INTUIT *QBooks Online CL.INTUIT 24692163192100827999660; 05734; 9164CHARLES BARE;		$100.00	7,612.04
07/12/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663192838000587418; 05542; 7073JAMES TULLIUS;		$74.98	7,687.02
07/13/2023	Expenditure		No	Pensacola Bay Area Chamber	Adding air to Dodge Tire CSC SERVICEWORK PENSACOLA 24055233194400394000060; 05814; 7073JAMES TULLIUS;		$2.00	7,689.02
07/14/2023	Expenditure		No	Walmart	Cleaning supplies for bathrooms on parks route WM SUPERCENTER #3785 PENSACOLA 24445003195400244618538; 05411; 9164CHARLES BARE;		$62.01	7,751.03
07/14/2023	Expenditure		No	Amazon	AMZN Mktp US*9N4YC4Q83 Amzn.com/ 24692163194102834474115; 05942; 9164CHARLES BARE;		$324.64	8,075.67
07/17/2023	Expenditure		No	Pensacola Bay Area Chamber	Adding air to Dodge Tire CSC SERVICEWORK PENSACOLA 24055233198400530000095; 05814; 7073JAMES TULLIUS;		$2.00	8,077.67
07/17/2023	Expenditure		No		CEFCO # 421 PENSACOLA 24941663197838000736002; 05542; 9164CHARLES BARE;		$43.75	8,121.42
07/17/2023	Expenditure		No		Adding air to Dodge Tire AIR QUICK OF FLORIDA PENSACOLA 24055233196400079046535; 05814; 7073JAMES TULLIUS;		$1.60	8,123.02
07/17/2023	Expenditure		No		BEACON ON MOBILE HIGHW PENSACOLA 24801973196839000073019; 05542; 7073JAMES TULLIUS;		$76.28	8,199.30
07/18/2023	Expenditure		No	Pensacola Bay Area Chamber	Tire inflation for Dodge Truck CSC SERVICEWORK PENSACOLA 24055233199400661000095; 05814; 7073JAMES TULLIUS;		$2.00	8,201.30
07/18/2023	Expenditure		No	Circle K	CIRCLE K # 09079 PENSACOLA 24692163199103659403820; 05542; 7073JAMES TULLIUS;		$90.00	8,291.30
07/21/2023	Journal Entry	22-16	No		Credit Card Payment: PAYMENT THANK YOU WEB AUTOMTC; 00000;	$3,000.00		5,291.30
07/24/2023	Bill Payment (Credit Card)		No	Firestone			$41.33	5,332.63
07/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$66.45	5,399.08
07/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163205108604070626; 05542; 7073JAMES TULLIUS;		$52.23	5,451.31
07/24/2023	Expenditure		No		CEFCO # 421 PENSACOLA 24941663203838000956297; 05542; 9164CHARLES BARE;		$50.94	5,502.25
07/24/2023	Expenditure		No	Mailchimp	Monthly Subscription Mailchimp 678-99901 24793383204000091823729; 05818; 9164CHARLES BARE;		$33.57	5,535.82
07/25/2023	Expenditure		No	Circle K	CIRCLE K 04790 PENSACOLA 24692163206109421653460; 05542; 9164CHARLES BARE;		$23.15	5,558.97
07/25/2023	Expenditure		No	Bouncie	monthly subscription to Bouncie vehicle tracker for two vehicles		$18.00	5,576.97
07/26/2023	Expenditure		No		ZIPRECRUITER INC. 855-747-5 24492153206717636820782; 07361;		$240.00	5,816.97

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					9164CHARLES BARE;			
07/27/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$32.94	5,849.91
07/27/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;		$85.61	5,935.52
07/27/2023	Expenditure		No	Walmart	WAL-MART #1224 PENSACOLA 24455013207141001719091; 05411; 9164CHARLES BARE;		$16.08	5,951.60
07/29/2023	Expenditure		No	Cefco	24941663214838001293309; 05542; 7263MATTHEW NEWBERRY;		$69.61	6,021.21
08/02/2023	Expenditure		No	Indeed	24793383213000365133721; 07361; 9164CHARLES BARE;		$52.04	6,073.25
08/02/2023	Expenditure		No	Cefco	24941663213838001255663; 05542; 7263MATTHEW NEWBERRY;		$35.69	6,108.94
08/03/2023	Expenditure		No	Cefco	24941663214838001293309; 05542; 7263MATTHEW NEWBERRY;		$70.79	6,179.73
08/03/2023	Expenditure		No	Walmart	Water for Services Crew 4X40 pack receipt lost 24226383215400006432661; 05411; 7263MATTHEW NEWBERRY;		$21.44	6,201.17
08/04/2023	Expenditure		No	Cefco	24941663215838001327718; 05542; 7263MATTHEW NEWBERRY;		$61.86	6,263.03
08/07/2023	Expenditure		No	Cefco	24941663218838001420528; 05542; 7263MATTHEW NEWBERRY;		$46.24	6,309.27
08/07/2023	Expenditure		No	Walmart	Windshield wipers for Chevy Truck 24445003217400222176792; 05411; 9164CHARLES BARE;		$15.34	6,324.61
08/09/2023	Bill Payment (Credit Card)		No	Benjamin Robinson			$50.00	6,374.61
08/09/2023	Expenditure		No	Cefco	24941663220838001477722; 05542; 7263MATTHEW NEWBERRY;		$71.76	6,446.37
08/09/2023	Expenditure		No	Cefco	24941663220838001473499; 05542; 7263MATTHEW NEWBERRY;		$26.84	6,473.21
08/10/2023	Expenditure		No	MSFT	24430993222400815005103; 05045; 9164CHARLES BARE;		$21.00	6,494.21
08/10/2023	Expenditure		No	Cefco	24941663221838001509457; 05542; 7263MATTHEW NEWBERRY;		$38.75	6,532.96
08/11/2023	Expenditure		No	Cefco	24941663222838001541103; 05542; 1896WILL BLAKE;		$46.00	6,578.96
08/11/2023	Expenditure		No		Space for Gallery Night Tent 24377353223000003767216; 08398; 9164CHARLES BARE;		$50.00	6,628.96
08/14/2023	Expenditure		No	Cefco	24941663223838001584177; 05542; 1896WILL BLAKE;		$86.00	6,714.96
08/16/2023	Expenditure		No	Cefco	24941663227838001709606; 05542; 1896WILL BLAKE;		$78.39	6,793.35
08/17/2023	Expenditure		No	Cefco	24941663228838001733977; 05542; 7263MATTHEW NEWBERRY;		$64.19	6,857.54
08/18/2023	Expenditure		No	City Parking	24445003229500527027719; 07523; 9164CHARLES BARE;		$1.50	6,859.04
08/18/2023	Expenditure		No	Walmart	Oil Change 24226383230091000166503; 05411; 7263MATTHEW NEWBERRY;		$42.71	6,901.75
08/18/2023	Expenditure		No	Walmart	oil change 24226383230091005306328; 05411; 7263MATTHEW NEWBERRY;		$54.18	6,955.93
08/21/2023	Expenditure		No	Cefco	24941663231838001832113; 05542; 7263MATTHEW NEWBERRY;		$51.36	7,007.29
08/21/2023	Credit Card Payment		No		WEB AUTOMTC; 00000;	$3,000.00		4,007.29
08/21/2023	Expenditure		No	Cefco	24941663232838001862242; 05542; 7263MATTHEW NEWBERRY;		$67.97	4,075.26
08/23/2023	Expenditure		No	Cefco	24941663234838001914363; 05542; 2360MICHAEL GREENE;		$36.86	4,112.12
08/24/2023	Bill Payment (Credit Card)		No	Mailchimp			$33.57	4,145.69
08/25/2023	Expenditure		No	Cefco	24941663236838001974365; 05542; 1896WILL BLAKE;		$57.00	4,202.69
08/25/2023	Expenditure		No	Raceway	24164073236978861092361; 05542; 9164CHARLES BARE;		$33.50	4,236.19
08/25/2023	Expenditure		No	Bouncie	Monthly service charge 24011343236000051638556; 05734; 9164CHARLES BARE;		$18.00	4,254.19
08/28/2023	Bill Payment (Credit Card)		No	Pensacola Sign & Graphics, Inc			$905.19	5,159.38
08/28/2023	Expenditure		No	Cefco	24941663238838002024424; 05542; 7263MATTHEW NEWBERRY;		$57.40	5,216.78
08/28/2023	Bill Payment (Credit Card)		No	JNE Notary Solutions			$10.75	5,227.53
08/29/2023	Expenditure		No	Cefco	24941663240838002086296; 05542; 7263MATTHEW NEWBERRY;		$72.66	5,300.19
08/30/2023	Expenditure		No	Office Depot	Ink Cartridges for Office Printer 24137463241100469051950; 05943; 9164CHARLES BARE;		$110.67	5,410.86
08/30/2023	Bill Payment (Credit Card)		No	Keep America Beautiful			$400.00	5,810.86
08/31/2023	Expenditure		No	Raceway	24164073242978472182421; 05542; 7263MATTHEW NEWBERRY;		$30.85	5,841.71
09/01/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663243838002185483; 05542; 2360MICHAEL GREENE;		$77.56	5,919.27
09/01/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663243838002186143; 05542; 1896WILL BLAKE;		$88.00	6,007.27
09/01/2023	Expenditure		No	Pensacola State College Foundation	Pensacola State College Foundation Non-Profit Center Annual Membership PSC FOUNDATION WWW.PENSA 24492163244000001488987; 08398; 9164CHARLES BARE;		$300.00	6,307.27
09/05/2023	Expenditure		No	Circle K	CIRCLE K 04790 PENSACOLA 24692163246101865226988; 05542; 7263MATTHEW NEWBERRY;		$76.64	6,383.91
09/07/2023	Expenditure		No	Walmart	WAL-MART #1224 PENSACOLA 24455013249141001668660; 05411; 7263MATTHEW NEWBERRY;		$8.11	6,392.02
09/07/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663249838002313527; 05541; 3784COLE HOWELL;		$49.70	6,441.72
09/08/2023	Credit Card Payment		No		WEB PYMT CARDMEMBER SERV 090823	$1,000.00		5,441.72

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
09/08/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663250838002341433; 05542; 1896WILL BLAKE;		$57.01	5,498.73
09/11/2023	Credit Card Credit		No	MSFT	MICROSOFT*365 MSBILL.IN 74430993252400819000025; 05045; 9164CHARLES BARE;	$0.77		5,497.96
09/11/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663253838002425928; 05542; 3784COLE HOWELL;		$44.30	5,542.26
09/11/2023	Expenditure		No	Circle K	CIRCLE K 04790 PENSACOLA 24692163254105275083839; 05542; 7263MATTHEW NEWBERRY;		$27.58	5,569.84
09/11/2023	Expenditure		No	Garbo Grabber	500 Grabbers & 100 Trash Baggers GARBO GRABBER LLC GARBOGRAB 24492163251000025108348; 05734; 9164CHARLES BARE;		$8,001.85	13,571.69
09/13/2023	Expenditure		No	City Parking	CITY PARKING MOORESTOW 24445003255500434296669; 07523; 9164CHARLES BARE;		$1.00	13,572.69
09/13/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663255838002474429; 05542; 7263MATTHEW NEWBERRY;		$33.63	13,606.32
09/13/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663255838002474718; 05542; 2360MICHAEL GREENE;		$27.50	13,633.82
09/14/2023	Expenditure		No	LinkedIn	Advertising for Education & Outreach Coordinator position. LinkedIn JOB 869349187 855-65356 24204293256001757698729; 05968; 9164CHARLES BARE;		$97.61	13,731.43
09/15/2023	Expenditure		No	Amazon	Gate Openers for 300 W Leonard AMZN Mktp US*TX7714LH2 Amzn.com/ 24692163257108087975124; 05942; 9164CHARLES BARE;		$77.56	13,808.99
09/18/2023	Credit Card Payment		No		INTERNET PAYMENT THANK YOU INTERNET; 00000;	$4,737.00		9,071.99
09/18/2023	Expenditure		No	Cefco	24941663258838002561685; 05542; 1896WILL BLAKE;		$31.00	9,102.99
09/18/2023	Expenditure		No	Walmart	WM SUPERCENTER #3785 PENSACOLA 24445003259400210036171; 05411; 9164CHARLES BARE;		$26.88	9,129.87
09/18/2023	Expenditure		No	Cefco	24941663258838002561438; 05542; 7263MATTHEW NEWBERRY;		$70.51	9,200.38
09/18/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663260838002630288; 05542; 2360MICHAEL GREENE;		$36.24	9,236.62
09/19/2023	Expenditure		No	Sam’s Club	SAMS CLUB #8119 PENSACOLA 24445003262400195846854; 05542; 9164CHARLES BARE;		$65.59	9,302.21
09/21/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663263838002703116; 05542; 1896WILL BLAKE;		$76.02	9,378.23
09/22/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663264838002731686; 05542; 1896WILL BLAKE;		$29.27	9,407.50
09/25/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383266000106671076; 05818; 9164CHARLES BARE;		$33.57	9,441.07
09/25/2023	Expenditure		No	Bouncie	BOUNCIE HTTPSWWW.B 24011343267000044422946; 05734; 9164CHARLES BARE;		$18.00	9,459.07
09/25/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663265838002771236; 05542; 2360MICHAEL GREENE;		$45.33	9,504.40
09/27/2023	Expenditure		No	Ziprecruiter	ZIPRECRUITER INC. 855-747-5 24492153269745872502883; 07361; 9164CHARLES BARE;		$120.00	9,624.40
09/27/2023	Expenditure		No	City Parking	CITY PARKING MOORESTOW 24445003269500428315578; 07523; 9164CHARLES BARE;		$1.00	9,625.40
09/27/2023	Expenditure		No	Walmart	water WAL-MART #4357 PENSACOLA 24226383270091005584131; 05411; 7263MATTHEW NEWBERRY;		$21.44	9,646.84
09/28/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663270838002914284; 05542; 2360MICHAEL GREENE;		$47.52	9,694.36
09/28/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663270838002913690; 05542; 1896WILL BLAKE;		$69.00	9,763.36
09/28/2023	Bill Payment (Credit Card)		No	Pensacola Sign & Graphics, Inc			$905.19	10,668.55
09/28/2023	Credit Card Payment		No		WEB PYMT CARDMEMBER SERV 092823	$1,000.00		9,668.55
Total for The First Bank #3788						**$44,524.33**	**$45,433.02**	
Florida Department of Revenue Payable								
10/06/2022	Pledge	540	No	Escambia County Allocation		$0.00		0.00
10/06/2022	Pledge	540	No	Escambia County Allocation		$0.00		0.00
10/10/2022	Pledge	541	No	Escambia County Allocation		$0.00		0.00
10/10/2022	Pledge	541	No	Escambia County Allocation		$0.00		0.00
10/17/2022	Pledge	572	No	Impact 100		$0.00		0.00
10/17/2022	Pledge	572	No	Impact 100		$0.00		0.00
10/25/2022	Pledge	542	No	The Wingman Foundation		$0.00		0.00
10/25/2022	Pledge	542	No	The Wingman Foundation		$0.00		0.00
10/31/2022	Pledge	543	No	Escambia County Parks and Recreation		$0.00		0.00
10/31/2022	Pledge	543	No	Escambia County Parks and Recreation		$0.00		0.00
10/31/2022	Pledge	544	No	Innerarity Point Park		$0.00		0.00

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10/31/2022	Pledge	544	No	Innerarity Point Park		$0.00		0.00
10/31/2022	Pledge	545	No	Mahogany Mills Boat Ramp		$0.00		0.00
10/31/2022	Pledge	547	No	Pensacola Humane Society		$0.00		0.00
10/31/2022	Pledge	545	No	Mahogany Mills Boat Ramp		$0.00		0.00
10/31/2022	Pledge	547	No	Pensacola Humane Society		$0.00		0.00
10/31/2022	Pledge	546	No	Perdido River Boat Ramp		$0.00		0.00
10/31/2022	Pledge	546	No	Perdido River Boat Ramp		$0.00		0.00
11/13/2022	Pledge	602	No	Legal Services of North Florida, Inc		$0.00		0.00
11/13/2022	Pledge	602	No	Legal Services of North Florida, Inc		$0.00		0.00
11/13/2022	Pledge	1006	No	The Marketing Bar		$0.00		0.00
11/13/2022	Pledge	1006	No	The Marketing Bar		$0.00		0.00
11/14/2022	Pledge	578	No	Payne Consulting, Inc		$0.00		0.00
11/14/2022	Pledge	578	No	Payne Consulting, Inc		$0.00		0.00
11/15/2022	Pledge	575	No	The Greater Gulfcoast Arts Festival		$0.00		0.00
11/17/2022	Pledge	576	No	Charlotte B Northup		$0.00		0.00
11/17/2022	Pledge	576	No	Charlotte B Northup		$0.00		0.00
11/18/2022	Pledge	548	No	Cox Communications; Cam Johnson		$0.00		0.00
11/18/2022	Pledge	549	No	Morgan Stanley - Bob Olliff		$0.00		0.00
11/18/2022	Pledge	549	No	Morgan Stanley - Bob Olliff		$0.00		0.00
11/18/2022	Pledge	550	No	Navy Federal Credit Union, Bill Dagnall		$0.00		0.00
11/18/2022	Pledge	550	No	Navy Federal Credit Union, Bill Dagnall		$0.00		0.00
11/18/2022	Pledge	548	No	Cox Communications; Cam Johnson		$0.00		0.00
11/30/2022	Pledge	551	No	Escambia County Parks and Recreation		$0.00		0.00
11/30/2022	Pledge	551	No	Escambia County Parks and Recreation		$0.00		0.00
11/30/2022	Pledge	552	No	Perdido River Boat Ramp		$0.00		0.00
11/30/2022	Pledge	552	No	Perdido River Boat Ramp		$0.00		0.00
11/30/2022	Pledge	553	No	Mahogany Mills Boat Ramp		$0.00		0.00
11/30/2022	Pledge	553	No	Mahogany Mills Boat Ramp		$0.00		0.00
11/30/2022	Pledge	554	No	Escambia County Allocation		$0.00		0.00
11/30/2022	Pledge	554	No	Escambia County Allocation		$0.00		0.00
11/30/2022	Pledge	555	No	Innerarity Point Park		$0.00		0.00
11/30/2022	Pledge	555	No	Innerarity Point Park		$0.00		0.00
12/06/2022	Pledge	577	No	Joanne L Bujnoski		$0.00		0.00
12/06/2022	Pledge	577	No	Joanne L Bujnoski		$0.00		0.00
12/12/2022	Pledge	556	No	Pensacola Christmas Parade		$0.00		0.00
12/12/2022	Pledge	556	No	Pensacola Christmas Parade		$0.00		0.00
12/13/2022	Pledge	579	No	Hill-Kelly Jeep Ram		$0.00		0.00
12/13/2022	Pledge	579	No	Hill-Kelly Jeep Ram		$0.00		0.00
12/15/2022	Pledge	557	No	City of Pensacola.		$0.00		0.00
12/15/2022	Pledge	557	No	City of Pensacola.		$0.00		0.00
12/31/2022	Pledge	561	No	Innerarity Point Park		$0.00		0.00
12/31/2022	Pledge	561	No	Innerarity Point Park		$0.00		0.00
12/31/2022	Pledge	560	No	Perdido River Boat Ramp		$0.00		0.00
12/31/2022	Pledge	560	No	Perdido River Boat Ramp		$0.00		0.00
12/31/2022	Pledge	562	No	Escambia County Allocation		$0.00		0.00
12/31/2022	Pledge	562	No	Escambia County Allocation		$0.00		0.00
12/31/2022	Pledge	559	No	Mahogany Mills Boat Ramp		$0.00		0.00
12/31/2022	Pledge	559	No	Mahogany Mills Boat Ramp		$0.00		0.00
12/31/2022	Pledge	558	No	Escambia County Parks and Recreation		$0.00		0.00
12/31/2022	Pledge	558	No	Escambia County Parks and Recreation		$0.00		0.00
01/02/2023	Pledge	580	No	Surfing Evolution & Preservation Corp		$0.00		0.00
01/02/2023	Pledge	580	No	Surfing Evolution & Preservation Corp		$0.00		0.00
01/10/2023	Pledge	601	No	Paradise Bingo		$0.00		0.00
01/10/2023	Pledge	601	No	Paradise Bingo		$0.00		0.00
01/15/2023	Pledge	591	No	Dr Martin Luther King Jr		$0.00		0.00

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				Commemorative Celebration Commission of Pensacola Inc				
01/15/2023	Pledge	591	No	Dr Martin Luther King Jr Commemorative Celebration Commission of Pensacola Inc		$0.00		0.00
01/18/2023	Pledge	581	No	Henry Chiropractic PLLC		$0.00		0.00
01/18/2023	Pledge	581	No	Henry Chiropractic PLLC		$0.00		0.00
01/23/2023	Pledge	564	No	The Beacon		$0.00		0.00
01/23/2023	Pledge	596	No	Christina Powers Tax		$0.00		0.00
01/23/2023	Pledge	596	No	Christina Powers Tax		$0.00		0.00
01/23/2023	Pledge	564	No	The Beacon		$0.00		0.00
01/24/2023	Pledge	597	No	EA Medical Consultants LLC		$0.00		0.00
01/24/2023	Pledge	597	No	EA Medical Consultants LLC		$0.00		0.00
01/25/2023	Pledge	566	No	YourTEK Professionals, Inc.		$0.00		0.00
01/25/2023	Pledge	566	No	YourTEK Professionals, Inc.		$0.00		0.00
01/26/2023	Pledge	585	No	Gulf Breeze Treatment Center, LLC		$0.00		0.00
01/26/2023	Pledge	583	No	Parkway Animal Hospital		$0.00		0.00
01/26/2023	Pledge	583	No	Parkway Animal Hospital		$0.00		0.00
01/29/2023	Pledge	594	No	Kathie B Gainous		$0.00		0.00
01/29/2023	Pledge	582	No	Yoga Abode, LLC		$0.00		0.00
01/29/2023	Pledge	594	No	Kathie B Gainous		$0.00		0.00
01/29/2023	Pledge	582	No	Yoga Abode, LLC		$0.00		0.00
01/30/2023	Pledge	1004	No	Community Foundation of Northwest Florida		$0.00		0.00
01/30/2023	Pledge	1004	No	Community Foundation of Northwest Florida		$0.00		0.00
01/30/2023	Pledge	584	No	Escape Wellness Spa		$0.00		0.00
01/30/2023	Pledge	584	No	Escape Wellness Spa		$0.00		0.00
01/30/2023	Pledge	595	No	Donna B Hoffman		$0.00		0.00
01/30/2023	Pledge	595	No	Donna B Hoffman		$0.00		0.00
01/31/2023	Pledge	617	No	Escambia County Allocation		$0.00		0.00
01/31/2023	Pledge	617	No	Escambia County Allocation		$0.00		0.00
01/31/2023	Pledge	587	No	Floral Tree Gardens		$0.00		0.00
01/31/2023	Pledge	587	No	Floral Tree Gardens		$0.00		0.00
01/31/2023	Pledge	570	No	Perdido River Boat Ramp		$0.00		0.00
01/31/2023	Pledge	567	No	Escambia County Parks and Recreation		$0.00		0.00
01/31/2023	Pledge	569	No	Mahogany Mills Boat Ramp		$0.00		0.00
01/31/2023	Pledge	569	No	Mahogany Mills Boat Ramp		$0.00		0.00
01/31/2023	Pledge	568	No	Innerarity Point Park		$0.00		0.00
01/31/2023	Pledge	568	No	Innerarity Point Park		$0.00		0.00
01/31/2023	Pledge	567	No	Escambia County Parks and Recreation		$0.00		0.00
01/31/2023	Pledge	570	No	Perdido River Boat Ramp		$0.00		0.00
02/02/2023	Pledge	592	No	Engrid M Spade		$0.00		0.00
02/02/2023	Pledge	593	No	Steven A Ferbezar		$0.00		0.00
02/02/2023	Pledge	592	No	Engrid M Spade		$0.00		0.00
02/02/2023	Pledge	593	No	Steven A Ferbezar		$0.00		0.00
02/02/2023	Pledge	586	No	Central Credit Union of Florida		$0.00		0.00
02/02/2023	Pledge	586	No	Central Credit Union of Florida		$0.00		0.00
02/03/2023	Pledge	588	No	Anne M Hargis		$0.00		0.00
02/03/2023	Pledge	588	No	Anne M Hargis		$0.00		0.00
02/04/2023	Pledge	571	No	Pensacola Sports		$0.00		0.00
02/04/2023	Pledge	571	No	Pensacola Sports		$0.00		0.00
02/06/2023	Pledge	589	No	Gulf Coast Retirement and Medicare Solutions LLC		$0.00		0.00
02/06/2023	Pledge	590	No	Donna B Hoffman		$0.00		0.00
02/06/2023	Pledge	590	No	Donna B Hoffman		$0.00		0.00
02/06/2023	Pledge	589	No	Gulf Coast Retirement and Medicare Solutions LLC		$0.00		0.00
02/08/2023	Pledge	599	No	Paradise Bingo		$0.00		0.00
02/08/2023	Pledge	599	No	Paradise Bingo		$0.00		0.00
02/09/2023	Pledge	598	No	Baptist Health Care		$0.00		0.00
02/09/2023	Pledge	598	No	Baptist Health Care		$0.00		0.00
02/09/2023	Pledge	620	No	Karin Garvin Law		$0.00		0.00

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02/09/2023	Pledge	620	No	Karin Garvin Law		$0.00		0.00
02/18/2023	Pledge	606	No	Rebellaires Inc, Chad Leidner		$0.00		0.00
02/18/2023	Pledge	606	No	Rebellaires Inc, Chad Leidner		$0.00		0.00
02/19/2023	Pledge	605	No	Apex Shows and Events		$0.00		0.00
02/19/2023	Pledge	605	No	Apex Shows and Events		$0.00		0.00
02/19/2023	Pledge	607	No	Apex Shows and Events		$0.00		0.00
02/19/2023	Pledge	607	No	Apex Shows and Events		$0.00		0.00
02/23/2023	Pledge	608	No	Ziro Supply, Drew Buchanan		$0.00		0.00
02/23/2023	Pledge	608	No	Ziro Supply, Drew Buchanan		$0.00		0.00
02/25/2023	Pledge	574	No	Pensacola Habitat for Humanity		$0.00		0.00
02/25/2023	Pledge	574	No	Pensacola Habitat for Humanity		$0.00		0.00
02/27/2023	Pledge	610	No	Krewe of Marionettes		$0.00		0.00
02/27/2023	Pledge	610	No	Krewe of Marionettes		$0.00		0.00
02/27/2023	Pledge	609	No	Pensacola Habitat for Humanity		$0.00		0.00
02/28/2023	Pledge	615	No	Escambia County Parks and Recreation		$0.00		0.00
02/28/2023	Pledge	618	No	Escambia County Allocation		$0.00		0.00
02/28/2023	Pledge	618	No	Escambia County Allocation		$0.00		0.00
02/28/2023	Pledge	612	No	Innerarity Point Park		$0.00		0.00
02/28/2023	Pledge	615	No	Escambia County Parks and Recreation		$0.00		0.00
02/28/2023	Pledge	613	No	Perdido River Boat Ramp		$0.00		0.00
02/28/2023	Pledge	613	No	Perdido River Boat Ramp		$0.00		0.00
02/28/2023	Pledge	614	No	Mahogany Mills Boat Ramp		$0.00		0.00
02/28/2023	Pledge	614	No	Mahogany Mills Boat Ramp		$0.00		0.00
02/28/2023	Pledge	612	No	Innerarity Point Park		$0.00		0.00
03/01/2023	Pledge	627	No	Vegan Food Fest		$0.00		0.00
03/01/2023	Pledge	621	No	Karin Garvin Law		$0.00		0.00
03/01/2023	Pledge	621	No	Karin Garvin Law		$0.00		0.00
03/01/2023	Pledge	622	No	Donna F Cahill		$0.00		0.00
03/01/2023	Pledge	623	No	Tom & Sandra Mosher		$0.00		0.00
03/01/2023	Pledge	623	No	Tom & Sandra Mosher		$0.00		0.00
03/01/2023	Pledge	627	No	Vegan Food Fest		$0.00		0.00
03/01/2023	Pledge	622	No	Donna F Cahill		$0.00		0.00
03/05/2023	Pledge	619	No	Apex Shows and Events		$0.00		0.00
03/05/2023	Pledge	619	No	Apex Shows and Events		$0.00		0.00
03/07/2023	Pledge	628	No	Paradise Bingo		$0.00		0.00
03/07/2023	Pledge	628	No	Paradise Bingo		$0.00		0.00
03/09/2023	Pledge	624	No	Ron Jon Worldwide, Inc		$0.00		0.00
03/09/2023	Pledge	624	No	Ron Jon Worldwide, Inc		$0.00		0.00
03/17/2023	Pledge	626	No	Hill-Kelly Jeep Ram		$0.00		0.00
03/17/2023	Pledge	626	No	Hill-Kelly Jeep Ram		$0.00		0.00
03/21/2023	Pledge	629	No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA		$0.00		0.00
03/21/2023	Pledge	629	No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA		$0.00		0.00
03/25/2023	Pledge	630	No	Vegan Food Fest		$0.00		0.00
03/25/2023	Pledge	630	No	Vegan Food Fest		$0.00		0.00
03/31/2023	Pledge	636	No	Escambia County Allocation		$0.00		0.00
03/31/2023	Pledge	637	No	Perdido River Boat Ramp		$0.00		0.00
03/31/2023	Pledge	637	No	Perdido River Boat Ramp		$0.00		0.00
03/31/2023	Pledge	639	No	Vegan Food Fest		$0.00		0.00
03/31/2023	Pledge	638	No	Mahogany Mills Boat Ramp		$0.00		0.00
03/31/2023	Pledge	636	No	Escambia County Allocation		$0.00		0.00
03/31/2023	Pledge	639	No	Vegan Food Fest		$0.00		0.00
03/31/2023	Pledge	634	No	Escambia County Parks and Recreation		$0.00		0.00
03/31/2023	Pledge	638	No	Mahogany Mills Boat Ramp		$0.00		0.00
03/31/2023	Pledge	635	No	Innerarity Point Park		$0.00		0.00
03/31/2023	Pledge	635	No	Innerarity Point Park		$0.00		0.00
03/31/2023	Pledge	634	No	Escambia County Parks and Recreation		$0.00		0.00
04/02/2023	Pledge	631	No	Pensacola Jazz Festival		$0.00		0.00

Keep Pensacola Beautiful, Inc.

General Ledger

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
04/02/2023	Pledge	631	No	Pensacola Jazz Festival		$0.00		0.00
04/05/2023	Pledge	633	No	Powerful Women of the Gulf Coast		$0.00		0.00
04/05/2023	Pledge	633	No	Powerful Women of the Gulf Coast		$0.00		0.00
04/05/2023	Pledge	647	No	Paradise Bingo		$0.00		0.00
04/05/2023	Pledge	647	No	Paradise Bingo		$0.00		0.00
04/13/2023	Pledge	640	No	Tall Ships America c/o The Marketing Bar		$0.00		0.00
04/13/2023	Pledge	640	No	Tall Ships America c/o The Marketing Bar		$0.00		0.00
04/25/2023	Pledge	641	No	Apex Shows and Events		$0.00		0.00
04/25/2023	Pledge	641	No	Apex Shows and Events		$0.00		0.00
04/30/2023	Pledge	643	No	Perdido River Boat Ramp		$0.00		0.00
04/30/2023	Pledge	643	No	Perdido River Boat Ramp		$0.00		0.00
04/30/2023	Pledge	642	No	Mahogany Mills Boat Ramp		$0.00		0.00
04/30/2023	Pledge	642	No	Mahogany Mills Boat Ramp		$0.00		0.00
04/30/2023	Pledge	644	No	Escambia County Parks and Recreation		$0.00		0.00
04/30/2023	Pledge	644	No	Escambia County Parks and Recreation		$0.00		0.00
04/30/2023	Pledge	645	No	Innerarity Point Park		$0.00		0.00
04/30/2023	Pledge	645	No	Innerarity Point Park		$0.00		0.00
04/30/2023	Pledge	646	No	Escambia County Allocation		$0.00		0.00
04/30/2023	Pledge	646	No	Escambia County Allocation		$0.00		0.00
05/03/2023	Pledge	648	No	Paradise Bingo		$0.00		0.00
05/03/2023	Pledge	648	No	Paradise Bingo		$0.00		0.00
05/08/2023	Pledge	649	No	Mike Marshall		$0.00		0.00
05/08/2023	Pledge	649	No	Mike Marshall		$0.00		0.00
05/13/2023	Pledge	651	No	Big Brothers Big Sisters of NWFL		$0.00		0.00
05/13/2023	Pledge	651	No	Big Brothers Big Sisters of NWFL		$0.00		0.00
05/31/2023	Pledge	655	No	Mahogany Mills Boat Ramp		$0.00		0.00
05/31/2023	Pledge	655	No	Mahogany Mills Boat Ramp		$0.00		0.00
05/31/2023	Pledge	654	No	Escambia County Parks and Recreation		$0.00		0.00
05/31/2023	Pledge	654	No	Escambia County Parks and Recreation		$0.00		0.00
05/31/2023	Pledge	656	No	Perdido River Boat Ramp		$0.00		0.00
05/31/2023	Pledge	653	No	Escambia County Allocation		$0.00		0.00
05/31/2023	Pledge	656	No	Perdido River Boat Ramp		$0.00		0.00
05/31/2023	Pledge	657	No	Innerarity Point Park		$0.00		0.00
05/31/2023	Pledge	657	No	Innerarity Point Park		$0.00		0.00
05/31/2023	Pledge	653	No	Escambia County Allocation		$0.00		0.00
06/07/2023	Pledge	658	No	Brown Barge Middle School		$0.00		0.00
06/07/2023	Pledge	658	No	Brown Barge Middle School		$0.00		0.00
06/09/2023	Pledge	659	No	Paradise Bingo		$0.00		0.00
06/09/2023	Pledge	659	No	Paradise Bingo		$0.00		0.00
06/17/2023	Pledge	660	No	The Watson Family Foundation, Inc		$0.00		0.00
06/17/2023	Pledge	660	No	The Watson Family Foundation, Inc		$0.00		0.00
06/30/2023	Pledge	663	No	Mahogany Mills Boat Ramp		$0.00		0.00
06/30/2023	Pledge	662	No	Escambia County Parks and Recreation		$0.00		0.00
06/30/2023	Pledge	662	No	Escambia County Parks and Recreation		$0.00		0.00
06/30/2023	Pledge	663	No	Mahogany Mills Boat Ramp		$0.00		0.00
06/30/2023	Pledge	664	No	Innerarity Point Park		$0.00		0.00
06/30/2023	Pledge	664	No	Innerarity Point Park		$0.00		0.00
06/30/2023	Pledge	665	No	Perdido River Boat Ramp		$0.00		0.00
06/30/2023	Pledge	665	No	Perdido River Boat Ramp		$0.00		0.00
06/30/2023	Pledge	666	No	Escambia County Allocation		$0.00		0.00
06/30/2023	Pledge	666	No	Escambia County Allocation		$0.00		0.00
07/12/2023	Pledge	668	No	Paradise Bingo		$0.00		0.00
07/12/2023	Pledge	668	No	Paradise Bingo		$0.00		0.00
07/19/2023	Pledge	667	No	Pensacola Chamber of Commerce		$0.00		0.00
07/19/2023	Pledge	667	No	Pensacola Chamber of		$0.00		0.00

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				Commerce				
07/25/2023	Pledge	669	No	Ronald McDonald House Charities of NWFL		$0.00		0.00
07/25/2023	Pledge	669	No	Ronald McDonald House Charities of NWFL		$0.00		0.00
07/31/2023	Pledge	1007	No	Escambia County Parks and Recreation		$0.00		0.00
07/31/2023	Pledge	1007	No	Escambia County Parks and Recreation		$0.00		0.00
07/31/2023	Pledge	1012	No	Innerarity Point Park		$0.00		0.00
07/31/2023	Pledge	1010	No	Mahogany Mills Boat Ramp		$0.00		0.00
07/31/2023	Pledge	1010	No	Mahogany Mills Boat Ramp		$0.00		0.00
07/31/2023	Pledge	1013	No	Escambia County Allocation		$0.00		0.00
07/31/2023	Pledge	1013	No	Escambia County Allocation		$0.00		0.00
07/31/2023	Pledge	1011	No	Perdido River Boat Ramp		$0.00		0.00
07/31/2023	Pledge	1011	No	Perdido River Boat Ramp		$0.00		0.00
07/31/2023	Pledge	1012	No	Innerarity Point Park		$0.00		0.00
08/02/2023	Pledge	1009	No	Target Circle		$0.00		0.00
08/02/2023	Pledge	1009	No	Target Circle		$0.00		0.00
08/07/2023	Pledge	1015	No	Paradise Bingo		$0.00		0.00
08/07/2023	Pledge	1015	No	Paradise Bingo		$0.00		0.00
08/31/2023	Pledge	1018	No	Perdido River Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1018	No	Perdido River Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1016	No	Escambia County Parks and Recreation		$0.00		0.00
08/31/2023	Pledge	1016	No	Escambia County Parks and Recreation		$0.00		0.00
08/31/2023	Pledge	1017	No	Mahogany Mills Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1017	No	Mahogany Mills Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1021	No	Mahogany Mills Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1021	No	Mahogany Mills Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1023	No	Escambia County Allocation		$0.00		0.00
08/31/2023	Pledge	1023	No	Escambia County Allocation		$0.00		0.00
08/31/2023	Pledge	1022	No	Perdido River Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1022	No	Perdido River Boat Ramp		$0.00		0.00
08/31/2023	Pledge	1020	No	Escambia County Parks and Recreation		$0.00		0.00
08/31/2023	Pledge	1020	No	Escambia County Parks and Recreation		$0.00		0.00
08/31/2023	Pledge	1019	No	Innerarity Point Park		$0.00		0.00
08/31/2023	Pledge	1025	No	The Spirit Airlines Charitable Foundation		$0.00		0.00
08/31/2023	Pledge	1025	No	The Spirit Airlines Charitable Foundation		$0.00		0.00
08/31/2023	Pledge	1019	No	Innerarity Point Park		$0.00		0.00
09/05/2023	Pledge	1024	No	Surfing Evolution & Preservation Corp		$0.00		0.00
09/05/2023	Pledge	1024	No	Surfing Evolution & Preservation Corp		$0.00		0.00
09/14/2023	Pledge	1032	No	Paradise Bingo		$0.00		0.00
09/14/2023	Pledge	1032	No	Paradise Bingo		$0.00		0.00
09/18/2023	Pledge	1027	No	Bands on the Bayou		$0.00		0.00
09/18/2023	Pledge	1027	No	Bands on the Bayou		$0.00		0.00
09/30/2023	Pledge	1029	No	Escambia County Parks and Recreation		$0.00		0.00
09/30/2023	Pledge	1037	No	Escambia County Allocation		$0.00		0.00
09/30/2023	Pledge	1037	No	Escambia County Allocation		$0.00		0.00
09/30/2023	Pledge	1029	No	Escambia County Parks and Recreation		$0.00		0.00
09/30/2023	Pledge	1030	No	Mahogany Mills Boat Ramp		$0.00		0.00
09/30/2023	Pledge	1030	No	Mahogany Mills Boat Ramp		$0.00		0.00
09/30/2023	Pledge	1031	No	Perdido River Boat Ramp		$0.00		0.00
09/30/2023	Pledge	1031	No	Perdido River Boat Ramp		$0.00		0.00
09/30/2023	Pledge	1028	No	Escambia County Allocation		$0.00		0.00
09/30/2023	Pledge	1028	No	Escambia County Allocation		$0.00		0.00
Total for Florida Department of Revenue Payable						**$0.00**		
Out Of Scope Agency Payable								
10/20/2022	Pledge	603	No	United Way of the National Capital Area		$0.00		0.00
01/23/2023	Pledge	604	No	United Way of the National		$0.00		0.00

DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				Capital Area				
01/23/2023	Pledge	573	No	Target Corporation c/o CyberGrants, LLC		$0.00		0.00
01/26/2023	Pledge	1005	No	Target Corporation c/o CyberGrants, LLC		$0.00		0.00
02/15/2023	Pledge	611	No	Target Corporation c/o CyberGrants, LLC		$0.00		0.00
03/10/2023	Pledge	625	No	Target Corporation c/o CyberGrants, LLC		$0.00		0.00
05/04/2023	Pledge	652	No	United Way of the National Capital Area		$0.00		0.00
05/08/2023	Pledge	650	No	The Blackbaud Giving Fund		$0.00		0.00
06/20/2023	Pledge	661	No	Target Corporation c/o CyberGrants, LLC		$0.00		0.00
07/20/2023	Pledge	1014	No	Target Corporation c/o CyberGrants, LLC		$0.00		0.00
07/25/2023	Pledge	1026	No	United Way of the National Capital Area		$0.00		0.00
Total for Out Of Scope Agency Payable						**$0.00**		
Payroll Tax Payable								
Beginning Balance								182.34
10/13/2022	Check	DM	No	United Healthcare		$354.03		-171.69
10/13/2022	Check	DM	No	Avidia Bank		$15.00		-186.69
10/27/2022	Check	DM	No	Avidia Bank		$15.00		-201.69
10/31/2022	Journal Entry	Payroll	No				$238.87	37.18
10/31/2022	Journal Entry	Payroll	No				$238.87	276.05
11/02/2022	Journal Entry	Payroll - Nov 1	No			$0.00		276.05
11/04/2022	Journal Entry	Payroll - Nov 2	No				$238.87	514.92
11/09/2022	Expenditure		No		INS. PREM. COLONIAL LIFE 110922	$120.94		393.98
11/09/2022	Expenditure		No		INS. PREM. COLONIAL LIFE 110922	$120.94		273.04
11/10/2022	Expenditure		No		EDI PAYMTS UNITED HEALTHCAR 111022 022314004616806CTX	$354.03		-80.99
11/10/2022	Expenditure		No	Avidia Bank	SETL AVIDIA BANK 111022	$15.00		-95.99
11/18/2022	Journal Entry	Payroll - Nov 3	No				$238.87	142.88
11/25/2022	Expenditure		No	Avidia Bank	SETL AVIDIA BANK 112522	$15.00		127.88
12/12/2022	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 121222 022346002274237CTX	$354.03		-226.15
12/15/2022	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 121522	$120.94		-347.09
12/22/2022	Expenditure		No	Avidia Bank	SETL AVIDIA BANK 122222	$15.00		-362.09
12/31/2022	Journal Entry	Payroll - Dec 2	No				$238.87	-123.22
12/31/2022	Journal Entry	Payroll - Dec 3	No				$238.87	115.65
12/31/2022	Journal Entry	Payroll - Dec 1	No				$223.87	339.52
01/05/2023	Expenditure		No		SETL AVIDIA BANK 010523	$15.00		324.52
01/11/2023	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 011123 023011000059591CTX	$371.00		-46.48
01/12/2023	Expenditure		No		INS. PREM. COLONIAL LIFE 011223	$181.41		-227.89
01/19/2023	Expenditure		No		SETL AVIDIA BANK 011923	$6.25		-234.14
01/31/2023	Journal Entry	Payroll - Jan 2	No				$237.95	3.81
01/31/2023	Journal Entry	Payroll - Jan 1	No			$0.00		3.81
01/31/2023	Journal Entry	Payroll - Jan 3	No				$237.95	241.76
01/31/2023	Journal Entry	Payroll - Jan 4	No				$26.61	268.37
02/02/2023	Expenditure		No		SETL AVIDIA BANK 020223	$6.25		262.12
02/08/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 020823	$120.94		141.18
02/10/2023	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 021023 023041007858616CTX	$371.00		-229.82
02/10/2023	Journal Entry	Payroll - Feb 1	No				$237.95	8.13
02/13/2023	Journal Entry	Payroll - Feb 2	No				$191.28	199.41
02/16/2023	Expenditure		No		SETL AVIDIA BANK 021623	$6.25		193.16
02/22/2023	Expenditure		No		SETL AVIDIA BANK 022223	$3.12		190.04
02/24/2023	Journal Entry	Payroll - Feb 3	No				$43.54	233.58
03/10/2023	Expenditure		No	United Healthcare	EDI PAYMTS UNITED HEALTHCAR 031023 023069005791260CTX	$371.00		-137.42
03/10/2023	Journal Entry	Payroll March 10	No				$43.54	-93.88
03/16/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 031623	$120.94		-214.82
03/24/2023	Journal Entry	March 24 Payroll	No				$43.54	-171.28
04/07/2023	Journal Entry	April 7 Payroll	No				$43.54	-127.74
04/12/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 041223	$87.08		-214.82
04/21/2023	Journal Entry	April 21 Payroll	No				$43.54	-171.28
05/05/2023	Bill	56226340505798	No	Colonial Life	Colonial Life May Monthly	$105.48		-276.76
05/05/2023	Journal Entry	May 5 Payroll	No				$43.54	-233.22
05/15/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 051523	$87.08		-320.30
05/19/2023	Journal Entry	May 19 Payroll	No				$43.54	-276.76
06/02/2023	Journal Entry	June 2 Payroll	No				$16.93	-259.83

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06/16/2023	Journal Entry	June 16 Payroll	No				$16.93	-242.90
06/29/2023	Journal Entry	June 29 Payroll	No				$16.93	-225.97
07/13/2023	Journal Entry	Payroll	Yes			$0.00		-225.97
07/27/2023	Journal Entry	Payroll	Yes			$0.00		-225.97
07/31/2023	Journal Entry		Yes				$225.97	0.00
08/02/2023	Journal Entry	Payroll	Yes				$16.93	16.93
08/31/2023	Journal Entry		Yes			$16.93		0.00
Total for Payroll Tax Payable						**$3,369.64**	**$3,187.30**	
Sales Tax Payable								
03/31/2023	Journal Entry	Q1 Sales Tax	No		to record sales tax payable from food & beverage event sales		$5.03	5.03
04/03/2023	Expenditure		No	Florida Dept of Revenue	C01 FLA DEPT REVENUE 040323	$5.03		0.00
04/12/2023	Expenditure		No	Florida Dept of Revenue	overpayment from amended quarterly sales tax return, will be credit for future returns	$5.03		-5.03
08/31/2023	Journal Entry		Yes		to clear credit balance		$5.03	0.00
Total for Sales Tax Payable						**$10.06**	**$10.06**	
*Unrestricted Net Assets								
Beginning Balance								101,174.02
Total for *Unrestricted Net Assets								
Donations								
10/04/2022	Deposit		No		Target Donation	$50.00		50.00
10/05/2022	Deposit		No	Stripe		$148.92		198.92
10/11/2022	Deposit		No	Stripe		$9.21		208.13
10/14/2022	Deposit		No		Bingo Donations	$200.00		408.13
10/14/2022	Deposit		No		Blackbaud Giving - Nextera Energy	$125.00		533.13
10/14/2022	Deposit		No		Navy Federal Donation	$100.00		633.13
10/19/2022	Deposit		No	Stripe		$59.55		692.68
10/20/2022	Pledge	603	No	United Way of the National Capital Area	United Way campaign payments	$147.24		839.92
10/31/2022	Deposit		No		Bingo Donation	$200.00		1,039.92
11/07/2022	Deposit		No		B3KPKSHI3Y FACEBOOK PAYMENT 110722	$35.00		1,074.92
11/09/2022	Deposit		No		Monthly Donation	$9.21		1,084.13
11/14/2022	Pledge	578	No	Payne Consulting, Inc		$50.00		1,134.13
11/15/2022	Pledge	575	No	The Greater Gulfcoast Arts Festival	Setup at Bela Fleck concert venue	$120.00		1,254.13
11/16/2022	Deposit		No	Exxon Mobil	EDI PAYMNT EXXONMOBIL0195 111622 022320005978700CTX	$1,000.00		2,254.13
11/17/2022	Pledge	576	No	Charlotte B Northup		$50.00		2,304.13
11/17/2022	Deposit		No	Paul Landskroener	TRANSFER STRIPE 111722	$24.81		2,328.94
11/21/2022	Deposit		No	Amazon Smile	AmazonSmil AMZNQYL2MH6E 112122	$44.53		2,373.47
11/21/2022	Deposit		No	Marilyn Oberhausen	TRANSFER STRIPE 112122	$23.97		2,397.44
11/29/2022	Deposit		No		DEPOSIT	$50.00		2,447.44
12/01/2022	Deposit		No		2022 Giving Tuesday Donation	$49.63		2,497.07
12/01/2022	Deposit		No		2022 Giving Tuesday Donation	$24.81		2,521.88
12/01/2022	Deposit		No		2022 Giving Tuesday Donation	$24.81		2,546.69
12/06/2022	Deposit		No		DEPOSIT	$200.00		2,746.69
12/06/2022	Pledge	577	No	Joanne L Bujnoski		$50.00		2,796.69
12/08/2022	Deposit		No		TRANSFER STRIPE 120822	$9.21		2,805.90
12/19/2022	Deposit		No		TRANSFER STRIPE 121922	$24.81		2,830.71
12/20/2022	Deposit		No		DEPOSIT	$65.00		2,895.71
12/20/2022	Deposit		No		B3L1F7K40N FACEBOOK PAYMENT 122022	$65.00		2,960.71
12/21/2022	Deposit		No		Giving Tuesday	$57.96		3,018.67
12/29/2022	Deposit		No		Linda Arness	$1,985.70		5,004.37
12/30/2022	Deposit		No		Loren Lazear Donation for the (Bay Area Printing) Step-N-Repeat banner	$500.00		5,504.37
01/04/2023	Deposit		No		Gallery Night	$50.00		5,554.37
01/04/2023	Deposit		No	Stripe	TRANSFER STRIPE 010423	$161.70		5,716.07
01/10/2023	Deposit		No	Stripe	TRANSFER STRIPE 011023	$10.00		5,726.07
01/10/2023	Pledge	601	No	Paradise Bingo	December Bingo Proceeds	$200.00		5,926.07
01/12/2023	Deposit		No		Paradise Bingo Donation	$200.00		6,126.07
01/19/2023	Deposit		No	Stripe		$27.15		6,153.22
01/23/2023	Pledge	604	No	United Way of the National Capital Area	United Way Campaign payments	$169.94		6,323.16
01/23/2023	Pledge	573	No	Target Corporation c/o CyberGrants, LLC		$50.00		6,373.16
01/24/2023	Deposit		No	Stripe		$25.00		6,398.16
01/26/2023	Pledge	1005	No	Target Corporation c/o CyberGrants, LLC		$60.00		6,458.16
02/08/2023	Pledge	599	No	Paradise Bingo	Bingo Proceeds - January 2023	$200.00		6,658.16
02/09/2023	Journal Entry	Cash	No		Cash	$36.00		6,694.16
02/10/2023	Deposit		No	Amazon Smile	AmazonSmil AMZNO260EZ5Y 021023	$77.42		6,771.58

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
02/15/2023	Pledge	611	No	Target Corporation c/o CyberGrants, LLC			$65.00	6,836.58
02/17/2023	Deposit		No	Stripe	TRANSFER STRIPE 021723		$27.15	6,863.73
02/19/2023	Pledge	607	No	Apex Shows and Events	Donation proceeds for 40% of beverage sales at the Chocolate and Cheese Festival		$697.81	7,561.54
02/27/2023	Pledge	610	No	Krewe of Marionettes	step n repeat banner donation		$185.00	7,746.54
02/28/2023	Journal Entry	Rounding	No		rounding Chocolate & Cheese Festival		$0.40	7,746.94
03/04/2023	Journal Entry	GAC - Cash	No		Cash - GAC Bag Swap		$45.00	7,791.94
03/04/2023	Journal Entry	Reimbursement	No		reimbursement of expenses, extra funds		$1.92	7,793.86
03/07/2023	Pledge	628	No	Paradise Bingo	Bingo Proceeds for February 2023		$200.00	7,993.86
03/10/2023	Pledge	625	No	Target Corporation c/o CyberGrants, LLC			$50.00	8,043.86
03/13/2023	Deposit		No	Square Inc	230313P2 Square Inc 031323		$1.00	8,044.86
04/03/2023	Deposit		No	Square Inc	230403P2 Square Inc 040323		$33.62	8,078.48
04/04/2023	Deposit		No	4469 MH Charitable Group Inc Irrv Trus			$910.35	8,988.83
04/05/2023	Pledge	647	No	Paradise Bingo	Bingo Proceeds for March 2023		$200.00	9,188.83
04/14/2023	Deposit		No	Paradise Bingo	monthly bingo proceeds		$200.00	9,388.83
05/02/2023	Deposit		No	Amazon Smile	AmazonSmil AMZNRAXD6969 050223		$29.42	9,418.25
05/03/2023	Pledge	648	No	Paradise Bingo	Bingo Proceeds for April 2023		$200.00	9,618.25
05/04/2023	Pledge	652	No	United Way of the National Capital Area	2020-2021 PMT 11 Nov 2021		$55.15	9,673.40
05/04/2023	Pledge	652	No	United Way of the National Capital Area	2020-2021 PMT 13 Jan 2022		$68.41	9,741.81
05/08/2023	Pledge	650	No	The Blackbaud Giving Fund	Contribution from The Blackbaud Giving Fund		$125.00	9,866.81
05/18/2023	Deposit		No	Amazon Smile	AmazonSmil AMZNABTLNH8J 051823		$58.29	9,925.10
06/07/2023	Pledge	658	No	Brown Barge Middle School	Student Stream Contribution		$1,000.00	10,925.10
06/09/2023	Pledge	659	No	Paradise Bingo	Bingo Proceeds May 2023		$200.00	11,125.10
06/20/2023	Pledge	661	No	Target Corporation c/o CyberGrants, LLC	Target Employee giving donation		$50.00	11,175.10
07/05/2023	Deposit		No		transfer stripe 070523		$1,074.30	12,249.40
07/06/2023	Deposit		No		Facebook Fundraiser for Father’s Day		$24.00	12,273.40
07/12/2023	Pledge	668	No	Paradise Bingo	Bingo Proceeds June 2023		$200.00	12,473.40
07/20/2023	Pledge	1014	No	Target Corporation c/o CyberGrants, LLC	Donation from Target Cybergrants		$50.00	12,523.40
07/25/2023	Pledge	1026	No	United Way of the National Capital Area	Monthly Donation Amount		$114.56	12,637.96
08/01/2023	Pledge	1008	No	Target Corporation c/o CyberGrants, LLC	Target Employee giving donation		$60.00	12,697.96
08/02/2023	Pledge	1009	No	Target Circle	Target Circle Voting Contest		$1,148.27	13,846.23
08/07/2023	Pledge	1015	No	Paradise Bingo	Bingo Proceeds July 2023		$200.00	14,046.23
08/09/2023	Deposit		No		Donation via Facebook B3L3HXYEOJ META PAYMENTS IN 080923		$25.00	14,071.23
08/31/2023	Pledge	1025	No	The Spirit Airlines Charitable Foundation	Gift from the Spirit Airlines Charitable Foundation		$20,000.00	34,071.23
09/05/2023	Pledge	1024	No	Surfing Evolution & Preservation Corp	Donation to cover Garbo Grabber grabbers and trash baggers		$7,737.00	41,808.23
09/14/2023	Pledge	1032	No	Paradise Bingo	August Bingo Proceeds		$200.00	42,008.23
Total for Donations							**$42,008.23**	
Fundraising Event Revenue								
Communi-Tee Cup Revenue								
01/11/2023	Deposit		No	Stripe	Tickets		$54.00	54.00
01/11/2023	Deposit		No	Stripe	Tickets		$107.70	161.70
01/13/2023	Deposit		No	Stripe	Tickets		$90.00	251.70
01/18/2023	Deposit		No	Stripe	Ticket		$32.52	284.22
01/18/2023	Deposit		No		Donation		$10.00	294.22
01/19/2023	Deposit		No	Stripe	Tickets		$172.44	466.66
01/23/2023	Deposit		No	Stripe	Tickets		$107.70	574.36
01/24/2023	Deposit		No	Stripe	Tickets		$107.70	682.06
01/25/2023	Deposit		No	Stripe	Tickets		$64.74	746.80
01/26/2023	Deposit		No	Stripe	Tickets		$64.74	811.54
02/01/2023	Deposit		No	Stripe	Tickets		$107.70	919.24
02/02/2023	Pledge	592	No	Engrid M Spade	Tickets		$100.00	1,019.24
02/02/2023	Pledge	593	No	Steven A Ferbezar	Tickets		$50.00	1,069.24
02/03/2023	Pledge	588	No	Anne M Hargis	Tickets		$100.00	1,169.24
02/03/2023	Deposit		No	Stripe	Tickets		$215.40	1,384.64
02/03/2023	Journal Entry	Payroll March 32	No		Ticket		$25.00	1,409.64
02/06/2023	Deposit		No	Stripe	Tickets		$129.48	1,539.12
02/06/2023	Pledge	589	No	Gulf Coast Retirement and Medicare Solutions LLC	Tickets		$50.00	1,589.12
02/06/2023	Pledge	590	No	Donna B Hoffman	Tickets		$100.00	1,689.12

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02/08/2023	Deposit		No	Stripe	Tickets		$140.22	1,829.34
02/09/2023	Journal Entry	CTC 50/50 payout	No		CTC 50/50 drawing payout		$315.00	2,144.34
02/09/2023	Journal Entry	Cash	No		Cash - Drawing Tickets		$125.00	2,269.34
02/09/2023	Journal Entry	Cash	No		Cash - Raffle		$565.00	2,834.34
02/09/2023	Journal Entry	Cash	No		Cash - Beverages		$47.00	2,881.34
02/09/2023	Journal Entry	Cash	No		Cash - Mulligans		$20.00	2,901.34
02/09/2023	Journal Entry	Cash	No		Cash - Krewe Tickets		$75.00	2,976.34
02/09/2023	Journal Entry	Cash	No		Cash - Ticket		$30.00	3,006.34
02/09/2023	Deposit		No	Stripe	Tickets		$440.22	3,446.56
02/10/2023	Deposit		No	Square Inc	Beverages		$45.82	3,492.38
02/10/2023	Deposit		No	Square Inc	Mulligans		$150.00	3,642.38
02/10/2023	Deposit		No	Square Inc	Raffle Tickets		$100.00	3,742.38
02/10/2023	Deposit		No	Square Inc	Ticket		$30.00	3,772.38
02/10/2023	Deposit		No	Stripe	Tickets		$172.44	3,944.82
02/10/2023	Deposit		No	Square Inc	5 x 5 Drawing		$140.00	4,084.82
02/13/2023	Deposit		No	Stripe	Tickets		$172.44	4,257.26
03/01/2023	Pledge	623	No	Tom & Sandra Mosher	Ticket		$25.00	4,282.26
03/01/2023	Pledge	621	No	Karin Garvin Law	Tickets		$100.00	4,382.26
03/01/2023	Pledge	622	No	Donna F Cahill	Tickets		$50.00	4,432.26
03/31/2023	Journal Entry	Q1 Sales Tax	No		to record sales tax payable from food & beverage event sales	$5.03		4,427.23
Total for Communi-Tee Cup Revenue						**$5.03**	**$4,432.26**	
Communi-Tee Cup Sponsorships								
11/18/2022	Pledge	549	No	Morgan Stanley - Bob Olliff	The Green Sponsorship		$500.00	500.00
11/18/2022	Pledge	550	No	Navy Federal Credit Union, Bill Dagnall	The Green Sponsorship		$500.00	1,000.00
12/01/2022	Journal Entry	Cox Allocation	No		to allocate $2,500 of Cox sponsorship to event		$2,500.00	3,500.00
12/12/2022	Deposit		No		221212P2 Square Inc 121222		$150.00	3,650.00
12/13/2022	Pledge	579	No	Hill-Kelly Jeep Ram			$247.00	3,897.00
12/13/2022	Journal Entry	Payroll March 32	No		Reimbursement for Tags	$247.00		3,650.00
01/05/2023	Deposit		No		Griner Exterior Sponsorship		$500.00	4,150.00
01/12/2023	Deposit		No		Kaboom Sports		$150.00	4,300.00
01/12/2023	Deposit		No		Big Top Brewing		$150.00	4,450.00
01/18/2023	Deposit		No		Geosyntec		$500.00	4,950.00
01/18/2023	Deposit		No		Green Effect Fitness		$150.00	5,100.00
01/18/2023	Pledge	581	No	Henry Chiropractic PLLC			$150.00	5,250.00
01/19/2023	Deposit		No	Stripe	Jessica Rice		$150.00	5,400.00
01/20/2023	Deposit		No		Riptide Media, Jimmy Warr		$500.00	5,900.00
01/23/2023	Deposit		No		Team Sandy Blanton Realty		$150.00	6,050.00
01/23/2023	Deposit		No		Fishbein Center		$150.00	6,200.00
01/23/2023	Pledge	564	No	The Beacon	2023 Hole Sponsor		$150.00	6,350.00
01/23/2023	Pledge	596	No	Christina Powers Tax			$150.00	6,500.00
01/24/2023	Pledge	597	No	EA Medical Consultants LLC			$150.00	6,650.00
01/25/2023	Pledge	566	No	YourTEK Professionals, Inc.	2023 Hole Sponsorships		$300.00	6,950.00
01/26/2023	Pledge	585	No	Gulf Breeze Treatment Center, LLC			$300.00	7,250.00
01/26/2023	Pledge	583	No	Parkway Animal Hospital			$500.00	7,750.00
01/29/2023	Pledge	582	No	Yoga Abode, LLC			$150.00	7,900.00
01/29/2023	Pledge	594	No	Kathie B Gainous			$150.00	8,050.00
01/30/2023	Pledge	584	No	Escape Wellness Spa			$150.00	8,200.00
01/30/2023	Pledge	595	No	Donna B Hoffman			$150.00	8,350.00
01/31/2023	Pledge	587	No	Floral Tree Gardens			$150.00	8,500.00
01/31/2023	Deposit		No		Anchor Title		$150.00	8,650.00
02/02/2023	Pledge	586	No	Central Credit Union of Florida			$150.00	8,800.00
02/03/2023	Pledge	588	No	Anne M Hargis			$150.00	8,950.00
02/06/2023	Pledge	589	No	Gulf Coast Retirement and Medicare Solutions LLC			$150.00	9,100.00
02/09/2023	Pledge	620	No	Karin Garvin Law			$150.00	9,250.00
02/09/2023	Journal Entry	CTC	No		Waffle House/ Rebecca Merlin hole sponsorship for VIP Food		$150.00	9,400.00
03/21/2023	Pledge	629	No	Wilson, Harrell, Farrington, Ford, Wilson, Spain, & Parsons, PA	Hole Sponsor		$150.00	9,550.00
08/31/2023	Journal Entry		Yes		uncollectible sponsorship	$150.00		9,400.00
Total for Communi-Tee Cup Sponsorships						**$397.00**	**$9,797.00**	
Pieces Adrift Sponsorships								
02/27/2023	Pledge	610	No	Krewe of Marionettes	Stream		$150.00	150.00
Total for Pieces Adrift Sponsorships							**$150.00**	

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Total for Fundraising Event Revenue						**$402.03**	**$14,379.26**	
Grants								
10/17/2022	Pledge	572	No	Impact 100	Impact 100 Grant		$103,820.00	103,820.00
Total for Grants							**$103,820.00**	
Memberships								
10/06/2022	Deposit		No	Stripe			$44.67	44.67
10/21/2022	Deposit		No	Stripe			$33.98	78.65
11/01/2022	Deposit		No		TRANSFER STRIPE 110122		$44.67	123.32
11/08/2022	Deposit		No		Monthly Member		$9.92	133.24
11/08/2022	Deposit		No		Monthly Member		$9.92	143.16
11/09/2022	Deposit		No		Monthly Member		$9.92	153.08
11/16/2022	Deposit		No	Bridget Kelly	TRANSFER STRIPE 111622		$4.96	158.04
11/23/2022	Deposit		No	Alejandro Leon	TRANSFER STRIPE 112322		$43.78	201.82
11/28/2022	Deposit		No	Alexis Allen	TRANSFER STRIPE 112822		$9.92	211.74
12/01/2022	Deposit		No		Monthly Membership		$9.92	221.66
12/07/2022	Deposit		No		TRANSFER STRIPE 120722		$19.84	241.50
12/09/2022	Deposit		No		TRANSFER STRIPE 120922		$9.92	251.42
12/16/2022	Deposit		No		TRANSFER STRIPE 121622		$4.96	256.38
12/21/2022	Deposit		No		TRANSFER STRIPE 122122		$33.98	290.36
12/28/2022	Deposit		No		TRANSFER STRIPE 122822		$9.92	300.28
01/03/2023	Deposit		No	Stripe	TRANSFER STRIPE 010323		$11.04	311.32
01/05/2023	Deposit		No		TRANSFER STRIPE 010523		$35.00	346.32
01/09/2023	Deposit		No	Stripe	TRANSFER STRIPE 010923		$86.52	432.84
01/11/2023	Deposit		No	Stripe	TRANSFER STRIPE 011123		$11.04	443.88
01/17/2023	Deposit		No	Stripe	TRANSFER STRIPE 011723		$37.89	481.77
01/19/2023	Deposit		No	Stripe	TRANSFER STRIPE 011923		$5.67	487.44
01/25/2023	Deposit		No	Stripe	TRANSFER STRIPE 012523		$11.04	498.48
01/30/2023	Deposit		No	Stripe	TRANSFER STRIPE 013023		$46.35	544.83
02/06/2023	Deposit		No	Stripe	TRANSFER STRIPE 020623		$11.04	555.87
02/07/2023	Deposit		No	Stripe	TRANSFER STRIPE 020723		$11.04	566.91
02/08/2023	Deposit		No	Stripe			$27.45	594.36
02/09/2023	Deposit		No	Stripe			$11.04	605.40
02/13/2023	Deposit		No	Stripe	TRANSFER STRIPE 021323		$16.71	622.11
02/14/2023	Deposit		No	Stripe	TRANSFER STRIPE 021423		$47.39	669.50
02/16/2023	Deposit		No	Stripe	TRANSFER STRIPE 021623		$5.67	675.17
02/21/2023	Deposit		No	Stripe	TRANSFER STRIPE 022123		$48.63	723.80
02/27/2023	Deposit		No	Stripe	TRANSFER STRIPE 022723		$11.04	734.84
02/28/2023	Deposit		No	Stripe	TRANSFER STRIPE 022823		$124.41	859.25
03/06/2023	Deposit		No	Stripe	TRANSFER STRIPE 030623		$11.04	870.29
03/07/2023	Deposit		No	Stripe	TRANSFER STRIPE 030723		$65.04	935.33
03/08/2023	Deposit		No	Stripe	TRANSFER STRIPE 030823		$27.45	962.78
03/09/2023	Deposit		No	Stripe	TRANSFER STRIPE 030923		$11.04	973.82
03/13/2023	Deposit		No	Stripe	TRANSFER STRIPE 031323		$27.75	1,001.57
03/16/2023	Deposit		No	Stripe	TRANSFER STRIPE 031623		$5.67	1,007.24
03/17/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 031723		$27.45	1,034.69
03/27/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 032723		$11.04	1,045.73
04/05/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 040523		$19.84	1,065.57
04/06/2023	Deposit		No		TRANSFER STRIPE 040623		$27.45	1,093.02
04/11/2023	Deposit		No		TRANSFER STRIPE 041123		$11.04	1,104.06
04/12/2023	Deposit		No		TRANSFER STRIPE 041223		$27.45	1,131.51
04/18/2023	Deposit		No		TRANSFER STRIPE 041823		$5.67	1,137.18
04/19/2023	Deposit		No		TRANSFER STRIPE 041923		$27.46	1,164.64
04/26/2023	Deposit		No		TRANSFER STRIPE 042623		$11.04	1,175.68
05/01/2023	Deposit		No	Stripe	Transfer Stripe 05/01/23		$54.00	1,229.68
05/02/2023	Deposit		No	Stripe	Transfer Stripe 050223		$11.04	1,240.72
05/04/2023	Deposit		No	Stripe	Transfer Stripe 050423		$11.04	1,251.76
05/05/2023	Deposit		No	Stripe	Transfer Stripe 050523		$11.04	1,262.80
05/08/2023	Deposit		No	Stripe	Transfer Stripe 050823		$11.04	1,273.84
05/10/2023	Deposit		No	Stripe	Transfer Stripe 051023		$11.04	1,284.88
05/11/2023	Deposit		No	Stripe	Transfer Stripe 051023		$17.01	1,301.89
05/15/2023	Deposit		No	Stripe	Stripe Transfer 051523		$37.89	1,339.78
05/17/2023	Deposit		No	Stripe	Transfer Stripe 051723		$32.88	1,372.66
05/18/2023	Expenditure		No	Stripe	Refund of Suzanne Kenworthy Membership	$37.89		1,334.77
05/25/2023	Deposit		No	Stripe	Transfer Stripe 052523		$11.04	1,345.81
06/02/2023	Deposit		No	Stripe	Stripe Transfer 060223		$37.89	1,383.70
06/06/2023	Deposit		No	Stripe	Transfer Stripe 060623		$11.04	1,394.74
06/07/2023	Deposit		No	Stripe	Transfer Stripe 060723		$11.04	1,405.78
06/07/2023	Deposit		No	Stripe	Refund of monthly membership. Transfer Stripe 060723	$11.04		1,394.74

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06/07/2023	Deposit		No	Stripe	Transfer Stripe 060723		$11.04	1,405.78
06/09/2023	Deposit		No		TRANSFER STRIPE 060923		$11.04	1,416.82
06/13/2023	Deposit		No		transfer from stripe membership		$17.01	1,433.83
06/16/2023	Deposit		No		membership donation		$5.67	1,439.50
06/21/2023	Deposit		No		membership payments		$48.63	1,488.13
06/22/2023	Deposit		No		membership fees		$59.67	1,547.80
06/27/2023	Deposit		No		membership fee		$11.04	1,558.84
06/30/2023	Deposit		No		membership fee		$11.04	1,569.88
07/06/2023	Deposit		No		Transfer Stripe 070623		$11.04	1,580.92
07/07/2023	Deposit		No		Transfer Stripe 070723		$11.04	1,591.96
07/11/2023	Deposit		No		Transfer Stripe 071123		$11.04	1,603.00
07/12/2023	Deposit		No		transfer stripe 071223		$17.01	1,620.01
07/14/2023	Deposit		No		Transfer Stripe 071423		$48.63	1,668.64
07/18/2023	Deposit		No		Transfer Stripe 071823		$5.67	1,674.31
07/26/2023	Deposit		No		Transfer Stripe 072623		$11.04	1,685.35
07/27/2023	Deposit		No		Transfer Stripe 072723		$5.46	1,690.81
Total for Memberships						**$48.93**	**$1,739.74**	
Programs								
Adopt a Spot								
10/14/2022	Deposit		No	Stripe			$39.71	39.71
10/24/2022	Deposit		No	Stripe			$39.71	79.42
12/09/2022	Deposit		No		TRANSFER STRIPE 120922		$19.12	98.54
12/09/2022	Deposit		No		TRANSFER STRIPE 120922		$19.85	118.39
12/15/2022	Pledge	557	No	City of Pensacola.	Adopt a Spot Signs - FY22		$435.10	553.49
12/19/2022	Deposit		No		TRANSFER STRIPE 121922		$19.85	573.34
12/21/2022	Deposit		No		TRANSFER STRIPE 122122		$19.85	593.19
12/21/2022	Deposit		No		TRANSFER STRIPE 122122		$39.71	632.90
12/29/2022	Deposit		No		Larry Smith		$19.85	652.75
01/17/2023	Deposit		No	Stripe	Renewal		$21.78	674.53
01/19/2023	Deposit		No	Stripe	Registration Fee		$43.26	717.79
01/20/2023	Deposit		No		Renewal Fee		$21.78	739.57
02/06/2023	Deposit		No	Stripe	Registration Fee		$43.26	782.83
02/08/2023	Deposit		No	Stripe	Renewal Fee		$21.78	804.61
04/05/2023	Pledge	633	No	Powerful Women of the Gulf Coast	Registration Fee for Adopt-A-Spot for Powerful Women of the Gulf Coast		$40.00	844.61
05/18/2023	Expenditure	2162	No	Dewberry	Refund of Adopt-A-Spot Fee	$40.00		804.61
05/18/2023	Expenditure		No	Stripe	Renewal of Adopt-A-Spot		$21.78	826.39
Total for Adopt a Spot						**$40.00**	**$866.39**	
Clean Team								
10/04/2022	Deposit		No		Destin Food Truck Festival		$1,334.00	1,334.00
10/25/2022	Pledge	542	No	The Wingman Foundation	The Clean Team Services for The Wingman Foundation 5k - 10/22/2022		$500.00	1,834.00
10/31/2022	Pledge	547	No	Pensacola Humane Society	The Clean Team Services for Barktoberfest - October 30th, 2022		$640.00	2,474.00
11/03/2022	Deposit		No	UWF Historic Trust	DEPOSIT INTUIT 25791715 110322	$0.00		2,474.00
11/13/2022	Pledge	602	No	Legal Services of North Florida, Inc	Jazz for Justice		$546.00	3,020.00
11/13/2022	Pledge	1006	No	The Marketing Bar	Event Clean up		$300.00	3,320.00
12/06/2022	Deposit		No		Christmas Market		$640.00	3,960.00
12/12/2022	Pledge	556	No	Pensacola Christmas Parade	Clean Team Services for the Cox Pensacola Christmas Parade - December 10th, 2022		$1,415.00	5,375.00
12/12/2022	Pledge	556	No	Pensacola Christmas Parade	Additional Labor Hours		$375.00	5,750.00
01/02/2023	Pledge	580	No	Surfing Evolution & Preservation Corp	Clean up		$5,000.00	10,750.00
01/15/2023	Pledge	591	No	Dr Martin Luther King Jr Commemorative Celebration Commission of Pensacola Inc			$1,850.00	12,600.00
02/04/2023	Pledge	571	No	Pensacola Sports	Double Bridge Run on 2/4/2023		$1,000.00	13,600.00
02/18/2023	Pledge	606	No	Rebellaires Inc, Chad Leidner	Parade Party		$524.00	14,124.00
02/19/2023	Pledge	605	No	Apex Shows and Events	Chocolate and Cheese Festival		$1,202.00	15,326.00
02/21/2023	Deposit		No	Legal Services of North Florida, Inc	Duplicate Deposit - bank error		$546.00	15,872.00
02/24/2023	Expenditure		No	Legal Services of North Florida, Inc	Duplicate Deposit - bank error	$546.00		15,326.00
02/25/2023	Pledge	574	No	Pensacola Habitat for Humanity	Food Truck Festival Feb 24-25		$2,574.00	17,900.00
02/27/2023	Pledge	609	No	Pensacola Habitat for Humanity	Disposal Fee		$150.00	18,050.00
02/27/2023	Pledge	609	No	Pensacola Habitat for Humanity	Food Truck Festival additional cleanup around Dumpster		$120.00	18,170.00
03/01/2023	Pledge	627	No	Vegan Food Fest	The Clean Team Services for Vegan Food Fest - November 12th 2021-		$367.20	18,537.20

DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
					Late Fee			
03/05/2023	Pledge	619	No	Apex Shows and Events	Destin Food Truck Festival 3/5		$1,334.00	19,871.20
03/25/2023	Pledge	630	No	Vegan Food Fest	The Clean Team Services for Vegan Food Fest - March 25, 2023		$1,738.00	21,609.20
03/31/2023	Pledge	639	No	Vegan Food Fest	Return Deposit Fee for Insufficient Funds		$9.00	21,618.20
04/02/2023	Pledge	631	No	Pensacola Jazz Festival	Clean Team services for the Pensacola Jazz Festival 4/1/23-4/2/23		$1,692.00	23,310.20
04/13/2023	Pledge	640	No	Tall Ships America c/o The Marketing Bar	Tall Ships America event litter management and cleanup		$3,524.00	26,834.20
04/25/2023	Pledge	641	No	Apex Shows and Events	Pensacola Bay Music Fest Clean Team (Adjusted due to weather)		$900.00	27,734.20
05/08/2023	Pledge	649	No	Mike Marshall	Burger Battle by the Bay Event		$1,474.00	29,208.20
05/13/2023	Pledge	651	No	Big Brothers Big Sisters of NWFL	The Big Scoop BBBS May 13, 2023		$984.00	30,192.20
06/17/2023	Pledge	660	No	The Watson Family Foundation, Inc	Juneteenth Event Cleanup (6/17)		$920.00	31,112.20
07/19/2023	Pledge	667	No	Pensacola Chamber of Commerce	Clean Team service for 4th of July Fireworks Show		$2,107.00	33,219.20
07/25/2023	Pledge	669	No	Ronald McDonald House Charities of NWFL	Firecracker 5K Event Cleanup		$783.00	34,002.20
09/18/2023	Pledge	1027	No	Bands on the Bayou	Clean Team Service for Bands on the Bayou on 9/15/23		$422.00	34,424.20
Total for Clean Team						**$546.00**	**$34,970.20**	
Community Service Registration								
10/05/2022	Deposit		No	Square Inc			$33.62	33.62
10/19/2022	Deposit		No	Square Inc			$33.62	67.24
11/01/2022	Deposit		No		221101P2 Square Inc 110122		$33.62	100.86
11/09/2022	Deposit		No		221109P2 Square Inc 110922		$38.45	139.31
12/07/2022	Deposit		No		221207P2 Square Inc 120722		$33.62	172.93
12/15/2022	Journal Entry	Petty Cash	No		CS Registration		$35.00	207.93
01/04/2023	Deposit		No				$35.00	242.93
01/12/2023	Deposit		No				$35.00	277.93
02/27/2023	Journal Entry	CS	No		Christian Mollette Community Service, cash		$35.00	312.93
02/27/2023	Deposit		No	Square Inc	230227P2 Square Inc 022723		$37.62	350.55
03/03/2023	Deposit		No	Square Inc	Community Service		$37.62	388.17
03/06/2023	Deposit		No	Square Inc	230306P2 Square Inc 030623		$35.00	423.17
03/09/2023	Journal Entry	CS	No		Cash - Andrew Myers Community Service		$35.00	458.17
03/31/2023	Deposit		No		Deposited to Petty Cash box		$35.00	493.17
05/18/2023	Expenditure	2161	No	Christian Cass	Refund of Fee	$35.00		458.17
08/24/2023	Deposit		No		Transfer Stripe 082423		$35.00	493.17
Total for Community Service Registration						**$35.00**	**$528.17**	
Esc Co Parks & Rec Contract								
10/31/2022	Pledge	543	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities		$904.50	904.50
10/31/2022	Pledge	545	No	Mahogany Mills Boat Ramp	Mahogany Mills Boat Ramp - October 2022		$715.00	1,619.50
10/31/2022	Pledge	546	No	Perdido River Boat Ramp	Perdido River Boat Ramp - October 2022		$176.00	1,795.50
10/31/2022	Pledge	544	No	Innerarity Point Park	Innerarrity Point Park Trash Barrels - October 2022		$1,089.00	2,884.50
10/31/2022	Pledge	544	No	Innerarity Point Park	Innerarrity Point Park Restrooms		$630.00	3,514.50
10/31/2022	Pledge	543	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities		$2,959.00	6,473.50
10/31/2022	Pledge	543	No	Escambia County Parks and Recreation	LOST Funded Facilities		$8,816.50	15,290.00
11/30/2022	Pledge	551	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities		$837.50	16,127.50
11/30/2022	Pledge	551	No	Escambia County Parks and Recreation	LOST Funded Facilities		$8,497.50	24,625.00
11/30/2022	Pledge	552	No	Perdido River Boat Ramp			$198.00	24,823.00
11/30/2022	Pledge	553	No	Mahogany Mills Boat Ramp			$572.00	25,395.00
11/30/2022	Pledge	555	No	Innerarity Point Park			$595.00	25,990.00
11/30/2022	Pledge	555	No	Innerarity Point Park			$1,028.00	27,018.00
11/30/2022	Pledge	551	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities		$2,596.00	29,614.00
12/31/2022	Pledge	561	No	Innerarity Point Park			$630.00	30,244.00
12/31/2022	Pledge	560	No	Perdido River Boat Ramp			$198.00	30,442.00
12/31/2022	Pledge	561	No	Innerarity Point Park			$1,089.00	31,531.00
12/31/2022	Pledge	558	No	Escambia County Parks and Recreation			$904.50	32,435.50
12/31/2022	Pledge	559	No	Mahogany Mills Boat Ramp			$643.50	33,079.00
12/31/2022	Pledge	558	No	Escambia County Parks and Recreation			$2,750.00	35,829.00
12/31/2022	Pledge	558	No	Escambia County Parks and Recreation			$8,613.00	44,442.00
01/31/2023	Pledge	567	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities		$871.00	45,313.00

Keep Pensacola Beautiful, Inc.

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
01/31/2023	Pledge	567	No	Escambia County Parks and Recreation	LOST Funded Facilities		$9,020.00	54,333.00
01/31/2023	Pledge	567	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities		$2,755.50	57,088.50
01/31/2023	Pledge	568	No	Innerarity Point Park	Innerarity Point Park Trash Barrels		$1,028.50	58,117.00
01/31/2023	Pledge	569	No	Mahogany Mills Boat Ramp	January 2023 Mahogany Mills Boat Ramp		$643.50	58,760.50
01/31/2023	Pledge	570	No	Perdido River Boat Ramp	January 2023 Perdido River Boat Ramp		$198.00	58,958.50
01/31/2023	Pledge	568	No	Innerarity Point Park	Innerarity Point Park Restrooms		$595.00	59,553.50
02/28/2023	Pledge	612	No	Innerarity Point Park	Innerarity Point Park Trash Barrels		$968.00	60,521.50
02/28/2023	Pledge	613	No	Perdido River Boat Ramp	February 2023 Perdido River Boat Ramp		$176.00	60,697.50
02/28/2023	Pledge	614	No	Mahogany Mills Boat Ramp	February 2023 Mahogany Mills Boat Ramp		$572.00	61,269.50
02/28/2023	Pledge	615	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities		$804.00	62,073.50
02/28/2023	Pledge	615	No	Escambia County Parks and Recreation	LOST Funded Facilities		$7,920.00	69,993.50
02/28/2023	Pledge	615	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities		$2,486.00	72,479.50
02/28/2023	Pledge	612	No	Innerarity Point Park	Innerarity Point Park Restrooms		$560.00	73,039.50
03/31/2023	Pledge	635	No	Innerarity Point Park	Innerarity Point Park Restrooms		$770.00	73,809.50
03/31/2023	Pledge	635	No	Innerarity Point Park	Innerarity Point Park Trash Barrels		$1,331.00	75,140.50
03/31/2023	Pledge	634	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities		$1,172.50	76,313.00
03/31/2023	Pledge	634	No	Escambia County Parks and Recreation	LOST Funded Facilities		$9,097.00	85,410.00
03/31/2023	Pledge	634	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities		$2,744.50	88,154.50
03/31/2023	Pledge	637	No	Perdido River Boat Ramp	March 2023 Perdido River Boat Ramp		$198.00	88,352.50
03/31/2023	Pledge	638	No	Mahogany Mills Boat Ramp	March 2023 Mahogany Mills Boat Ramp		$715.00	89,067.50
04/30/2023	Pledge	644	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities		$1,340.00	90,407.50
04/30/2023	Pledge	642	No	Mahogany Mills Boat Ramp	April 2023 Mahogany Mills Boat Ramp		$1,001.00	91,408.50
04/30/2023	Pledge	643	No	Perdido River Boat Ramp	April 2023 Perdido River Boat Ramp Cleanup		$176.00	91,584.50
04/30/2023	Pledge	645	No	Innerarity Point Park	Innerarity Point Park Trash Barrels		$1,331.00	92,915.50
04/30/2023	Pledge	645	No	Innerarity Point Park	Innerarity Point Park Restrooms		$770.00	93,685.50
04/30/2023	Pledge	644	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities		$3,041.50	96,727.00
04/30/2023	Pledge	644	No	Escambia County Parks and Recreation	LOST Funded Facilities		$9,124.50	105,851.50
05/31/2023	Pledge	654	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities (May 23)		$1,306.50	107,158.00
05/31/2023	Pledge	654	No	Escambia County Parks and Recreation	LOST Funded Facilities (May 23)		$10,021.00	117,179.00
05/31/2023	Pledge	657	No	Innerarity Point Park	Innerarity Point Park Trash Barrels (May 23)		$1,331.00	118,510.00
05/31/2023	Pledge	657	No	Innerarity Point Park	Innerarity Point Park Restrooms (May 23)		$770.00	119,280.00
05/31/2023	Pledge	654	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities (May 23)		$3,107.50	122,387.50
05/31/2023	Pledge	655	No	Mahogany Mills Boat Ramp	May 2023 Mahogany Mills Boat Ramp		$929.50	123,317.00
05/31/2023	Pledge	656	No	Perdido River Boat Ramp	May 2023 Perdido River Boat Ramp Cleanup		$198.00	123,515.00
06/30/2023	Pledge	662	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities (June 23)		$2,788.50	126,303.50
06/30/2023	Pledge	662	No	Escambia County Parks and Recreation	LOST Funded Facilities (June 23)		$9,240.00	135,543.50
06/30/2023	Pledge	663	No	Mahogany Mills Boat Ramp	June 2023 Mahogany Mills Boat Ramp		$858.00	136,401.50
06/30/2023	Pledge	664	No	Innerarity Point Park	Innerarity Point Park Restrooms (June 23)		$735.00	137,136.50
06/30/2023	Pledge	664	No	Innerarity Point Park	Innerarity Point Park Trash Barrels (June 23)		$1,270.50	138,407.00
06/30/2023	Pledge	665	No	Perdido River Boat Ramp	June 2023 Perdido River Boat Ramp Cleanup		$198.00	138,605.00
06/30/2023	Pledge	662	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities (June 23)		$1,273.00	139,878.00
07/31/2023	Pledge	1012	No	Innerarity Point Park	Innerarity Point Park Trash Barrels (July 23)		$1,391.50	141,269.50
07/31/2023	Pledge	1007	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities (July 23)		$1,407.00	142,676.50
07/31/2023	Pledge	1007	No	Escambia County Parks and Recreation	LOST Funded Facilities (July 23)		$9,834.00	152,510.50
07/31/2023	Pledge	1007	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities (July 23)		$3,289.00	155,799.50
07/31/2023	Pledge	1011	No	Perdido River Boat Ramp	July 2023 Perdido River Boat Ramp Cleanup		$176.00	155,975.50
07/31/2023	Pledge	1012	No	Innerarity Point Park	Innerarity Point Park Restrooms (July 23)		$805.00	156,780.50
07/31/2023	Pledge	1010	No	Mahogany Mills Boat Ramp	July 2023 Mahogany Mills Boat Ramp		$1,072.50	157,853.00
08/31/2023	Pledge	1020	No	Escambia County Parks and Recreation	LOST Funded Facilities (8/20-8/31/23)		$3,558.50	161,411.50
08/31/2023	Pledge	1020	No	Escambia County Parks and	Innerarity Trash Barrels (8/20-8/31/23)		$423.50	161,835.00

Keep Pensacola Beautiful, Inc.

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				Recreation				
08/31/2023	Pledge	1020	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities (8/20-8/31/23)		$885.50	162,720.50
08/31/2023	Pledge	1022	No	Perdido River Boat Ramp	Aug 20th-31st 2023 Perdido River Boat Ramp Cleanup		$49.50	162,770.00
08/31/2023	Pledge	1021	No	Mahogany Mills Boat Ramp	8/20-8/31/23 Mahogany Mills Boat Ramp		$357.50	163,127.50
08/31/2023	Pledge	1017	No	Mahogany Mills Boat Ramp	8/1-8/19/23 Mahogany Mills Boat Ramp		$500.50	163,628.00
08/31/2023	Pledge	1016	No	Escambia County Parks and Recreation	LOST Funded Restroom Facilities (8/1-8/19/23)		$770.50	164,398.50
08/31/2023	Pledge	1016	No	Escambia County Parks and Recreation	LOST Funded Facilities (8/1-8/19/23)		$5,676.00	170,074.50
08/31/2023	Pledge	1018	No	Perdido River Boat Ramp	Aug 1-19 2023 Perdido River Boat Ramp Cleanup		$132.00	170,206.50
08/31/2023	Pledge	1016	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities (8/1-8/19/23)		$1,749.00	171,955.50
08/31/2023	Pledge	1019	No	Innerarity Point Park	Innerarity Point Park Trash Barrels (8/1-8/19/23)		$786.50	172,742.00
08/31/2023	Pledge	1019	No	Innerarity Point Park	Innerarity Point Park Restrooms (8/1-8/19/23)		$455.00	173,197.00
09/30/2023	Pledge	1029	No	Escambia County Parks and Recreation	LOST Funded Facilities (9/1-9/30/23)		$8,767.00	181,964.00
09/30/2023	Pledge	1029	No	Escambia County Parks and Recreation	Non-LOST Funded Facilities (9/1-9/30/23)		$2,161.50	184,125.50
09/30/2023	Pledge	1031	No	Perdido River Boat Ramp	September 1st - 30th, 2023 Perdido River Boat Ramp Cleanup		$148.50	184,274.00
09/30/2023	Pledge	1029	No	Escambia County Parks and Recreation	Innerarity Trash Barrels (9/1-9/30/23)		$786.50	185,060.50
09/30/2023	Pledge	1030	No	Mahogany Mills Boat Ramp	9/1-9/30/23 Mahogany Mills Boat Ramp		$1,287.00	186,347.50
Total for Esc Co Parks & Rec Contract							**$186,347.50**	
Escambia County Allocation								
10/06/2022	Pledge	540	No	Escambia County Allocation	Keep Pensacola Beautiful - FY 21/22 #8 Final Invoice		$3,862.56	3,862.56
10/10/2022	Pledge	541	No	Escambia County Allocation	Keep Pensacola Beautiful 1/12th FY 22/23 Allocation		$8,333.33	12,195.89
11/30/2022	Pledge	554	No	Escambia County Allocation	Community Partners Funding - Invoice #2 FY 22/23		$20,099.35	32,295.24
12/31/2022	Pledge	562	No	Escambia County Allocation	FY23 Invoice #3		$2,884.59	35,179.83
01/31/2023	Pledge	617	No	Escambia County Allocation	January 2023		$6,818.27	41,998.10
02/28/2023	Pledge	618	No	Escambia County Allocation	February		$7,784.05	49,782.15
03/31/2023	Pledge	636	No	Escambia County Allocation	March		$6,163.40	55,945.55
04/30/2023	Pledge	646	No	Escambia County Allocation	April		$6,569.68	62,515.23
05/31/2023	Pledge	653	No	Escambia County Allocation	May		$7,872.95	70,388.18
06/30/2023	Pledge	666	No	Escambia County Allocation	June		$8,142.15	78,530.33
07/31/2023	Pledge	1013	No	Escambia County Allocation	July		$1,018.86	79,549.19
08/31/2023	Pledge	1023	No	Escambia County Allocation	August		$3,118.29	82,667.48
09/30/2023	Pledge	1037	No	Escambia County Allocation	Final Request for FY23		$634.58	83,302.06
09/30/2023	Pledge	1028	No	Escambia County Allocation	September 2023		$6,633.88	89,935.94
Total for Escambia County Allocation							**$89,935.94**	
KPB Youth Advisory Council								
01/20/2023	Journal Entry	Tree Hugger Event	No		Tree Hugger Tickets - Cash payment		$68.00	68.00
01/23/2023	Deposit		No	Square Inc	Tree Hugger Ticket		$7.00	75.00
Total for KPB Youth Advisory Council							**$75.00**	
Total for Programs						**$621.00**	**$312,723.20**	
Sponsorships								
11/18/2022	Pledge	548	No	Cox Communications; Cam Johnson	2023 Sponsorship; Groundbreaker Level		$10,000.00	10,000.00
12/01/2022	Journal Entry	Cox Allocation	No		to allocate $2,500 of Cox sponsorship to event	$2,500.00		7,500.00
01/06/2023	Deposit		No		Private Cleanup - Holiday Builders		$525.00	8,025.00
01/30/2023	Pledge	1004	No	Community Foundation of Northwest Florida	Great American Cleanup		$1,000.00	9,025.00
02/09/2023	Pledge	598	No	Baptist Health Care	2023 Great American Cleanup		$500.00	9,525.00
02/23/2023	Pledge	608	No	Ziro Supply, Drew Buchanan	Great American Cleanup		$100.00	9,625.00
02/27/2023	Pledge	610	No	Krewe of Marionettes	Great American Cleanup		$100.00	9,725.00
03/09/2023	Pledge	624	No	Ron Jon Worldwide, Inc			$6,000.00	15,725.00
03/17/2023	Pledge	626	No	Hill-Kelly Jeep Ram	Great American Cleanup		$500.00	16,225.00
04/07/2023	Deposit		No		Gulf Coast Environmental Contractors; Great American Cleanup		$500.00	16,725.00
Total for Sponsorships						**$2,500.00**	**$19,225.00**	
Accounting Expense								
10/17/2022	Check	DM	No	Lifecycle Tax and Wealth Management		$325.00		325.00
11/16/2022	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 111622	$325.00		650.00
12/16/2022	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 121622	$325.00		975.00
01/17/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 011723	$325.00		1,300.00

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
02/16/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 021623	$325.00		1,625.00
03/16/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 031623	$325.00		1,950.00
04/17/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 041723	$325.00		2,275.00
05/16/2023	Expenditure		No	Lifecycle Tax and Wealth Management	eCheck LifeCycle Tax 051623	$325.00		2,600.00
Total for Accounting Expense						**$2,600.00**		
Adopt a Spot Expense								
10/17/2022	Check	50829	No	Pensacola Sign & Graphics, Inc		$22.50		22.50
10/17/2022	Check	824	No	Pensacola Sign & Graphics, Inc		$336.60		359.10
10/17/2022	Check	825	No	Pensacola Sign & Graphics, Inc		$289.30		648.40
11/29/2022	Expenditure		No	Pensacola Sign & Graphics, Inc	PENSACOLA SIGN & GRAPH 850-43378 24137472333000010740426; 05099; 3796SIGRID SOLGARD;	$266.80		915.20
12/09/2022	Check	50842	No		DDA CHECK 0000050842	$260.60		1,175.80
01/03/2023	Check	50846	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050846	$22.50		1,198.30
01/17/2023	Check	50856	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050856	$91.44		1,289.74
02/06/2023	Check	50858	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050858	$98.50		1,388.24
02/06/2023	Check	50862	No	Pensacola Sign & Graphics, Inc	DDA CHECK 0000050862	$121.00		1,509.24
03/01/2023	Bill	322398	No	Pensacola Sign & Graphics, Inc	Dewberry, Big Brothers	$329.16		1,838.40
03/01/2023	Bill	322443	No	Pensacola Sign & Graphics, Inc	Adopt A Spot -Sandy Key Medical	$164.58		2,002.98
Total for Adopt a Spot Expense						**$2,002.98**		
Advertisting & Marketing								
10/20/2022	Check	50833	No	Idgroup	--Domain $22.34 (already paid) --Photo/video shoot props: $179.48 --Models: $1,000 --Digital Billboards: $1,500	$825.89		825.89
10/31/2022	Journal Entry	Payroll - Dec 3	No		Indeed		$308.77	517.12
10/31/2022	Journal Entry	Payroll - Dec 3	No		Indeed	$308.77		825.89
11/02/2022	Expenditure		No	Indeed	INDEED 203-564-2 24692162305108207035894; 08999; 3796SIGRID SOLGARD;	$211.55		1,037.44
11/04/2022	Expenditure		No	Idgroup	--Domain $22.34 (already paid) --Photo/video shoot props: $179.48 --Models: $1,000 --Digital Billboards: $1,500	$825.89		1,863.33
12/05/2022	Expenditure		No	Idgroup	--Domain $22.34 (already paid) --Photo/video shoot props: $179.48 --Models: $1,000 --Digital Billboards: $1,500	$825.88		2,689.21
12/23/2022	Expenditure		No	Gallery Night of Pensacola	GALLERY NIGHT OF PENSA 850-39013 24377352357000003361168; 08398; 2398MADISON WILLIAMS;	$50.00		2,739.21
02/02/2023	Expenditure		No	Indeed	ONLINE JOB ADS INDEED 512-45953 2479338303200024750742 2; 07361; 3796SIGRID SOLGARD;	$120.00		2,859.21
02/06/2023	Expenditure		No	LinkedIn	LINKEDIN-870*9449864 LNKD.IN/B 24692163034104152659180; 05968; 3796SIGRID SOLGARD;	$149.50		3,008.71
03/01/2023	Expenditure		No	Facebook	FACEBK 4UX3ZM7TS2 650-54348 24204293031000085377545; 07311; 3796SIGRID SOLGARD;	$33.79		3,042.50
03/02/2023	Expenditure		No	Indeed	ONLINE JOB ADS INDEED 512-45953 2479338306000022163682 0; 07361; 3796SIGRID SOLGARD;	$120.00		3,162.50
07/05/2023	Expenditure		No	Indeed	Indeed Jobs 512-45953 24793383185000168746723; 07361; 9164CHARLES BARE;	$39.20		3,201.70
07/26/2023	Expenditure		No		ZIPRECRUITER INC. 855-747-5 24492153206717636820782; 07361; 9164CHARLES BARE;	$240.00		3,441.70
07/31/2023	Bill		No	Benjamin Robinson	Logo Contest Winner	$250.00		3,691.70
08/01/2023	Bill	20	No	Benjamin Robinson	Logo Modifications	$50.00		3,741.70
Total for Advertisting & Marketing						**$4,050.47**	**$308.77**	
Auto Expenses - Fuel								
10/21/2022	Check	DM	No	The First Credit Card		$2,000.00		2,000.00
10/27/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162300103842356149; 05542; 3804PATRICK STEWART;	$58.65		2,058.65
10/31/2022	Journal Entry	Petty Cash	No		Reimbursement to Peter Shaw for gas		$30.00	2,028.65

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10/31/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162302105402189719; 05542; 3812DAVID COCHRAN;	$65.00		2,093.65
10/31/2022	Expenditure		No	Shell Oil	SHELL OIL 12427520007 CANTONMEN 24316052301548809450293; 05542; 7325COLIN MEYER;	$77.60		2,171.25
11/01/2022	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137462305001586671701; 05542; 3804PATRICK STEWART;	$58.09		2,229.34
11/07/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162311102078437067; 05542; 3812DAVID COCHRAN;	$66.01		2,295.35
11/07/2022	Expenditure		No	Shell Oil	SHELL OIL 57546315904 PENSACOLA 24316052310548300753152; 05541; 7325COLIN MEYER;	$8.03		2,303.38
11/08/2022	Expenditure		No	Tom Thumb	TOM THUMB #0143 PENSACOLA 24137462312001527632987; 05542; 7325COLIN MEYER;	$78.86		2,382.24
11/14/2022	Expenditure		No	Shell Oil	SHELL OIL 57544663800 PENSACOLA 24316052316548319528680; 05542; 3812DAVID COCHRAN;	$68.00		2,450.24
11/14/2022	Expenditure		No	Exxon Mobil	EXXONMOBIL 48319966 PENSACOLA 24164052314378008080057; 05542; 3804PATRICK STEWART;	$63.33		2,513.57
11/14/2022	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137462317001394608107; 05542; 3812DAVID COCHRAN;	$69.01		2,582.58
11/17/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162321109496688872; 05542; 7325COLIN MEYER;	$76.10		2,658.68
11/18/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162322100250594827; 05542; 3804PATRICK STEWART;	$58.19		2,716.87
11/21/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162324101834242329; 05542; 3812DAVID COCHRAN;	$69.02		2,785.89
11/25/2022	Expenditure		No	Shell Oil	SHELL OIL 12482341000 PENSACOLA 24316052327548034997399; 05542; 3804PATRICK STEWART;	$59.00		2,844.89
11/29/2022	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137462333001666516046; 05542; 3804PATRICK STEWART;	$63.08		2,907.97
11/30/2022	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164072333978861093330; 05542; 3804PATRICK STEWART;	$59.64		2,967.61
12/02/2022	Expenditure		No	Circle K	CIRCLE K 08235 PENSACOLA 24692162336101321345615; 05542; 7325COLIN MEYER;	$65.81		3,033.42
12/05/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162339101003849907; 05542; 3804PATRICK STEWART;	$57.31		3,090.73
12/06/2022	Expenditure		No	Circle K	CIRCLE K # 09079 PENSACOLA 24692162340101853944136; 05542; 7325COLIN MEYER;	$67.60		3,158.33
12/09/2022	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 90014 PENSACOLA 24137462343001657332880; 05542; 3804PATRICK STEWART;	$74.02		3,232.35
12/09/2022	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164072342978861093420; 05542; 3804PATRICK STEWART;	$52.53		3,284.88
12/12/2022	Expenditure		No	Circle K	CIRCLE K # 07746 PENSACOLA 24692162345106098136468; 05542; 7325COLIN MEYER;	$5.29		3,290.17
12/14/2022	Expenditure		No	Raceway	RACEWAY 6940 18969402 PENSACOLA 24164072347978871903472; 05542; 3812DAVID COCHRAN;	$63.00		3,353.17
12/14/2022	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0062 MOLINO 24137462348001717014283; 05542; 7325COLIN MEYER;	$81.61		3,434.78
12/21/2022	Expenditure		No	Marathon	MARATHON PETRO150847 PENSACOLA 24034542354002450602379; 05542; 3812DAVID COCHRAN;	$62.00		3,496.78
12/27/2022	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692162358107083790008; 05541; 3804PATRICK STEWART;	$50.00		3,546.78
12/27/2022	Expenditure		No	Raceway	RACEWAY 6877 48868772 PENSACOLA 24164072357978727323575; 05542; 7325COLIN MEYER;	$81.19		3,627.97
12/29/2022	Expenditure		No	Shell Oil	SHELL OIL 12427520007 CANTONMEN 24316052362548467026902; 05542; 7325COLIN MEYER;	$62.46		3,690.43
01/03/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463003001385707345; 05542; 3804PATRICK STEWART;	$72.88		3,763.31
01/06/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663005838005108910; 05542; 7325COLIN MEYER;	$73.01		3,836.32
01/09/2023	Expenditure		No	Circle K	CIRCLE K 04957 PENSACOLA 24692163008107704425432; 05542; 3796SIGRID SOLGARD;	$40.68		3,877.00
01/10/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463010001410270112; 05542; 3812DAVID COCHRAN;	$83.00		3,960.00
01/11/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073010978861090102; 05542; 3804PATRICK STEWART;	$56.59		4,016.59
01/11/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463011001421926321; 05542; 7325COLIN MEYER;	$59.45		4,076.04
01/13/2023	Check	50852	No	FDOT	DDA CHECK 0000050852	$3.50		4,079.54
01/18/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073017978861090170; 05542; 3804PATRICK STEWART;	$46.45		4,125.99
01/18/2023	Expenditure		No	Circle K	CIRCLE K # 07746 PENSACOLA 24692163018104934767673; 05542; 7325COLIN MEYER;	$90.04		4,216.03
01/23/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209;	$63.92		4,279.95

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					05542; 7325COLIN MEYER;			
01/24/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$84.23		4,364.18
01/25/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$62.03		4,426.21
01/30/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$112.16		4,538.37
01/30/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$67.00		4,605.37
02/02/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$58.83		4,664.20
02/06/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$69.00		4,733.20
02/06/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663034838005981444; 05542; 7325COLIN MEYER;	$75.00		4,808.20
02/08/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$76.88		4,885.08
02/10/2023	Check	50864	No	FDOT	DDA CHECK 0000050864	$6.00		4,891.08
02/13/2023	Expenditure		No	O'Reilly Auto Parts	O'REILLY AUTO PARTS 97 PENSACOLA 24431053042838000334418; 05533; 3804PATRICK STEWART;	$40.83		4,931.91
02/13/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$61.78		4,993.69
02/14/2023	Bill	15870	No	Express Oil Change	Oil Change	$68.99		5,062.68
02/16/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$70.04		5,132.72
02/16/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$8.50		5,141.22
02/17/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$38.32		5,179.54
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$57.22		5,236.76
02/21/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$15.72		5,252.48
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$15.09		5,267.57
02/21/2023	Expenditure		No	Shell Oil	SHELL OIL 57546315904 PENSACOLA 24316053050548254349546; 05542; 7325COLIN MEYER;	$72.94		5,340.51
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$39.86		5,380.37
02/21/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663048838006408847; 05542; 7325COLIN MEYER;	$75.00		5,455.37
02/22/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$65.01		5,520.38
02/23/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$81.40		5,601.78
02/27/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$87.64		5,689.42
02/27/2023	Expenditure		No	USA CSC TEP Co	CSC SERVICEWORK PENSACOLA 24055233057400539000500; 05814; 7325COLIN MEYER;	$2.00		5,691.42
02/28/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$70.34		5,761.76
03/01/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0062 MOLINO 24137463060001470726564; 05542; 7325COLIN MEYER;	$91.43		5,853.19
03/03/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0067 PENSACOLA 24137463062001520491696; 05541; 5857JESSIE HEDRICK;	$40.00		5,893.19
03/06/2023	Expenditure		No	Shell Oil	SHELL OIL10048774003 PENSACOLA 24316053063548122947872; 05542; 7325COLIN MEYER;	$83.74		5,976.93
03/06/2023	Expenditure		No		QUICK FILL AND MORE IN PENSACOLA 24003223063752014841337; 05542; 3804PATRICK STEWART;	$60.42		6,037.35
03/09/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$72.00		6,109.35
03/09/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$58.34		6,167.69
03/09/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$95.11		6,262.80
03/13/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$32.87		6,295.67
03/14/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$75.00		6,370.67
03/15/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0062 MOLINO 24137463074001453870987; 05542; 7325COLIN MEYER;	$98.68		6,469.35
03/20/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 90015 MARY ESTH	$61.08		6,530.43

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					241374630780015489173 36; 05542; 3804PATRICK STEWART;			
03/20/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$63.58		6,594.01
03/20/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 2480197307983900019 3587; 05542; 5857JESSIE HEDRICK;	$85.01		6,679.02
03/21/2023	Bill	958948	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		6,686.02
03/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$99.69		6,785.71
03/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$61.63		6,847.34
03/24/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$67.91		6,915.25
03/26/2023	Bill	959328	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		6,922.25
03/28/2023	Expenditure		No	Cumberland Farms	CUMBERLAND FARMS 0130 PENSACOLA 24137463087001504929571; 05542; 7325COLIN MEYER;	$78.00		7,000.25
03/29/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 2480197308883900021 7344; 05541; 5857JESSIE HEDRICK;	$65.00		7,065.25
04/03/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 2480197309183900022 5367; 05542; 5857JESSIE HEDRICK;	$90.04		7,155.29
04/03/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$80.00		7,235.29
04/05/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$92.47		7,327.76
04/07/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$70.27		7,398.03
04/07/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463097001654878774; 05542; 5857JESSIE HEDRICK;	$69.79		7,467.82
04/10/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$101.06		7,568.88
04/11/2023	Expenditure	960695	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		7,575.88
04/13/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$78.17		7,654.05
04/17/2023	Expenditure		No	Cefco	CEFCO 0425 PENSACOLA 24941663105838002930943; 05542; 5857JESSIE HEDRICK;	$88.02		7,742.07
04/18/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$22.46		7,764.53
04/19/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$95.00		7,859.53
04/20/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$74.00		7,933.53
04/24/2023	Expenditure		No	USA CSC TEP Co	CSC SERVICEWORK PENSACOLA 24055233114400536000231; 05814; 7325COLIN MEYER;	$2.00		7,935.53
04/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$59.46		7,994.99
04/25/2023	Bill	962601	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		8,001.99
04/25/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463115001492404831; 05542; 3804PATRICK STEWART;	$89.45		8,091.44
04/26/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$76.10		8,167.54
05/01/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$58.12		8,225.66
05/01/2023	Expenditure		No	Shell Oil	SHELL OIL 57546315904 PENSACOLA 24316053120548825183586; 05542; 7325COLIN MEYER;	$40.00		8,265.66
05/01/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$10.00		8,275.66
05/02/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$87.83		8,363.49
05/04/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$65.03		8,428.52
05/08/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$72.00		8,500.52
05/08/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463127001416139766; 05542; 5857JESSIE HEDRICK;	$94.91		8,595.43
05/09/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$56.06		8,651.49
05/10/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$83.46		8,734.95
05/11/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$69.00		8,803.95
05/15/2023	Expenditure	964689	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		8,810.95
05/15/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$66.00		8,876.95

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05/16/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$56.16		8,933.11
05/16/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973136839000350204; 05542; 5857JESSIE HEDRICK;	$82.14		9,015.25
05/19/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973139839000358659; 05542; 5857JESSIE HEDRICK;	$96.82		9,112.07
05/22/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$36.80		9,148.87
05/22/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$63.01		9,211.88
05/22/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$41.27		9,253.15
05/24/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973144839000372182; 05542; 5857JESSIE HEDRICK;	$80.00		9,333.15
05/25/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$62.87		9,396.02
05/30/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$81.66		9,477.68
05/30/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$65.00		9,542.68
06/02/2023	Expenditure		No	Shell Oil	SHELL OIL 12850770004 PENSACOLA 24316053152548217677055; 05542; 7073JAMES TULLIUS;	$83.39		9,626.07
06/05/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$70.01		9,696.08
06/05/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$62.23		9,758.31
06/06/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973157839000407826; 05542; 7073JAMES TULLIUS;	$99.78		9,858.09
06/07/2023	Bill	966511	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		9,865.09
06/09/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973160839000416012; 05542; 7073JAMES TULLIUS;	$97.67		9,962.76
06/12/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$41.75		10,004.51
06/12/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$74.00		10,078.51
06/14/2023	Expenditure		No	Tom Thumb	TOM THUMB #0051 PENSACOLA 24137463024001371815255; 05542; 3804PATRICK STEWART;	$75.00		10,153.51
06/14/2023	Bill	968262	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		10,160.51
06/16/2023	Expenditure		No	Murphy’s	MURPHY EXPRESS 8666 PENSACOLA 24431053166838009434144; 05541; 7073JAMES TULLIUS;	$60.00		10,220.51
06/16/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$69.45		10,289.96
06/20/2023	Expenditure		No	Texas Food Mart	TEXAS FOOD MART #2 PENSACOLA 24801973170839000443931; 05542; 7073JAMES TULLIUS;	$67.76		10,357.72
06/20/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463169001470679383; 05542; 5857JESSIE HEDRICK;	$60.54		10,418.26
06/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$62.21		10,480.47
06/23/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$63.42		10,543.89
06/26/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$73.00		10,616.89
06/26/2023	Expenditure		No	Tom Thumb	TOM THUMB #0141 PENSACOLA 24137463177001354853997; 05542; 7073JAMES TULLIUS;	$93.50		10,710.39
06/28/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$48.98		10,759.37
06/29/2023	Bill	969842	No	Supreme Paper Supplies LLC	Fuel Surcharge	$7.00		10,766.37
06/30/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$79.90		10,846.27
07/03/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$62.77		10,909.04
07/05/2023	Expenditure		No	Circle K	CIRCLE K # 21587 PENSACOLA 24692163186105691280137; 05541; 7073JAMES TULLIUS;	$27.94		10,936.98
07/05/2023	Expenditure		No	Circle K	CIRCLE K # 21587 PENSACOLA 24692163186105691280590; 05542; 7073JAMES TULLIUS;	$71.06		11,008.04
07/05/2023	Expenditure		No	Raceway	RACEWAY746 18607465 PENSACOLA 24164073020978861090209; 05542; 7325COLIN MEYER;	$52.86		11,060.90
07/10/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$54.09		11,114.99
07/10/2023	Expenditure		No	Shell Oil	SHELL OIL 12427520007 CANTONMEN 24316053188548104958178; 05542; 7073JAMES TULLIUS;	$61.26		11,176.25
07/12/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663192838000587418; 05542;	$74.98		11,251.23

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					7073JAMES TULLIUS;			
07/17/2023	Expenditure		No		BEACON ON MOBILE HIGHW PENSACOLA 24801973196839000073019; 05542; 7073JAMES TULLIUS;	$76.28		11,327.51
07/17/2023	Expenditure		No		CEFCO # 421 PENSACOLA 2494166319783800073602; 05542; 9164CHARLES BARE;	$43.75		11,371.26
07/18/2023	Expenditure		No	Circle K	CIRCLE K # 09079 PENSACOLA 24692163199103659403820; 05542; 7073JAMES TULLIUS;	$90.00		11,461.26
07/24/2023	Expenditure		No		CEFCO # 421 PENSACOLA 2494166320383800956297; 05542; 9164CHARLES BARE;	$50.94		11,512.20
07/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$66.45		11,578.65
07/24/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163205108604070626; 05542; 7073JAMES TULLIUS;	$52.23		11,630.88
07/25/2023	Expenditure		No	Circle K	CIRCLE K 04790 PENSACOLA 24692163206109421653460; 05542; 9164CHARLES BARE;	$23.15		11,654.03
07/27/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$32.94		11,686.97
07/27/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$85.61		11,772.58
07/29/2023	Expenditure		No	Cefco	24941663214838001293309; 05542; 7263MATTHEW NEWBERRY;	$69.61		11,842.19
08/02/2023	Expenditure		No	Cefco	24941663213838001255663; 05542; 7263MATTHEW NEWBERRY;	$35.69		11,877.88
08/03/2023	Expenditure		No	Cefco	24941663214838001293309; 05542; 7263MATTHEW NEWBERRY;	$70.79		11,948.67
08/04/2023	Expenditure		No	Cefco	24941663215838001327718; 05542; 7263MATTHEW NEWBERRY;	$61.86		12,010.53
08/07/2023	Expenditure		No	Cefco	24941663218838001420528; 05542; 7263MATTHEW NEWBERRY;	$46.24		12,056.77
08/09/2023	Expenditure		No	Cefco	24941663220838001477722; 05542; 7263MATTHEW NEWBERRY;	$71.76		12,128.53
08/09/2023	Expenditure		No	Cefco	24941663220838001473499; 05542; 7263MATTHEW NEWBERRY;	$26.84		12,155.37
08/10/2023	Expenditure		No	Cefco	24941663221838001509457; 05542; 7263MATTHEW NEWBERRY;	$38.75		12,194.12
08/11/2023	Expenditure		No	Cefco	24941663222838001541103; 05542; 1896WILL BLAKE;	$46.00		12,240.12
08/14/2023	Expenditure		No	Cefco	24941663223838001584177; 05542; 1896WILL BLAKE;	$86.00		12,326.12
08/16/2023	Expenditure		No	Cefco	24941663227838001709606; 05542; 1896WILL BLAKE;	$78.39		12,404.51
08/17/2023	Expenditure		No	Cefco	24941663228838001733977; 05542; 7263MATTHEW NEWBERRY;	$64.19		12,468.70
08/21/2023	Expenditure		No	Cefco	24941663231838001832113; 05542; 7263MATTHEW NEWBERRY;	$51.36		12,520.06
08/21/2023	Expenditure		No	Cefco	24941663232838001862242; 05542; 7263MATTHEW NEWBERRY;	$67.97		12,588.03
08/23/2023	Expenditure		No	Cefco	24941663234838001914363; 05542; 2360MICHAEL GREENE;	$36.86		12,624.89
08/25/2023	Expenditure		No	Cefco	24941663236838001974365; 05542; 1896WILL BLAKE;	$57.00		12,681.89
08/25/2023	Expenditure		No	Raceway	24164073236978861092361; 05542; 9164CHARLES BARE;	$33.50		12,715.39
08/28/2023	Expenditure		No	Cefco	24941663238838002024424; 05542; 7263MATTHEW NEWBERRY;	$57.40		12,772.79
08/29/2023	Expenditure		No	Cefco	24941663240838002086296; 05542; 7263MATTHEW NEWBERRY;	$72.66		12,845.45
08/31/2023	Expenditure		No	Raceway	24164073242978472182421; 05542; 7263MATTHEW NEWBERRY;	$30.85		12,876.30
09/01/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663243838002186143; 05542; 1896WILL BLAKE;	$88.00		12,964.30
09/01/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663243838002185483; 05542; 2360MICHAEL GREENE;	$77.56		13,041.86
09/05/2023	Expenditure		No	Circle K	CIRCLE K 04790 PENSACOLA 24692163246101865226988; 05542; 7263MATTHEW NEWBERRY;	$76.64		13,118.50
09/07/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663249838002313527; 05541; 3784COLE HOWELL;	$49.70		13,168.20
09/08/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663250838002341433; 05542; 1896WILL BLAKE;	$57.01		13,225.21
09/11/2023	Expenditure		No	Circle K	CIRCLE K 04790 PENSACOLA 24692163254105275083839; 05542; 7263MATTHEW NEWBERRY;	$27.58		13,252.79
09/11/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663253838002425928; 05542; 3784COLE HOWELL;	$44.30		13,297.09
09/13/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663255838002474718; 05542; 2360MICHAEL GREENE;	$27.50		13,324.59
09/13/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663255838002474429; 05542; 7263MATTHEW NEWBERRY;	$33.63		13,358.22
09/18/2023	Expenditure		No	Cefco	24941663258838002561438; 05542; 7263MATTHEW NEWBERRY;	$70.51		13,428.73
09/18/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663260838002630288; 05542; 2360MICHAEL GREENE;	$36.24		13,464.97
09/18/2023	Expenditure		No	Cefco	24941663258838002561685; 05542; 1896WILL BLAKE;	$31.00		13,495.97
09/19/2023	Expenditure		No	Sam’s Club	SAMS CLUB #8119 PENSACOLA 24445003262400195846854; 05542; 9164CHARLES BARE;	$65.59		13,561.56
09/21/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663263838002703116; 05542; 1896WILL BLAKE;	$76.02		13,637.58
09/22/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663264838002731686; 05542; 1896WILL BLAKE;	$29.27		13,666.85
09/25/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663265838002771236; 05542; 2360MICHAEL GREENE;	$45.33		13,712.18
09/28/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663270838002914284; 05542; 2360MICHAEL GREENE;	$47.52		13,759.70

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09/28/2023	Expenditure		No	Cefco	CEFCO # 421 PENSACOLA 24941663270838002913690; 05542; 1896WILL BLAKE;	$69.00		13,828.70
Total for Auto Expenses - Fuel						**$13,858.70**	**$30.00**	
Bank Fees								
10/31/2022	Check		No		Service Charge	$18.00		18.00
11/30/2022	Expenditure		No		SERVICE CHARGE	$18.00		36.00
12/30/2022	Expenditure		No		SERVICE CHARGE	$18.00		54.00
01/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		72.00
01/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		90.00
02/24/2023	Expenditure		No	Hancock Whitney Bank	RETURN DEPOSIT ITEM FE	$9.00		99.00
02/28/2023	Expenditure		No		SERVICE CHARGE	$18.00		117.00
03/31/2023	Expenditure		No	Hancock Whitney Bank	RETURN DEPOSIT ITEM FE	$9.00		126.00
03/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		144.00
04/28/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		162.00
05/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		180.00
06/30/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		198.00
07/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		216.00
08/02/2023	Expenditure		No	Intuit	ACCTVERIFY INTUIT 080223	$0.32		216.32
08/02/2023	Deposit		No		ACCTVERIFY INTUIT 080223		$0.11	216.21
08/02/2023	Deposit		No		ACCTVERIFY INTUIT 080223		$0.21	216.00
08/03/2023	Bill		No	Florida Department of Revenue	Penalty for late filing quarterly return	$50.00		266.00
08/31/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		284.00
09/29/2023	Expenditure		No	Hancock Whitney Bank	SERVICE CHARGE	$18.00		302.00
Total for Bank Fees						**$302.32**	**$0.32**	
Contract Labor								
02/23/2023	Expenditure		No	Christie Sachse	CND 280760 GUSTO 022323	$22.50		22.50
03/08/2023	Expenditure		No	Christie Sachse	CND 580252 GUSTO 030823	$540.00		562.50
03/22/2023	Expenditure		No	Gusto	CND 874572 GUSTO 032223	$247.50		810.00
04/05/2023	Expenditure		No	Gusto	CND 176474 GUSTO 040523	$112.50		922.50
08/24/2023	Expenditure		No	Gusto	CND 342247 GUSTO 082423	$54.00		976.50
Total for Contract Labor						**$976.50**		
Depreciation Expense								
10/31/2022	Journal Entry		Yes			$638.31		638.31
11/30/2022	Journal Entry		Yes			$638.31		1,276.62
12/31/2022	Journal Entry		Yes			$1,969.57		3,246.19
01/31/2023	Journal Entry		Yes			$1,969.57		5,215.76
02/28/2023	Journal Entry		Yes			$1,969.57		7,185.33
03/31/2023	Journal Entry		Yes			$1,969.57		9,154.90
04/30/2023	Journal Entry		Yes			$1,969.57		11,124.47
05/31/2023	Journal Entry		Yes			$1,969.57		13,094.04
06/30/2023	Journal Entry		Yes			$1,969.57		15,063.61
07/31/2023	Journal Entry		Yes			$1,969.57		17,033.18
08/31/2023	Journal Entry		Yes			$1,969.57		19,002.75
09/30/2023	Journal Entry		Yes			$2,551.06		21,553.81
Total for Depreciation Expense						**$21,553.81**		
Dues & Subscriptions								
10/31/2022	Journal Entry	Payroll - Feb 5	No		Oct = Adobe, Microsoft, Mailchimp		$71.24	-71.24
11/10/2022	Check	50838	No	Greater Pensacola Chamber	DDA CHECK 0000050838	$345.00		273.76
07/08/2023	Bill		No	Keep America Beautiful	KAB Annual Dues	$400.00		673.76
09/01/2023	Expenditure		No	Pensacola State College Foundation	Pensacola State College Foundation Non-Profit Center Annual Membership PSC FOUNDATION WWW.PENSA 24492163244000001488987; 08398; 9164CHARLES BARE;	$300.00		973.76
Total for Dues & Subscriptions						**$1,045.00**	**$71.24**	
Equipment Expenses								
08/22/2023	Bill	323183	No	Pensacola Sign & Graphics, Inc	U-Channel Posts x 11	$726.88		726.88
Total for Equipment Expenses						**$726.88**		
Event Expenses								
06/12/2023	Expenditure		No	Gallery Night of Pensacola	Non profit fee for GALLERY NIGHT OF PENSA 850-39013 24377353161000004233808; 08398; 9164CHARLES BARE;	$50.00		50.00
08/11/2023	Expenditure		No		Space for Gallery Night Tent 24377353223000003767216; 08398; 9164CHARLES BARE;	$50.00		100.00
Total for Event Expenses						**$100.00**		
Event - Food & Beverages								
01/30/2023	Expenditure		No	Richey’s East Inc	RICHEYS #2 PENSACOLA 24049553029900018300367; 05921; 3796SIGRID SOLGARD;	$126.69		126.69
02/09/2023	Journal Entry	CTC	No		Waffle House/ Rebecca Merlin hole sponsorship for VIP Food	$150.00		276.69

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
02/13/2023	Expenditure		No	Walmart	WM SUPERCENTER #3484 PENSACOLA 24445003043400243913405; 05411; 3804PATRICK STEWART;	$24.77		301.46
02/13/2023	Expenditure		No	Sam's Club	SAMS CLUB #8119 PENSACOLA 24445003043400243913579; 05300; 3804PATRICK STEWART;	$71.35		372.81
02/13/2023	Expenditure		No	Walmart	WAL-MART #3484 PENSACOLA 24455013042141005211243; 05411; 3804PATRICK STEWART;	$267.79		640.60
02/16/2023	Expenditure		No	Winn-Dixie	Clean Team Event Supplies	$10.98		651.58
02/17/2023	Expenditure		No	Winn-Dixie	Clean Team Event Supplies	$31.53		683.11
02/17/2023	Expenditure		No	Winn-Dixie	Clean Team Event Supplies	$69.60		752.71
02/20/2023	Journal Entry	APEX Reimbursement	No		Reimbursement for Event Supplies		$224.59	528.12
02/21/2023	Expenditure		No	Publix	Chocolate & Cheese Festival; Clean Team	$108.79		636.91
02/21/2023	Expenditure		No	Publix	Chocolate & Cheese Festival; Clean Team	$115.80		752.71
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$46.60		799.31
02/21/2023	Journal Entry	Clean Team Event	No		Chocolate & Cheese Festival reimbursement		$2,337.98	-1,538.67
02/21/2023	Expenditure		No	Richey's East Inc	Chocolate & Cheese Festival; Clean Team	$55.88		-1,482.79
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$66.30		-1,416.49
02/21/2023	Expenditure		No	Circle K	CIRCLE K # 04392 PENSACOLA 24692163033102785048194; 05542; 3804PATRICK STEWART;	$62.14		-1,354.35
02/21/2023	Expenditure		No	Richey's East Inc	Chocolate & Cheese Festival; Clean Team	$21.48		-1,332.87
02/23/2023	Check	2030	No	The Lewis Bear Company	Chocolate and Cheese Festival	$1,609.16		276.29
02/28/2023	Journal Entry	Rounding	No		rounding Chocolate & Cheese Festival	$0.40		276.69
03/04/2023	Journal Entry	Reimbursement	No		reimbursement of expenses		$58.08	218.61
03/06/2023	Expenditure		No	Walmart	Clean Team - Destin Food Truck Festival	$7.80		226.41
03/06/2023	Expenditure		No	Walmart	Clean Team - Destin Food Truck Festival	$15.21		241.62
03/06/2023	Expenditure		No	Winn-Dixie	Clean Team - Destin Food Truck Festival	$19.65		261.27
03/07/2023	Expenditure		No		ABC FINE WINE/SPIRITS DESTIN 24445003065500485828402; 05921; 3804PATRICK STEWART;	$50.28		311.55
03/10/2023	Check	2028	No	Karin Garvin Law	Karin Garvin CTC wine reimbursement	$67.96		379.51
Total for Event - Food & Beverages						**$3,000.16**	**$2,620.65**	
Event - Other Direct Expenses								
10/30/2022	Check	50832	No	Spikes Printing Co		$90.00		90.00
12/12/2022	Expenditure		No	Discountmugs.com	Plastic Green Cups - Communi-tee Cup Event	$165.45		255.45
01/03/2023	Expenditure		No	Facebook	FACEBK H682UKXSS2 650-54348 2420429236500061502707 1; 07311; 3796SIGRID SOLGARD;	$32.29		287.74
01/13/2023	Expenditure		No	Discountmugs.com	Plastic Green Cups - Communi-tee Cup Event	$140.95		428.69
01/17/2023	Expenditure		No	Facebook	FACEBK HD5QZLFTS2 650-54348 2420429301500051448607 3; 07311; 3796SIGRID SOLGARD;	$35.00		463.69
01/17/2023	Check	50851	No	Spikes Printing Co	DDA CHECK 0000050851	$90.00		553.69
01/20/2023	Expenditure		No	Bay Area Printing	BAY AREA PRINTING & GR 850-433-6 24687203019017013811404; 02741; 3796SIGRID SOLGARD;	$769.00		1,322.69
01/23/2023	Check	50849	No	Spikes Printing Co	DDA CHECK 0000050849	$72.50		1,395.19
01/23/2023	Expenditure		No	Guitar Center	GUITAR CENTER #792 PENSACOLA 24943003021985200979830; 05733; 3796SIGRID SOLGARD;	$47.99		1,443.18
01/30/2023	Expenditure		No	Facebook	FACEBK 4UX3ZM7TS2 650-54348 2420429303100008537754 5; 07311; 3796SIGRID SOLGARD;	$35.00		1,478.18
01/31/2023	Expenditure		No	HI Touch Business Services	Branded Table Cloths	$295.00		1,773.18
02/01/2023	Expenditure		No	Facebook	FACEBK 4UX3ZM7TS2 650-54348 2420429303100008537754 5; 07311; 3796SIGRID SOLGARD;	$13.92		1,787.10
02/07/2023	Bill	1029877	No	Spikes Printing Co	60 Score cards - Communi tee	$30.00		1,817.10
02/08/2023	Expenditure		No	Marshalls	MARSHALLS #1192 PENSACOLA 24137463039001467406673; 05310; 3796SIGRID SOLGARD;	$45.28		1,862.38
02/08/2023	Expenditure		No	Walmart	WM SUPERCENTER #1224 PENSACOLA 24445003039400185100207; 05411; 3796SIGRID SOLGARD;	$89.30		1,951.68
02/09/2023	Journal Entry	CTC 50/50 payout	No		CTC 50/50 drawing payout	$315.00		2,266.68
02/09/2023	Expenditure		No	Pensacola Thrift Store	PENSACOLA THRIFT STORE PENSACOLA 24427333039710038366554; 05931; 3796SIGRID SOLGARD;	$18.95		2,285.63
02/10/2023	Expenditure		No	Target	TARGET 00006866 PENSACOLA 24164073040091007146715; 05310; 3796SIGRID SOLGARD;	$122.52		2,408.15
02/10/2023	Bill	1029549	No	Spikes Printing Co	20 signs - 24x18 coroplast - 4/4; 9 signs - 24x18 coroplast - 4/4	$493.00		2,901.15
02/14/2023	Expenditure		No	Walmart	Thank you gifts	$29.97		2,931.12
02/14/2023	Check	50860	No	Spikes Printing Co	DDA CHECK 0000050860	$24.00		2,955.12
02/23/2023	Bill	230152	No	Award Masters Inc	CTC Awards	$62.19		3,017.31
03/10/2023	Check	2027	No	Karin Garvin Law	Karin Garvin CTC reimbursement	$74.87		3,092.18
Total for Event - Other Direct Expenses						**$3,092.18**		
Event - Rent/ Facility Costs								

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02/10/2023	Expenditure		No	First Tee Gulf Coast	SQ *FIRST TEE GULF COA Pensacola 24692163040108458473586; 08398; 3796SIGRID SOLGARD;	$800.00		800.00
Total for Event - Rent/ Facility Costs						**$800.00**		
Total for Event Expenses with sub-accounts						**$6,992.34**	**$2,620.65**	
Insurance								
10/05/2022	Check	DM	No	ICW Group		$707.67		707.67
10/12/2022	Check	50826	No	Philadelphia Insurance Companies		$745.70		1,453.37
10/31/2022	Journal Entry	Prepaid Ins - Oct	No			$447.49		1,900.86
11/04/2022	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 110422	$707.67		2,608.53
11/30/2022	Journal Entry	Prepaid Ins - Nov	No			$648.36		3,256.89
12/06/2022	Check	50845	No	Philadelphia Insurance Companies	DDA CHECK 0000050845	$730.27		3,987.16
12/07/2022	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 120722	$707.67		4,694.83
12/27/2022	Check	50848	No	Philadelphia Insurance Companies	DDA CHECK 0000050848	$2,182.14		6,876.97
12/31/2022	Journal Entry	Prepaid Ins - Dec	No			$648.36		7,525.33
01/04/2023	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 010423	$707.67		8,233.00
01/31/2023	Journal Entry	Prepaid Ins - Jan	No		New policy, expense $65.28 for next 12 months	$713.64		8,946.64
02/01/2023	Check	50861	No	Philadelphia Insurance Companies	DDA CHECK 0000050861	$1,348.27		10,294.91
02/06/2023	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 020623	$707.67		11,002.58
02/28/2023	Journal Entry	Prepaid Ins - Feb	No			$713.64		11,716.22
03/01/2023	Check	50865	No	Philadelphia Insurance Companies	DDA CHECK 0000050865	$1,720.43		13,436.65
03/09/2023	Expenditure		No	ICW Group	WEB PYMNT ICWGROUPPAYMENT 030923	$707.67		14,144.32
03/23/2023	Expenditure	250000513315	No	ICW Group	Monthly Worker’s Comp	$707.67		14,851.99
03/31/2023	Journal Entry	Prepaid Ins - Mar	No			$713.64		15,565.63
04/11/2023	Expenditure	2004670505	No	Philadelphia Insurance Companies	April Monthly General Liability and Auto Coverage	$886.63		16,452.26
04/30/2023	Journal Entry	Prepaid Ins - Apr	No			$713.64		17,165.90
05/31/2023	Journal Entry	PPI	No			$713.64		17,879.54
06/22/2023	Check		No	CIMA	volunteer insurance 7/1/23 - 7/1/24	$380.80		18,260.34
06/28/2023	Bill	250000537234	No	ICW Group	Deposit for Worker’s Comp	$793.00		19,053.34
06/30/2023	Journal Entry	PPI	No			$713.64		19,766.98
07/13/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 071323	$185.82		19,952.80
07/19/2023	Bill	150000576379	No	ICW Group	1st Installment for Worker’s Comp	$793.52		20,746.32
07/31/2023	Journal Entry	Prepaid Insurance	Yes			$682.00		21,428.32
07/31/2023	Journal Entry		Yes			$225.97		21,654.29
08/14/2023	Expenditure		No	Colonial Life	INS. PREM. COLONIAL LIFE 081423	$36.80		21,691.09
08/20/2023	Bill	100000630876	No	ICW Group	Worker’s Comp - August Bill	$647.56		22,338.65
08/20/2023	Bill	2006066447	No	Philadelphia Insurance Companies	Guides & Outfitters Policy includes Auto, Liability, D&O and Inland Marine	$4,914.98		27,253.63
08/31/2023	Journal Entry		Yes				$16.93	27,236.70
08/31/2023	Journal Entry	PPI	Yes			$682.00		27,918.70
09/01/2023	Bill	2006066448	No	Philadelphia Insurance Companies	September Guides and Outfitters Insurance Payment	$1,154.96		29,073.66
09/20/2023	Bill	200000594981	No	ICW Group	1/2 Worker’s Comp Audit Finding Payment	$1,541.00		30,614.66
09/20/2023	Bill	250000562651	No	ICW Group	Worker’s Compensation Monthly Installment	$604.82		31,219.48
09/30/2023	Journal Entry	22-28	Yes			$680.46		31,899.94
Total for Insurance						**$31,916.87**	**$16.93**	
IT & Software Expense								
10/03/2022	Check	DM	No	Qgive	FY22 Pieces Adrift Silent Auction App	$205.62		205.62
10/20/2022	Check	50830	No	YourTEK Professionals		$129.99		335.61
10/20/2022	Check	50827	No	YourTEK Professionals		$70.35		405.96
10/31/2022	Journal Entry	Payroll - Feb 5	No		Oct = Adobe, Microsoft, Mailchimp	$71.24		477.20
10/31/2022	Journal Entry	Prepaid Soft - Oct	No			$791.67		1,268.87
10/31/2022	Journal Entry	Prepaid Exp - Oct	No			$150.00		1,418.87
11/03/2022	Expenditure		No		ADOBE *800-833-6687 ADOBE.LY/E 24692162306108514112260; 05734; 3796SIGRID SOLGARD;	$14.99		1,433.86
11/07/2022	Bill	INV-006665	No	YourTEK Professionals	Our Corner Domain Name Registration and DNS Hosting	$15.00		1,448.86
11/10/2022	Expenditure		No	Microsoft	MSFT * E0600KXMXI MSBILL.IN 24430992313400813008085; 05045; 3796SIGRID SOLGARD;	$23.51		1,472.37
11/14/2022	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT. 24692162315105376412977; 05734; 3796SIGRID SOLGARD;	$42.50		1,514.87
11/15/2022	Check	50837	No	YourTEK Professionals	DDA CHECK 0000050837	$103.41		1,618.28

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11/15/2022	Check	50836	No		DDA CHECK 0000050836	$70.35		1,688.63
11/15/2022	Check	50835	No		DDA CHECK 0000050835	$129.99		1,818.62
11/23/2022	Expenditure		No	Idgroup	Event Calendar App Charge	$19.99		1,838.61
11/25/2022	Expenditure		No	Mailchimp	MailChimp 000-00000 24204292327000112203727; 05818; 3796SIGRID SOLGARD;	$38.25		1,876.86
11/30/2022	Journal Entry	Prepaid Soft - Nov	No			$791.67		2,668.53
11/30/2022	Journal Entry	Prepaid Exp - Nov	No			$150.00		2,818.53
12/05/2022	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/E 24692162336101573160852; 05734; 3796SIGRID SOLGARD;	$14.99		2,833.52
12/08/2022	Check	50843	No		DDA CHECK 0000050843	$70.35		2,903.87
12/12/2022	Expenditure		No	Microsoft	MSFT * E0600LBN8G MSBILL.IN 24430992343400815017518; 05045; 3796SIGRID SOLGARD;	$21.00		2,924.87
12/12/2022	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT. 24692162345106467032736; 05734; 3796SIGRID SOLGARD;	$42.50		2,967.37
12/27/2022	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793382357000116133721; 05818; 3796SIGRID SOLGARD;	$47.60		3,014.97
12/31/2022	Journal Entry	Prepaid Exp - Dec	No			$150.00		3,164.97
12/31/2022	Journal Entry	Prepaid Soft - Dec	No			$791.67		3,956.64
01/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163002103284296109; 05734; 3796SIGRID SOLGARD;	$14.99		3,971.63
01/05/2023	Check	50853	No	YourTEK Professionals	DDA CHECK 0000050853	$129.99		4,101.62
01/05/2023	Check	50854	No	YourTEK Professionals	DDA CHECK 0000050854	$70.35		4,171.97
01/10/2023	Expenditure		No	Microsoft	MSFT * E0600LPV7N MSBILL.IN 24430993009400814015326; 05045; 3796SIGRID SOLGARD;	$21.00		4,192.97
01/10/2023	Expenditure		No	Idgroup	Event Calendar App Charge	$19.99		4,212.96
01/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT. 24692163011100121544187; 05734; 3796SIGRID SOLGARD;	$42.50		4,255.46
01/18/2023	Bill	INV-006893	No	YourTEK Professionals	standard ac power cable	$5.00		4,260.46
01/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383023000091066724; 05818; 3796SIGRID SOLGARD;	$55.24		4,315.70
01/31/2023	Journal Entry	Prepaid Exp - Jan	No			$150.00		4,465.70
01/31/2023	Journal Entry	Prepaid Soft - Jan	No			$791.67		5,257.37
02/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163033102965532223; 05734; 3796SIGRID SOLGARD;	$14.99		5,272.36
02/08/2023	Check	50863	No	YourTEK Professionals	DDA CHECK 0000050863	$129.99		5,402.35
02/08/2023	Check	50857	No	YourTEK Professionals	DDA CHECK 0000050857	$70.35		5,472.70
02/10/2023	Expenditure		No	Microsoft	MSFT * E0600M3Y9A MSBILL.IN 24430993040400819041641; 05045; 3796SIGRID SOLGARD;	$21.00		5,493.70
02/13/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163042109659298689; 05734; 3796SIGRID SOLGARD;	$85.00		5,578.70
02/20/2023	Bill	INV006988	No	YourTEK Professionals	Basic Web Hosting	$39.99		5,618.69
02/20/2023	Bill	006989	No	YourTEK Professionals	EchoVoIP Service	$70.35		5,689.04
02/20/2023	Bill	006988	No	YourTEK Professionals	Essential ProTEK - Managed Services Per Device	$129.99		5,819.03
02/20/2023	Bill	INV006988	No	YourTEK Professionals	Managed Services for 3 computers	$60.00		5,879.03
02/20/2023	Bill	INV006988	No	YourTEK Professionals	Backup for 3 computers	$30.00		5,909.03
02/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383054000084946827; 05818; 3796SIGRID SOLGARD;	$55.24		5,964.27
02/28/2023	Journal Entry	Prepaid Exp - Feb	No			$150.00		6,114.27
02/28/2023	Journal Entry	Prepaid Soft - Feb	No			$791.67		6,905.94
03/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163061103769377471; 05734; 3796SIGRID SOLGARD;	$14.99		6,920.93
03/10/2023	Expenditure		No	Microsoft	MSFT * E0600MISGS MSBILL.IN 24430993068400814083686; 05045; 3796SIGRID SOLGARD;	$26.89		6,947.82
03/13/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163070100757829504; 05734; 3796SIGRID SOLGARD;	$85.00		7,032.82
03/17/2023	Expenditure	EFT	No	Godaddy.com	KPB Domain - 2 year renewal	$42.34		7,075.16
03/20/2023	Bill	007080	No	YourTEK Professionals	Managed Services	$87.00		7,162.16
03/20/2023	Bill	007080	No	YourTEK Professionals	Backup Service	$44.97		7,207.13
03/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383082000079987220; 05818; 3796SIGRID SOLGARD;	$55.24		7,262.37
03/31/2023	Journal Entry	Prepaid Soft - Mar	No			$791.67		8,054.04
03/31/2023	Journal Entry	Prepaid Exp -	No		Virtuous Software	$150.00		8,204.04

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		Mar						
03/31/2023	Expenditure		No	Techsoup	Administrative Fee for Zoom	$18.00		8,222.04
04/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163092104191446671; 05734; 3796SIGRID SOLGARD;	$19.99		8,242.03
04/07/2023	Expenditure		No	QuickBooks Payments	QuickBooks Desktop Annual Payment - Will be refunded	$799.00		9,041.03
04/10/2023	Expenditure		No	Microsoft	MSFT * E0600MWYD4 MSBILL.IN 24430993099400813172681; 05045; 3796SIGRID SOLGARD;	$24.00		9,065.03
04/11/2023	Expenditure		No	Zoom	ZOOM.US 888-799-9666 WWW.ZOOM. 24011343100000031782584; 04814; 9164CHARLES BARE;	$74.95		9,139.98
04/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163101101162674066; 05734; 3796SIGRID SOLGARD;	$85.00		9,224.98
04/17/2023	Expenditure		No	WebFlow Software	WEBFLOW.COM HTTPSWEBF 24492163104000053003857; 07372; 9164CHARLES BARE;	$28.00		9,252.98
04/17/2023	Expenditure		No	WebFlow Software	WEBFLOW.COM HTTPSWEBF 24492163104000050733852; 07372; 9164CHARLES BARE;	$276.00		9,528.98
04/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383113000088703629; 05818; 3796SIGRID SOLGARD;	$55.24		9,584.22
04/25/2023	Bill		No	YourTEK Professionals	VOIP Phone	$75.35		9,659.57
04/25/2023	Bill		No	YourTEK Professionals	Total Backup (x3)	$44.97		9,704.54
04/25/2023	Bill		No	YourTEK Professionals	Managed Services: Essential ProTek (x3)	$87.00		9,791.54
04/30/2023	Journal Entry	Prepaid Exp - Apr	No		Virtuous Software	$150.00		9,941.54
04/30/2023	Journal Entry	Prepaid Soft - Apr	No			$791.67		10,733.21
05/03/2023	Expenditure		No	Adobe	ADOBE *800-833-6687 ADOBE.LY/ 24692163122107864654285; 05734; 3796SIGRID SOLGARD;	$19.99		10,753.20
05/10/2023	Expenditure		No	Microsoft	MSFT * E0600NBAVP 800-64276 24204293130005607855076; 05045; 3796SIGRID SOLGARD;	$24.00		10,777.20
05/11/2023	Expenditure		No	Techsoup	Quickbooks 1 year subscription. TECHSOUP 415633930 24492153130715018908051; 07372; 9164CHARLES BARE;	$75.00		10,852.20
05/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163131105051964573; 05734; 3796SIGRID SOLGARD;	$85.00		10,937.20
05/15/2023	Expenditure		No	WebFlow Software	WEBFLOW.COM HTTPSWEBF 24492163135000001208981; 07372; 9164CHARLES BARE;	$28.00		10,965.20
05/17/2023	Expenditure		No	Techsoup	Norton Small Business ($30) and Adobe Acrobat ($60) TECHSOUP 415633930 24492153136713971197519; 07372; 9164CHARLES BARE;	$90.00		11,055.20
05/20/2023	Bill	INV-7292	No	YourTEK Professionals	YourTel Service Voice over IP	$39.99		11,095.19
05/20/2023	Bill	INV-7292	No	YourTEK Professionals	Phone Taxes	$9.38		11,104.57
05/24/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383143229416193625; 05818; 9164CHARLES BARE;	$55.24		11,159.81
05/30/2023	Expenditure		No	Jotform Inc.	JOTFORM INC San Franc 24793383146000161927427; 05817; 9164CHARLES BARE;	$204.00		11,363.81
05/31/2023	Journal Entry	PPE	No		Virtuous Software	$150.00		11,513.81
05/31/2023	Journal Entry	PPE Virtuous	No		Virtuous month 1	$832.65		12,346.46
05/31/2023	Journal Entry	PPE	No		Funraise	$791.67		13,138.13
06/12/2023	Expenditure		No	Microsoft	Office 365 Subscription MSFT * E0600NPVCB MSBILL.IN 24430993161400819013239; 05045; 9164CHARLES BARE;	$24.00		13,162.13
06/12/2023	Expenditure		No	Intuit	INTUIT *QBooks Online CL.INTUIT 24692163162106789617097; 05734; 9164CHARLES BARE;	$85.00		13,247.13
06/16/2023	Expenditure		No	Docusign	DOCUSIGN renewal DOCUSIGN 866-219-4 24492153167027105866515; 07399; 9164CHARLES BARE;	$136.66		13,383.79
06/20/2023	Expenditure		No	Intuit	Upgrade to premium for transfer to techsoup INTUIT *QBooks Online CL.INTUIT. 24692163167100830463895; 05734; 9164CHARLES BARE;	$12.50		13,396.29
06/20/2023	Bill	INV-007402	No	YourTEK Professionals	Phone Taxes	$9.38		13,405.67
06/20/2023	Bill	INV-007402	No	YourTEK Professionals	YourTel Service Voice over IP	$39.99		13,445.66
06/23/2023	Bill	MC11634238	No	Mailchimp	Essentials Plan - Monthly	$33.57		13,479.23
06/30/2023	Journal Entry	PPE	No		Funraise	$791.67		14,270.90
06/30/2023	Journal Entry	PPE	No		Virtuous Software	$150.00		14,420.90
06/30/2023	Bill	INV-007494	No	YourTEK Professionals	Phone Taxes	$9.38		14,430.28
06/30/2023	Bill	INV-007494	No	YourTEK Professionals	YourTel Service Voice over IP	$39.99		14,470.27
06/30/2023	Journal Entry	PPE Virtuous	No		Virtuous month 2	$832.65		15,302.92
07/10/2023	Expenditure		No	Microsoft	MSFT * E0600O4F0Y MSBILL.IN 24430993190400812166088; 05045; 9164CHARLES BARE;	$19.60		15,322.52
07/12/2023	Expenditure		No	Intuit	Monthly subscription INTUIT *QBooks Online CL.INTUIT 24692163192100827999660; 05734; 9164CHARLES BARE;	$100.00		15,422.52
07/14/2023	Expenditure		No	Amazon	AMZN Mktp US*9N4YC4Q83 Amzn.com/ 24692163194102834474115; 05942; 9164CHARLES BARE;	$324.64		15,747.16
07/24/2023	Expenditure		No	Mailchimp	Monthly Subscription Mailchimp 678-99901 24793383204000091823729; 05818; 9164CHARLES BARE;	$33.57		15,780.73
07/25/2023	Expenditure		No	Bouncie	monthly subscription to Bouncie vehicle tracker for two vehicles	$18.00		15,798.73
07/31/2023	Journal Entry	Prepaid Expense	Yes			$791.67		16,590.40

DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
07/31/2023	Journal Entry	PPE Virtuous	Yes		Virtuous month 3	$832.65		17,423.05
08/10/2023	Expenditure		No	MSFT	24430993222400815005103; 05045; 9164CHARLES BARE;	$21.00		17,444.05
08/20/2023	Bill	INV-007597	No	YourTEK Professionals	Phone Taxes	$9.38		17,453.43
08/20/2023	Bill	INV-007597	No	YourTEK Professionals	YourTel Service Voice over IP	$39.99		17,493.42
08/23/2023	Bill		No	Mailchimp	Essentials Plan - Monthly	$33.57		17,526.99
08/25/2023	Expenditure		No	Bouncie	Monthly service charge 24011343236000051638556; 05734; 9164CHARLES BARE;	$18.00		17,544.99
08/31/2023	Journal Entry	Prepaid	Yes		Virtuous month 1	$832.65		18,377.64
09/11/2023	Credit Card Credit		No	MSFT	MICROSOFT*365 MSBILL.IN 74430993252400819000025; 05045; 9164CHARLES BARE;		$0.77	18,376.87
09/20/2023	Bill	007715	No	YourTEK Professionals	YourTel Service Voice over IP	$39.99		18,416.86
09/20/2023	Bill	007715	No	YourTEK Professionals	Phone Taxes	$9.38		18,426.24
09/25/2023	Expenditure		No	Bouncie	BOUNCIE HTTPSWWW.B 24011343267000044422946; 05734; 9164CHARLES BARE;	$18.00		18,444.24
09/25/2023	Expenditure		No	Mailchimp	Mailchimp 678-99901 24793383266000106671076; 05818; 9164CHARLES BARE;	$33.57		18,477.81
09/30/2023	Journal Entry	Prepaid	Yes		Virtuous month 2	$832.65		19,310.46
Total for IT & Software Expense						**$19,311.23**	**$0.77**	
Job Advertising								
08/02/2023	Expenditure		No	Indeed	24793383213000365133721; 07361; 9164CHARLES BARE;	$52.04		52.04
09/14/2023	Expenditure		No	LinkedIn	Advertising for Education & Outreach Coordinator position. LinkedIn JOB 869349187 855-65356 24204293256001757698729; 05968; 9164CHARLES BARE;	$97.61		149.65
09/27/2023	Expenditure		No	Ziprecruiter	ZIPRECRUITER INC. 855-747-5 24492153269745872502883; 07361; 9164CHARLES BARE;	$120.00		269.65
Total for Job Advertising						**$269.65**		
License & Registration								
10/20/2022	Check	2021	No	Florida Dept of State		$52.50		52.50
01/25/2023	Expenditure		No	Sunbiz	NIC*-FL SUNBIZ.ORG EGOV.COM 24055233025400622190977; 09399; 3796SIGRID SOLGARD;	$70.00		122.50
02/13/2023	Check	2026	No	Div. of Alcoholic Beverages and Tabacco	Clean Team permit	$25.00		147.50
02/13/2023	Check	2025	No	Div. of Alcoholic Beverages and Tabacco	Clean team permit	$25.00		172.50
02/21/2023	Journal Entry	Clean Team Event	No		Chocolate & Cheese Festival reimbursement		$25.00	147.50
03/29/2023	Expenditure	40420008	No	Florida Dept of State	Annual Report Amendment	$61.25		208.75
05/31/2023	Expenditure		No	Florida Department of Agriculture and Consumer Services	Annual Renewal of Solicitation of Contributions	$75.50		284.25
06/15/2023	Check	2164	No	Florida Dept of State	Name change Our Corner to KPB	$35.00		319.25
06/29/2023	Expenditure	2166	No	Scott Lunsford - Escambia County Tax Collector	2-year license and registration for RAM Van, Chevy Pickup and two utility trailers. Two new motorcyle tags for trailers	$312.80		632.05
08/31/2023	Journal Entry		Yes		to clear credit balance	$5.03		637.08
Total for License & Registration						**$662.08**	**$25.00**	
Meals & Entertainment								
11/10/2022	Expenditure		No	Polonza Bistro	New Board Member Lunch	$42.61		42.61
11/14/2022	Expenditure		No	Polonza Bistro	New Board Member Lunch	$40.24		82.85
12/07/2022	Expenditure		No	Loaves and Fishes	LOAVES AND FISHES PENSACOLA 24669852341091746000085; 05999; 3796SIGRID SOLGARD;	$7.47		90.32
01/09/2023	Expenditure		No	El Asador Inc	EL ASADOR INC PENSACOLA 24428063008001340533217; 05812; 3796SIGRID SOLGARD;	$13.33		103.65
02/21/2023	Expenditure		No	O'Zone Pizza Pub	CTC Volunteer Thank you Dinner	$90.25		193.90
02/27/2023	Expenditure		No		PERDIDO KEY OYSTER BAR PENSACOLA 24707803055018020540729; 05812; 3804PATRICK STEWART;	$197.09		390.99
02/27/2023	Expenditure		No		PAPA JOHNS #601 PENSACOLA 24445003057500421719392; 05814; 7325COLIN MEYER;	$52.19		443.18
06/09/2023	Expenditure		No	Pedro's Restaurant	Five year anniversary gift card for David Cochran PEDROS PERDIDO KEY PENSACOLA 24000973159934800074806; 05812; 3804PATRICK STEWART;	$25.00		468.18
06/20/2023	Expenditure		No	Loaves and Fishes	water bottle purchase A SNACK VENDING PENSACOLA 24055233170400499015094; 05814; 7073JAMES TULLIUS;	$1.60		469.78
Total for Meals & Entertainment						**$469.78**		
Office Expense								
11/02/2022	Expenditure		No	Instant Promotion	Event Tent	$503.99		503.99
11/02/2022	Expenditure		No	USPS	USPS CHANGE OF ADDRESS 800-238-3 24137462305300766427243; 09402; 3796SIGRID SOLGARD;	$1.10		505.09
11/04/2022	Expenditure		No		Canopy Tent for Events	$350.00		855.09
11/14/2022	Expenditure		No	Office Depot	OFFICE DEPOT #202 PENSACOLA 24137462314100445236778; 05943; 3796SIGRID SOLGARD;	$47.59		902.68

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
11/17/2022	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137462320300723641259; 05965; 3838KRYSTAL BROWN;	$62.80		965.48
12/12/2022	Expenditure		No	Pensacola Thrift Store	PENSACOLA THRIFT STORE PENSACOLA 24427332343710042243438; 05931; 3796SIGRID SOLGARD;	$20.90		986.38
12/14/2022	Expenditure		No	Sticker Mule	Logo Stickers or Magnets	$45.00		1,031.38
12/14/2022	Expenditure		No		CHK ORDERS HARLAND CLARKE 121422	$34.61		1,065.99
12/19/2022	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137462350100489164303; 05965; 2398MADISON WILLIAMS;	$87.89		1,153.88
12/21/2022	Expenditure		No	USPS	USPS PO 1174170018 PENSACOLA 24137462355001918361392; 09402; 3796SIGRID SOLGARD;	$65.40		1,219.28
12/23/2022	Expenditure		No	Walmart	MURPHY6750ATWALMART PENSACOLA 2443105235683800021541 1; 05542; 3796SIGRID SOLGARD;	$32.79		1,252.07
01/01/2023	Expenditure		No			$160.00		1,412.07
01/06/2023	Expenditure		No	Publix	PUBLIX #1522 PENSACOLA 24137463006001427743149; 05411; 3796SIGRID SOLGARD;	$9.82		1,421.89
01/13/2023	Expenditure		No	Sticker Mule	Large logo stickers for trash barrels	$667.50		2,089.39
01/17/2023	Expenditure		No	Amazon	AMZN Mktp US*NU6T29QE3 Amzn.com/ 24692163015103115754024; 05942; 2398MADISON WILLIAMS;	$41.63		2,131.02
01/17/2023	Expenditure		No	Etsy.com	Etsy.com - sofiasfindi 844-65938 24906413013165027754759; 05965; 3796SIGRID SOLGARD;	$42.95		2,173.97
01/20/2023	Expenditure		No	Winn-Dixie	WINN-DIXIE #0507 PACE 24137463020001411455165; 05411; 2398MADISON WILLIAMS;	$8.97		2,182.94
01/25/2023	Expenditure		No	Office Depot	OFFICE DEPOT #1214 800-463-3 24137463024100355024098; 05965; 3796SIGRID SOLGARD;	$62.16		2,245.10
01/30/2023	Expenditure		No	Walmart	WAL-MART #1224 PENSACOLA 24455013027141001703267; 05411; 3796SIGRID SOLGARD;	$66.54		2,311.64
01/30/2023	Expenditure		No	Goodwill	GOODWILL OLIVE RD 26 PENSACOLA 24789303027362902294543; 05651; 3796SIGRID SOLGARD;	$17.09		2,328.73
01/30/2023	Expenditure		No	Publix	PUBLIX #1316 PENSACOLA 24137463028001574641249; 05411; 3796SIGRID SOLGARD;	$12.99		2,341.72
02/16/2023	Expenditure		No	Office Depot	Ink Cartridges	$87.89		2,429.61
03/01/2023	Expenditure		No		CHK ORDERS HARLAND CLARKE 030123	$12.98		2,442.59
03/31/2023	Deposit		No		Misc Petty Cash	$1.00		2,443.59
05/01/2023	Expenditure	322578	No	Pensacola Sign & Graphics, Inc	Sign for Powerful Women of the Gulf Coast	$22.50		2,466.09
05/04/2023	Expenditure		No	Walmart	Sunpass Transponder	$5.36		2,471.45
06/06/2023	Expenditure		No	Autozone	PadlockAUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$19.34		2,490.79
06/20/2023	Expenditure		No	Texas Food Mart	cases of water TEXAS FOOD MART #2 PENSACOLA 24801973171839000446875; 05541; 7073JAMES TULLIUS;	$12.21		2,503.00
06/29/2023	Expenditure		No	Walmart	Cases of Water for Services Crew - WAL-MART #1224 PENSACOLA 24226383180400005884491; 05411; 9164CHARLES BARE;	$10.72		2,513.72
Total for Office Expense						**$2,513.72**		
Office Supplies								
08/30/2023	Expenditure		No	Office Depot	Ink Cartridges for Office Printer 24137463241100469051950; 05943; 9164CHARLES BARE;	$110.67		110.67
Total for Office Supplies						**$110.67**		
Parking Fees								
11/02/2022	Expenditure		No	City Parking	CITY PARKING 856-234-8 24445002306600108972099; 07523; 3796SIGRID SOLGARD;	$1.16		1.16
06/02/2023	Expenditure		No	City Parking	Meeting with Insurance Broker. CITY PARKING MOORESTOW 24445003152500506661430; 07523; 9164CHARLES BARE;	$0.50		1.66
08/18/2023	Expenditure		No	City Parking	24445003229500527027719; 07523; 9164CHARLES BARE;	$1.50		3.16
09/13/2023	Expenditure		No	City Parking	CITY PARKING MOORESTOW 24445003255500434296669; 07523; 9164CHARLES BARE;	$1.00		4.16
09/27/2023	Expenditure		No	City Parking	CITY PARKING MOORESTOW 24445003269500428315578; 07523; 9164CHARLES BARE;	$1.00		5.16
Total for Parking Fees						**$5.16**		
Payment Processing Fees								
10/27/2022	Check	DM	No	Intuit		$17.80		17.80
11/03/2022	Expenditure		No	Intuit	TRAN FEE INTUIT 05002755 110322	$29.18		46.98
12/12/2022	Deposit		No			$5.40		52.38
12/13/2022	Deposit		No		VERIFYQBW INTUIT 121322		$0.22	52.16
12/13/2022	Expenditure		No	Intuit	VERIFYQBW INTUIT 121322	$0.44		52.60
12/13/2022	Deposit		No		VERIFYQBW INTUIT 121322		$0.22	52.38
01/03/2023	Deposit		No	Stripe		$1.12		53.50
01/04/2023	Deposit		No	Stripe		$13.63		67.13
01/05/2023	Deposit		No			$3.85		70.98
01/06/2023	Deposit		No		TRANSFER STRIPE 010623	$17.50		88.48
01/09/2023	Deposit		No	Stripe		$7.11		95.59

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
01/10/2023	Deposit		No	Stripe		$0.79		96.38
01/11/2023	Deposit		No	Stripe		$13.91		110.29
01/13/2023	Deposit		No	Stripe		$2.91		113.20
01/13/2023	Expenditure		No	Aris Insurance		$4.00		117.20
01/17/2023	Deposit		No	Stripe		$5.08		122.28
01/18/2023	Deposit		No	Stripe		$2.74		125.02
01/19/2023	Expenditure		No	Double the Donation	DOUBLE THE DONATION HTTPSDOUBL 24492163018000026813239; 08398; 3796SIGRID SOLGARD;	$2.72		127.74
01/19/2023	Deposit		No	Stripe		$25.60		153.34
01/20/2023	Deposit		No			$16.73		170.07
01/23/2023	Deposit		No	Square Inc		$0.28		170.35
01/23/2023	Deposit		No	Stripe		$8.42		178.77
01/24/2023	Deposit		No	Stripe		$9.45		188.22
01/25/2023	Deposit		No	Stripe		$6.30		194.52
01/26/2023	Deposit		No	Stripe		$5.18		199.70
01/30/2023	Deposit		No	Stripe		$2.57		202.27
01/31/2023	Deposit		No			$5.40		207.67
02/01/2023	Deposit		No	Stripe		$8.42		216.09
02/03/2023	Deposit		No	Stripe		$16.84		232.93
02/06/2023	Deposit		No	Stripe		$15.03		247.96
02/07/2023	Deposit		No	Stripe		$1.12		249.08
02/08/2023	Deposit		No	Stripe		$15.74		264.82
02/09/2023	Deposit		No	Stripe		$21.28		286.10
02/10/2023	Deposit		No	Square Inc		$16.07		302.17
02/10/2023	Deposit		No	Stripe		$13.60		315.77
02/13/2023	Deposit		No	Stripe		$15.43		331.20
02/14/2023	Deposit		No	Stripe		$3.49		334.69
02/16/2023	Deposit		No	Stripe	TRANSFER STRIPE 021623	$0.71		335.40
02/17/2023	Deposit		No	Stripe	TRANSFER STRIPE 021723	$2.34		337.74
02/21/2023	Deposit		No	Stripe	TRANSFER STRIPE 022123	$3.96		341.70
02/27/2023	Deposit		No	Square Inc	230227P2 Square Inc 022723	$1.47		343.17
02/27/2023	Deposit		No	Stripe	TRANSFER STRIPE 022723	$1.12		344.29
02/28/2023	Deposit		No	Stripe	TRANSFER STRIPE 022823	$10.26		354.55
03/03/2023	Deposit		No	Square Inc	230303P2 Square Inc 030323	$1.47		356.02
03/06/2023	Deposit		No	Square Inc		$3.93		359.95
03/06/2023	Deposit		No	Stripe	TRANSFER STRIPE 030623	$1.12		361.07
03/07/2023	Deposit		No	Stripe	TRANSFER STRIPE 030723	$5.49		366.56
03/08/2023	Deposit		No	Stripe	TRANSFER STRIPE 030823	$2.65		369.21
03/09/2023	Deposit		No	Stripe	TRANSFER STRIPE 030923	$1.12		370.33
03/13/2023	Deposit		No	Square Inc	230313P2 Square Inc 031323	$0.13		370.46
03/13/2023	Deposit		No	Stripe	TRANSFER STRIPE 031323	$2.95		373.41
03/16/2023	Deposit		No	Stripe	TRANSFER STRIPE 031623	$0.71		374.12
03/17/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 031723	$2.64		376.76
03/27/2023	Deposit		No	Stripe Payment	TRANSFER STRIPE 032723	$1.12		377.88
04/06/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	$10.00		387.88
04/06/2023	Deposit		No		TRANSFER STRIPE 040623	$2.65		390.53
04/07/2023	Deposit		No		230407P2 Square Inc 040723	$17.65		408.18
04/11/2023	Deposit		No		TRANSFER STRIPE 041123	$1.12		409.30
04/12/2023	Deposit		No		TRANSFER STRIPE 041223	$2.65		411.95
04/14/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	$0.40		412.35
04/18/2023	Deposit		No		TRANSFER STRIPE 041823	$0.71		413.06
04/19/2023	Deposit		No		TRANSFER STRIPE 041923	$2.65		415.71
04/26/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	$13.76		429.47
04/26/2023	Deposit		No		TRANSFER STRIPE 042623	$1.12		430.59
05/01/2023	Deposit		No	Stripe	Transfer Stripe 05/01/23	$4.37		434.96
05/02/2023	Deposit		No	Stripe	Transfer Stripe 050223	$1.12		436.08
05/02/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	$9.00		445.08
05/04/2023	Deposit		No	Stripe	Transfer Stripe 050423	$1.12		446.20
05/05/2023	Deposit		No	Stripe	Transfer Stripe 050523	$1.12		447.32
05/08/2023	Deposit		No	Stripe	Transfer Stripe 050823	$1.12		448.44
05/10/2023	Deposit		No	Stripe	Transfer Stripe 051023	$1.12		449.56
05/11/2023	Deposit		No	Stripe	Transfer Stripe 051023	$2.13		451.69
05/15/2023	Deposit		No	Stripe	Stripe Transfer 051523	$3.15		454.84
05/17/2023	Deposit		No	Stripe	Transfer Stripe 051723	$3.11		457.95
05/18/2023	Expenditure		No	Stripe	Renewal of Adopt-A-Spot	$1.93		459.88

Keep Pensacola Beautiful, Inc.

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
05/25/2023	Deposit		No	Stripe	Transfer Stripe 052523	$1.12		461.00
06/02/2023	Deposit		No	Stripe	Stripe Transfer 060223	$3.15		464.15
06/06/2023	Deposit		No	Stripe	Transfer Stripe 060623	$1.12		465.27
06/07/2023	Deposit		No	Stripe	Transfer Stripe 060723	$1.12		466.39
06/07/2023	Deposit		No	Stripe	Transfer Stripe 060723	$1.12		467.51
06/09/2023	Deposit		No		TRANSFER STRIPE 060923	$1.12		468.63
06/13/2023	Deposit		No		stripe payment processing fee	$2.13		470.76
06/16/2023	Deposit		No		stripe payment processing fees	$0.71		471.47
06/21/2023	Deposit		No		stripe processing fees	$3.96		475.43
06/22/2023	Deposit		No		stripe payment processing fees	$5.08		480.51
06/27/2023	Deposit		No		stripe processing fee	$1.12		481.63
06/29/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	$9.20		490.83
06/30/2023	Deposit		No		stripe processing fee	$1.12		491.95
07/05/2023	Deposit		No		transfer stripe 070523	$81.45		573.40
07/06/2023	Deposit		No		Transfer Stripe 070623	$1.12		574.52
07/07/2023	Deposit		No		Transfer Stripe 070723	$1.12		575.64
07/11/2023	Deposit		No		Transfer Stripe 071123	$1.12		576.76
07/12/2023	Deposit		No		transfer stripe 071223	$2.13		578.89
07/14/2023	Deposit		No		Transfer Stripe 071423	$3.96		582.85
07/18/2023	Deposit		No		Transfer Stripe 071823	$0.71		583.56
07/24/2023	Expenditure		No	QuickBooks Payments	System-recorded fee for QuickBooks Payments. Fee-name: DiscountRateFee, fee-type: Daily.	$10.00		593.56
07/26/2023	Deposit		No		Transfer Stripe 072623	$1.12		594.68
07/27/2023	Deposit		No		Transfer Stripe 072723	$0.50		595.18
08/02/2023	Deposit		No		ACCTVERIFY www.virtuous.org 080223		$0.04	595.14
08/02/2023	Deposit		No		ACCTVERIFY www.virtuous.org 080223		$0.22	594.92
08/02/2023	Expenditure		No	Virtuous	ACCTVERIFY www.virtuous.org 080223	$0.26		595.18
08/24/2023	Deposit		No		Transfer Stripe 082423	$1.32		596.50
Total for Payment Processing Fees						**$597.20**	**$0.70**	
Payroll Expenses								
11/01/2022	Expenditure		No		NET 104911 GUSTO 110122	$149.18		149.18
11/01/2022	Expenditure		No		TAX 104915 GUSTO 110122	$24.72		173.90
11/02/2022	Journal Entry	Payroll - Nov 1	No				$173.90	0.00
11/03/2022	Expenditure		No		TAX 139469 GUSTO 110322	$1,659.76		1,659.76
11/03/2022	Expenditure		No		NET 139471 GUSTO 110322	$6,122.04		7,781.80
11/04/2022	Journal Entry	Payroll - Nov 2	No				$7,781.80	0.00
11/17/2022	Expenditure		No		NET 397492 GUSTO 111722	$7,322.85		7,322.85
11/17/2022	Expenditure		No		TAX 397494 GUSTO 111722	$1,880.74		9,203.59
11/18/2022	Journal Entry	Payroll - Nov 3	No				$9,203.59	0.00
12/01/2022	Expenditure		No		TAX 661564 GUSTO 120122	$1,966.48		1,966.48
12/01/2022	Expenditure		No		NET 661560 GUSTO 120122	$7,724.10		9,690.58
12/15/2022	Expenditure		No		TAX 929698 GUSTO 121522	$2,317.18		12,007.76
12/15/2022	Expenditure		No		NET 929704 GUSTO 121522	$8,800.53		20,808.29
12/29/2022	Expenditure		No		TAX 168353 GUSTO 122922	$1,840.62		22,648.91
12/29/2022	Expenditure		No		NET 168434 GUSTO 122922	$6,999.16		29,648.07
12/31/2022	Journal Entry	Payroll - Dec 2	No				$11,117.71	18,530.36
12/31/2022	Journal Entry	Payroll - Dec 3	No				$8,839.78	9,690.58
12/31/2022	Journal Entry	Payroll - Dec 1	No				$9,690.58	0.00
01/04/2023	Expenditure		No		TAX 317952 GUSTO 010423	$47.23		47.23
01/10/2023	Check	2022	No		DDA CHECK 0000002022	$248.88		296.11
01/12/2023	Expenditure		No		NET 458708 GUSTO 011223	$7,216.69		7,512.80
01/12/2023	Expenditure		No		TAX 458727 GUSTO 011223	$2,002.16		9,514.96
01/26/2023	Expenditure		No		TAX 719044 GUSTO 012623	$2,209.27		11,724.23
01/26/2023	Expenditure		No		NET 719045 GUSTO 012623	$7,782.64		19,506.87
01/30/2023	Expenditure		No		TAX 785704 GUSTO 013023	$68.11		19,574.98
01/30/2023	Expenditure		No		NET 785768 GUSTO 013023	$343.88		19,918.86
01/31/2023	Journal Entry	Payroll - Jan 2	No				$9,218.85	10,700.01
01/31/2023	Journal Entry	Payroll - Jan 4	No				$411.99	10,288.02
01/31/2023	Journal Entry	Payroll - Jan 3	No				$9,991.91	296.11
01/31/2023	Journal Entry	Payroll - Jan 1	No				$296.11	0.00
02/09/2023	Expenditure		No	Gusto	TAX 014783 GUSTO 020923	$2,241.67		2,241.67
02/09/2023	Expenditure		No	Gusto	NET 014837 GUSTO 020923	$7,915.66		10,157.33
02/10/2023	Expenditure		No		TAX 065018 GUSTO 021023	$362.88		10,520.21
02/10/2023	Expenditure		No		NET 065057 GUSTO 021023	$1,292.72		11,812.93
02/10/2023	Journal Entry	Payroll - Feb 1	No				$10,157.33	1,655.60
02/13/2023	Journal Entry	Payroll - Feb 2	No				$1,655.60	0.00
02/23/2023	Expenditure		No	Gusto	TAX 280664 GUSTO 022323	$112.05		112.05

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
02/23/2023	Expenditure		No	Gusto	TAX 280653 GUSTO 022323	$2,482.32		2,594.37
02/23/2023	Expenditure		No	Gusto	NET 280651 GUSTO 022323	$8,480.80		11,075.17
02/23/2023	Expenditure		No	Gusto	NET 280647 GUSTO 022323	$200.00		11,275.17
02/24/2023	Journal Entry	Payroll - Feb 4	No		Bonus - Interim ED		$312.05	10,963.12
02/24/2023	Journal Entry	Payroll - Feb 3	No				$10,963.12	0.00
03/08/2023	Expenditure		No	Gusto	TAX 580156 GUSTO 030823	$219.31		219.31
03/08/2023	Expenditure		No	Gusto	NET 580149 GUSTO 030823	$400.00		619.31
03/09/2023	Journal Entry	Payroll - Bonus	No		Bonus - Interim ED		$619.31	0.00
03/09/2023	Expenditure		No		NET 590770 GUSTO 030923	$7,373.50		7,373.50
03/09/2023	Expenditure		No		TAX 591070 GUSTO 030923	$2,203.40		9,576.90
03/10/2023	Journal Entry	Payroll March 10	No				$9,576.90	0.00
03/22/2023	Expenditure		No	Gusto	NET 874477 GUSTO 032223	$400.00		400.00
03/22/2023	Expenditure		No	Gusto	TAX 870309 GUSTO 032223	$212.09		612.09
03/23/2023	Expenditure		No	Gusto	NET 884590 GUSTO 032323	$5,168.85		5,780.94
03/23/2023	Journal Entry	Interim ED Bonus	No		Bonus - Interim ED		$612.09	5,168.85
03/23/2023	Expenditure		No	Gusto	TAX 884637 GUSTO 032323	$1,405.70		6,574.55
03/24/2023	Journal Entry	March 24 Payroll	No				$6,574.55	0.00
04/05/2023	Expenditure		No	Gusto	NET 176391 GUSTO 040523	$400.00		400.00
04/05/2023	Expenditure		No	Gusto	TAX 176388 GUSTO 040523	$212.09		612.09
04/06/2023	Expenditure		No	Gusto	NET 190557 GUSTO 040623	$7,257.29		7,869.38
04/06/2023	Journal Entry	Interim ED Bonus	No		Bonus - Interim ED		$612.09	7,257.29
04/06/2023	Expenditure		No	Gusto	TAX 190150 GUSTO 040623	$2,356.97		9,614.26
04/07/2023	Journal Entry	April 7 Payroll	No				$9,614.26	0.00
04/20/2023	Expenditure		No	Gusto	TAX 531492 GUSTO 042023	$2,077.44		2,077.44
04/20/2023	Expenditure		No	Gusto	NET 531479 GUSTO 042023	$6,579.16		8,656.60
04/21/2023	Journal Entry	April 21 Payroll	No				$8,656.60	0.00
05/04/2023	Expenditure		No	Gusto	TAX 846285 GUSTO 050423	$2,260.76		2,260.76
05/04/2023	Expenditure		No	Gusto	NET 846279 GUSTO 050423	$7,128.51		9,389.27
05/05/2023	Journal Entry	May 5 Payroll	No				$9,389.27	0.00
05/18/2023	Expenditure		No	Gusto	NET 145677 GUSTO 051823	$6,312.96		6,312.96
05/18/2023	Expenditure		No	Gusto	TAX 145679 GUSTO 051823	$1,950.54		8,263.50
05/19/2023	Journal Entry	May 19 Payroll	No				$8,263.50	0.00
06/01/2023	Expenditure		No	Gusto	NET 450058 GUSTO 060123	$6,350.31		6,350.31
06/01/2023	Expenditure		No	Gusto	TAX 449991 GUSTO 060123	$2,158.39		8,508.70
06/01/2023	Expenditure	2163	No	Jordan Goon	Wages for 5/15/-23 - 6/2/23	$742.50		9,251.20
06/02/2023	Journal Entry	June 2 Payroll	No				$9,251.20	0.00
06/15/2023	Expenditure		No	Gusto	NET 746578 GUSTO 061523	$6,088.81		6,088.81
06/15/2023	Expenditure		No	Gusto	TAX 746602 GUSTO 061523	$2,169.91		8,258.72
06/16/2023	Journal Entry	June 16 Payroll	No				$9,102.33	-843.61
06/17/2023	Expenditure	2165	No	Jordan Goon	Payroll for 5/29/23 - 6/16/23	$843.61		0.00
06/29/2023	Expenditure		No	Gusto	NET 988623 GUSTO 062923	$7,919.63		7,919.63
06/29/2023	Journal Entry	June 29 Payroll	No				$10,376.79	-2,457.16
06/29/2023	Expenditure		No	Gusto	TAX 988655 GUSTO 062923	$2,457.16		0.00
07/13/2023	Expenditure		No	Gusto	NET 349923 GUSTO 071323	$6,611.76		6,611.76
07/13/2023	Journal Entry	Payroll	Yes				$8,684.61	-2,072.85
07/13/2023	Expenditure		No	Gusto	TAX 349916 GUSTO 071323	$2,072.85		0.00
07/27/2023	Journal Entry	Payroll	Yes				$6,804.02	-6,804.02
07/27/2023	Expenditure		No	Gusto	TAX 675187 GUSTO 072723	$1,629.34		-5,174.68
07/27/2023	Expenditure		No	Gusto	NET 675111 GUSTO 072723	$5,174.68		0.00
08/01/2023	Expenditure		No		Final paycheck for hours worked for David Cochran TAX 828221 GUSTO 080123	$184.14		184.14
08/01/2023	Expenditure		No		Payment of David Cochran’s remaining PTO NET 828274 GUSTO 080123	$684.71		868.85
08/02/2023	Journal Entry	Payroll	Yes				$868.85	0.00
08/11/2023	Journal Entry	Payroll	Yes				$6,083.33	-6,083.33
08/11/2023	Expenditure		No	Gusto	TAX 065171 GUSTO 081123	$1,449.11		-4,634.22
08/11/2023	Expenditure		No	Gusto	NET 065170 GUSTO 081123	$4,634.22		0.00
08/25/2023	Journal Entry	Payroll	Yes				$6,130.82	-6,130.82
08/25/2023	Expenditure		No	Gusto	TAX 407785 GUSTO 082523	$1,454.13		-4,676.69
08/25/2023	Expenditure		No	Gusto	NET 407784 GUSTO 082523	$4,676.69		0.00
09/08/2023	Expenditure		No	Gusto	NET 735984 GUSTO 090823	$4,233.03		4,233.03
09/08/2023	Journal Entry	Payroll	Yes				$5,605.14	-1,372.11
09/08/2023	Expenditure		No	Gusto	TAX 735818 GUSTO 090823	$1,372.11		0.00
09/22/2023	Expenditure		No	Gusto	TAX 079555 GUSTO 092223	$1,364.05		1,364.05
09/22/2023	Expenditure		No	Gusto	NET 079553 GUSTO 092223	$4,228.74		5,592.79
09/22/2023	Journal Entry	Payroll	Yes				$5,592.79	0.00
Total for Payroll Expenses						**$212,232.77**	**$212,232.77**	

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
Management Wages								
10/31/2022	Journal Entry	Payroll	No			$2,040.00		2,040.00
10/31/2022	Journal Entry	Payroll	No			$2,040.00		4,080.00
11/02/2022	Journal Entry	Payroll - Nov 1	No			$161.54		4,241.54
11/04/2022	Journal Entry	Payroll - Nov 2	No			$2,201.54		6,443.08
11/18/2022	Journal Entry	Payroll - Nov 3	No			$2,201.54		8,644.62
12/31/2022	Journal Entry	Payroll - Dec 3	No			$2,201.54		10,846.16
12/31/2022	Journal Entry	Payroll - Dec 1	No			$2,201.54		13,047.70
12/31/2022	Journal Entry	Payroll - Dec 2	No			$2,201.54		15,249.24
01/31/2023	Journal Entry	Payroll - Jan 1	No			$0.00		15,249.24
01/31/2023	Journal Entry	Payroll - Jan 3	No			$2,201.54		17,450.78
01/31/2023	Journal Entry	Payroll - Jan 2	No			$2,201.54		19,652.32
01/31/2023	Journal Entry	Payroll - Jan 4	No			$0.00		19,652.32
02/10/2023	Journal Entry	Payroll - Feb 1	No			$2,201.54		21,853.86
02/13/2023	Journal Entry	Payroll - Feb 2	No			$1,710.05		23,563.91
02/24/2023	Journal Entry	Payroll - Feb 3	No			$0.00		23,563.91
03/10/2023	Journal Entry	Payroll March 10	No			$0.00		23,563.91
03/24/2023	Journal Entry	March 24 Payroll	No			$0.00		23,563.91
04/07/2023	Journal Entry	April 7 Payroll	No			$2,192.31		25,756.22
04/21/2023	Journal Entry	April 21 Payroll	No			$2,192.31		27,948.53
05/05/2023	Journal Entry	May 5 Payroll	No			$2,192.31		30,140.84
05/19/2023	Journal Entry	May 19 Payroll	No			$2,192.31		32,333.15
06/02/2023	Journal Entry	June 2 Payroll	No			$2,192.31		34,525.46
06/16/2023	Journal Entry	June 16 Payroll	No			$2,192.31		36,717.77
06/29/2023	Journal Entry	June 29 Payroll	No			$2,192.31		38,910.08
07/13/2023	Journal Entry	Payroll	Yes			$2,192.31		41,102.39
07/27/2023	Journal Entry	Payroll	Yes			$2,192.31		43,294.70
08/11/2023	Journal Entry	Payroll	Yes			$2,192.31		45,487.01
08/25/2023	Journal Entry	Payroll	Yes			$2,192.31		47,679.32
09/08/2023	Journal Entry	Payroll	Yes			$2,192.31		49,871.63
09/22/2023	Journal Entry	Payroll	Yes			$2,192.31		52,063.94
Total for Management Wages						**$52,063.94**		
Payroll Processing Fees								
10/04/2022	Check	DM	No	Gusto		$113.50		113.50
11/02/2022	Expenditure		No		FEE 125380 GUSTO 110222	$113.50		227.00
12/02/2022	Expenditure		No	Gusto	FEE 715207 GUSTO 120222	$161.50		388.50
01/04/2023	Expenditure		No	Gusto	FEE 317865 GUSTO 010423	$220.99		609.49
02/06/2023	Expenditure		No	Gusto	FEE 953610 GUSTO 020623	$220.99		830.48
03/02/2023	Expenditure		No	Gusto	FEE 460566 GUSTO 030223	$232.99		1,063.47
04/12/2023	Expenditure		No	Gusto	FEE 341452 GUSTO 041223	$147.00		1,210.47
05/03/2023	Expenditure		No	Gusto	FEE 832923 GUSTO 050323	$147.00		1,357.47
06/06/2023	Expenditure		No	Gusto	FEE 555505 GUSTO 060623	$147.00		1,504.47
07/06/2023	Expenditure		No	Gusto	FEE 179791 GUSTO 070623	$135.00		1,639.47
08/04/2023	Expenditure		No	Gusto	FEE 936686 GUSTO 080423	$196.09		1,835.56
09/06/2023	Expenditure		No	Gusto	FEE 646489 GUSTO 090623	$183.29		2,018.85
Total for Payroll Processing Fees						**$2,018.85**		
Payroll Taxes								
10/31/2022	Journal Entry	Payroll	No			$507.72		507.72
10/31/2022	Journal Entry	Payroll	No			$587.21		1,094.93
11/02/2022	Journal Entry	Payroll - Nov 1	No			$12.36		1,107.29
11/04/2022	Journal Entry	Payroll - Nov 2	No			$554.07		1,661.36
11/18/2022	Journal Entry	Payroll - Nov 3	No			$697.87		2,359.23
12/31/2022	Journal Entry	Payroll - Dec 1	No			$752.26		3,111.49
12/31/2022	Journal Entry	Payroll - Dec 2	No			$870.04		3,981.53
12/31/2022	Journal Entry	Payroll - Dec 3	No			$697.08		4,678.61
01/31/2023	Journal Entry	Payroll - Jan 2	No			$829.54		5,508.15
01/31/2023	Journal Entry	Payroll - Jan 4	No			$38.37		5,546.52
01/31/2023	Journal Entry	Payroll - Jan 3	No			$898.97		6,445.49
01/31/2023	Journal Entry	Payroll - Jan 1	No			$26.61		6,472.10
02/10/2023	Journal Entry	Payroll - Feb 1	No			$904.56		7,376.66
02/13/2023	Journal Entry	Payroll - Feb 2	No			$136.83		7,513.49
02/24/2023	Journal Entry	Payroll - Feb 3	No			$976.21		8,489.70
02/24/2023	Journal Entry	Payroll - Feb 4	No		Bonus - Interim ED	$27.75		8,517.45
03/09/2023	Journal Entry	Payroll - Bonus	No		Bonus - Interim ED	$50.73		8,568.18
03/10/2023	Journal Entry	Payroll March 10	No			$804.50		9,372.68
03/23/2023	Journal Entry	Interim ED Bonus	No		Bonus - Interim ED	$43.50		9,416.18
03/24/2023	Journal Entry	March 24 Payroll	No			$536.67		9,952.85

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04/06/2023	Journal Entry	Interim ED Bonus	No		Bonus - Interim ED	$43.50		9,996.35
04/07/2023	Journal Entry	April 7 Payroll	No			$788.17		10,784.52
04/07/2023	Deposit		No	Gusto	TAX 271946 GUSTO 040723		$20.02	10,764.50
04/21/2023	Journal Entry	April 21 Payroll	No			$688.40		11,452.90
05/05/2023	Journal Entry	May 5 Payroll	No			$737.76		12,190.66
05/19/2023	Journal Entry	May 19 Payroll	No			$621.61		12,812.27
06/02/2023	Journal Entry	June 2 Payroll	No			$714.90		13,527.17
06/16/2023	Journal Entry	June 16 Payroll	No			$701.60		14,228.77
06/29/2023	Journal Entry	June 29 Payroll	No			$796.25		15,025.02
07/13/2023	Journal Entry	Payroll	Yes			$677.86		15,702.88
07/27/2023	Journal Entry	Payroll	Yes			$541.36		16,244.24
08/02/2023	Journal Entry	Payroll	Yes			$61.74		16,305.98
08/11/2023	Journal Entry	Payroll	Yes			$489.89		16,795.87
08/25/2023	Journal Entry	Payroll	Yes			$503.04		17,298.91
09/08/2023	Journal Entry	Payroll	Yes			$456.26		17,755.17
09/22/2023	Journal Entry	Payroll	Yes			$455.18		18,210.35
Total for Payroll Taxes						**$18,230.37**	**$20.02**	
Payroll Wages								
10/06/2022	Check	DM	No	Gusto		$1,778.01		1,778.01
10/06/2022	Check	DM	No	Gusto		$6,470.00		8,248.01
10/20/2022	Check	DM	No	Gusto		$5,632.58		13,880.59
10/20/2022	Check	DM	No	Gusto		$1,496.82		15,377.41
10/31/2022	Journal Entry	Payroll	No				$7,129.40	8,248.01
10/31/2022	Journal Entry	Payroll	No			$5,859.67		14,107.68
10/31/2022	Journal Entry	Payroll	No				$8,248.01	5,859.67
10/31/2022	Journal Entry	Payroll	No			$4,820.55		10,680.22
11/02/2022	Journal Entry	Payroll - Nov 1	No			$0.00		10,680.22
11/04/2022	Journal Entry	Payroll - Nov 2	No			$5,265.06		15,945.28
11/18/2022	Journal Entry	Payroll - Nov 3	No			$6,543.05		22,488.33
12/31/2022	Journal Entry	Payroll - Dec 1	No			$6,960.65		29,448.98
12/31/2022	Journal Entry	Payroll - Dec 2	No			$8,285.00		37,733.98
12/31/2022	Journal Entry	Payroll - Dec 3	No			$6,180.03		43,914.01
01/31/2023	Journal Entry	Payroll - Jan 1	No			$269.50		44,183.51
01/31/2023	Journal Entry	Payroll - Jan 2	No			$6,425.72		50,609.23
01/31/2023	Journal Entry	Payroll - Jan 4	No			$400.23		51,009.46
01/31/2023	Journal Entry	Payroll - Jan 3	No			$7,129.35		58,138.81
02/10/2023	Journal Entry	Payroll - Feb 1	No			$7,289.18		65,427.99
02/13/2023	Journal Entry	Payroll - Feb 2	No			$0.00		65,427.99
02/24/2023	Journal Entry	Payroll - Feb 3	No			$10,030.45		75,458.44
02/24/2023	Journal Entry	Payroll - Feb 4	No		Bonus - Interim ED	$284.30		75,742.74
03/09/2023	Journal Entry	Payroll - Bonus	No		Bonus - Interim ED	$568.58		76,311.32
03/10/2023	Journal Entry	Payroll March 10	No			$8,815.94		85,127.26
03/23/2023	Journal Entry	Interim ED Bonus	No		Bonus - Interim ED	$568.59		85,695.85
03/24/2023	Journal Entry	March 24 Payroll	No			$6,081.42		91,777.27
04/06/2023	Journal Entry	Interim ED Bonus	No		Bonus - Interim ED	$568.59		92,345.86
04/07/2023	Journal Entry	April 7 Payroll	No			$6,677.32		99,023.18
04/21/2023	Journal Entry	April 21 Payroll	No			$5,819.43		104,842.61
05/05/2023	Journal Entry	May 5 Payroll	No			$6,502.74		111,345.35
05/19/2023	Journal Entry	May 19 Payroll	No			$5,493.12		116,838.47
06/02/2023	Journal Entry	June 2 Payroll	No			$6,360.92		123,199.39
06/16/2023	Journal Entry	June 16 Payroll	No			$6,225.35		129,424.74
06/29/2023	Journal Entry	June 29 Payroll	No			$7,405.16		136,829.90
07/13/2023	Journal Entry	Payroll	Yes			$5,814.44		142,644.34
07/27/2023	Journal Entry	Payroll	Yes			$4,070.35		146,714.69
08/02/2023	Journal Entry	Payroll	Yes			$824.04		147,538.73
08/11/2023	Journal Entry	Payroll	Yes			$3,401.13		150,939.86
08/25/2023	Journal Entry	Payroll	Yes			$3,435.47		154,375.33
09/08/2023	Journal Entry	Payroll	Yes			$2,956.57		157,331.90
09/22/2023	Journal Entry	Payroll	Yes			$2,945.30		160,277.20
Total for Payroll Wages						**$175,654.61**	**$15,377.41**	
Total for Payroll Expenses with sub-accounts						**$460,200.54**	**$227,630.20**	
Printing Expense								
08/22/2023	Bill	323183	No	Pensacola Sign & Graphics, Inc	24x24 KPB Adopt-A-Spot Signs x 11	$836.00		836.00
08/22/2023	Bill	323183	No	Pensacola Sign & Graphics,	6x24 KPB Personalized Adopt-A-Spot signs x 11	$247.50		1,083.50

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
				Inc				
Total for Printing Expense						**$1,083.50**		
Professional Fees								
08/23/2023	Bill		No	JNE Notary Solutions	Notarization of Contract with County	$10.75		10.75
Total for Professional Fees						**$10.75**		
Rent Expense								
10/06/2022	Check	DM	No	Jetty IOT		$597.00		597.00
10/14/2022	Check	50831	No	PTAC		$200.00		797.00
11/07/2022	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		1,394.00
12/05/2022	Expenditure		No	Mobile Mini	WILLSCOT MOBILE MINI 480-894-6 24431062337700862466925; 04225; 3796SIGRID SOLGARD;	$176.00		1,570.00
12/06/2022	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		2,167.00
12/09/2022	Check	50841	No	PTAC	DDA CHECK 0000050841	$140.00		2,307.00
01/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		2,904.00
02/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		3,501.00
03/06/2023	Expenditure		No	Jetty IOT		$597.00		4,098.00
04/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		4,695.00
05/08/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		5,292.00
06/06/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 110722	$597.00		5,889.00
07/01/2023	Bill	INV-548	No	Jetty IOT	Jetty IoT July rent	$597.00		6,486.00
08/07/2023	Expenditure		No	Jetty IOT	Jetty IoT, Jetty IoT, LLC 080723	$597.00		7,083.00
09/01/2023	Bill		No	Jetty IOT	Jetty IoT September rent	$597.00		7,680.00
Total for Rent Expense						**$7,680.00**		
Repair & Maintenance								
11/01/2022	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137462305001586671883; 05533; 3812DAVID COCHRAN;	$174.28		174.28
11/14/2022	Expenditure		No	Fletchers Towing	Fletcher's Towing Inc Pensacola 24426292314030039361271; 07549; 3804PATRICK STEWART;	$299.26		473.54
11/25/2022	Journal Entry	Impact 100 Draws 1&2	Yes		Chevy Silverado Vehicle Wrap from Pensacola Signs	$978.75		1,452.29
11/25/2022	Journal Entry	Impact 100 Draws 1&2	Yes		2022 RAM Promaster Van Vehicle Wrap	$2,223.45		3,675.74
11/25/2022	Journal Entry	Impact 100 Draws 1&2	Yes		2022 RAM 1500 Truck Vehicle Wrap	$3,068.75		6,744.49
12/13/2022	Journal Entry	Payroll March 32	No		Reimbursement for Tags		$247.00	6,497.49
01/04/2023	Expenditure		No	HI TECH CAR WASH	HI TECH CAR WASH AND O PENSACOLA 24055223004400481000016; 07542; 3804PATRICK STEWART;	$20.75		6,518.24
01/05/2023	Expenditure		No	Home Depot	THE HOME DEPOT #6932 PENSACOLA 24943013004010182135424; 05200; 3804PATRICK STEWART;	$42.20		6,560.44
01/10/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463010001410322434; 05533; 7325COLIN MEYER;	$18.26		6,578.70
01/18/2023	Expenditure		No	CALIBER CAR WASH	CALIBER CAR WASH - PEN PENSACOLA 24269793018000891857480; 07542; 2398MADISON WILLIAMS;	$10.00		6,588.70
02/01/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$35.46		6,624.16
03/03/2023	Expenditure		No	Home Depot	THE HOME DEPOT #6932 PENSACOLA 24943013061010178749972; 05200; 7325COLIN MEYER;	$135.06		6,759.22
03/09/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$43.30		6,802.52
03/09/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$55.82		6,858.34
03/23/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$74.78		6,933.12
03/27/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$45.98		6,979.10
04/05/2023	Expenditure		No	Rich's Car Wash	Richs Car Wash PENSACOLA 24512393094049740479625; 07542; 7325COLIN MEYER;	$20.00		6,999.10
04/17/2023	Expenditure		No	Vannoy's Tires	VANNOYS TIRES PENSACOLA 24247603104300754408071; 05532; 3804PATRICK STEWART;	$127.53		7,126.63
04/17/2023	Expenditure		No	Sam's Club	SAMSCLUB #8119 PENSACOLA 24226383105091007229173; 05300; 9164CHARLES BARE;	$29.28		7,155.91
04/17/2023	Expenditure		No	Autozone	AUTOZONE #0205 PENSACOLA 24137463032001384564130; 05533; 7325COLIN MEYER;	$236.49		7,392.40
04/21/2023	Expenditure		No	Sam's Club	SAMS CLUB #8119 PENSACOLA 24445003111400197864700; 05542; 9164CHARLES BARE;	$37.00		7,429.40
05/15/2023	Expenditure		No	Pensacola Bay Area Chamber	Tire inflation for dodge truck CSC SERVICEWORK PENSACOLA 24055233133400755000141; 05814; 5857JESSIE HEDRICK;	$2.00		7,431.40
05/30/2023	Expenditure		No	Autozone	Battery for ATV	$208.15		7,639.55
06/01/2023	Expenditure		No	Pensacola Bay Area Chamber	tire inflation for Dodge Truck CSC SERVICEWORK PENSACOLA 24055233152400664000071; 05814; 7073JAMES TULLIUS;	$2.00		7,641.55

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DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
06/06/2023	Expenditure		No		AIR QUICK OF FLORIDA PENSACOLA 24055233157400070061464; 05814; 7073JAMES TULLIUS;	$1.60		7,643.15
06/12/2023	Expenditure		No	Office Depot	Copies for Gallery Night event ODP BUS SOL LLC # 1002 800-463-3 24137463160100505760983; 05965; 9164CHARLES BARE;	$33.86		7,677.01
07/03/2023	Expenditure		No	Walmart	Electric Tape, Electrical Connector and Trailer cable WM SUPERCENTER #1224 PENSACOLA 2444500318340023672542 8; 05411; 9164CHARLES BARE;	$13.64		7,690.65
07/03/2023	Expenditure		No		Tire Inflation for Dodge Truck CSC SERVICEWORK PENSACOLA 24055233184400536000137; 05814; 7073JAMES TULLIUS;	$2.00		7,692.65
07/13/2023	Expenditure		No	Pensacola Bay Area Chamber	Adding air to Dodge Tire CSC SERVICEWORK PENSACOLA 24055233194400394000060; 05814; 7073JAMES TULLIUS;	$2.00		7,694.65
07/17/2023	Expenditure		No	Pensacola Bay Area Chamber	Adding air to Dodge Tire CSC SERVICEWORK PENSACOLA 24055233198400530000095; 05814; 7073JAMES TULLIUS;	$2.00		7,696.65
07/17/2023	Expenditure		No		Adding air to Dodge Tire AIR QUICK OF FLORIDA PENSACOLA 24055233196400079046535; 05814; 7073JAMES TULLIUS;	$1.60		7,698.25
07/18/2023	Expenditure		No	Pensacola Bay Area Chamber	Tire inflation for Dodge Truck CSC SERVICEWORK PENSACOLA 24055233199400661000095; 05814; 7073JAMES TULLIUS;	$2.00		7,700.25
07/20/2023	Bill	249023	No	Firestone	Flat Repair for Dodge Truck and vehicle inspection	$41.33		7,741.58
08/07/2023	Expenditure		No	Walmart	Windshield wipers for Chevy Truck 24445003217400222176792; 05411; 9164CHARLES BARE;	$15.34		7,756.92
08/18/2023	Expenditure		No	Walmart	Oil Change 24226383230091000166503; 05411; 7263MATTHEW NEWBERRY;	$42.71		7,799.63
08/18/2023	Expenditure		No	Walmart	oil change 24226383230091005306328; 05411; 7263MATTHEW NEWBERRY;	$54.18		7,853.81
Total for Repair & Maintenance						**$8,100.81**	**$247.00**	
Supplies & Materials								
10/01/2022	Journal Entry		Yes		to reconcile CC after QBO conversion		$297.32	-297.32
10/13/2022	Check	50828	No	Supreme Paper Supplies LLC		$440.60		143.28
11/09/2022	Check	50834	No	Supreme Paper Supplies LLC	DDA CHECK 0000050834	$485.25		628.53
11/23/2022	Check	50840	No	Supreme Paper Supplies LLC	DDA CHECK 0000050840	$407.70		1,036.23
12/23/2022	Expenditure		No	Hogentogler	Brecknell ES-99 Crane Scale	$210.93		1,247.16
12/29/2022	Check	50847	No	Supreme Paper Supplies LLC	DDA CHECK 0000050847	$485.25		1,732.41
01/11/2023	Check	50855	No	Supreme Paper Supplies LLC	DDA CHECK 0000050855	$407.70		2,140.11
01/13/2023	Expenditure		No	Innerarity Hardware	INNERARITY HARDWARE PENSACOLA 24755423012670120035412; 05251; 3804PATRICK STEWART;	$35.66		2,175.77
02/15/2023	Check	50866	No	Supreme Paper Supplies LLC	DDA CHECK 0000050866	$407.70		2,583.47
03/01/2023	Bill	956228	No	Supreme Paper Supplies LLC		$511.10		3,094.57
03/06/2023	Bill	957257	No	Supreme Paper Supplies LLC	Supplies	$511.10		3,605.67
03/21/2023	Bill	958948	No	Supreme Paper Supplies LLC	Canliners and Jumbo Tissue	$485.72		4,091.39
03/26/2023	Bill	959328	No	Supreme Paper Supplies LLC	Latex Gloves	$63.58		4,154.97
04/11/2023	Expenditure	960695	No	Supreme Paper Supplies LLC	Canliners 100	$280.49		4,435.46
04/25/2023	Bill	962601	No	Supreme Paper Supplies LLC	Black Canliners	$320.56		4,756.02
04/25/2023	Bill	962601	No	Supreme Paper Supplies LLC	Pink Lotion Soap	$48.65		4,804.67
05/15/2023	Expenditure	964689	No	Supreme Paper Supplies LLC	Canliners	$400.70		5,205.37
06/07/2023	Bill	966511	No	Supreme Paper Supplies LLC	Black Canliners	$372.90		5,578.27
06/08/2023	Expenditure		No	Walmart	Hose and Sprayer for Jetty Bucket cleaning. WM SUPERCENTER #3785 PENSACOLA 24445003159400204226367; 05411; 9164CHARLES BARE;	$56.82		5,635.09
06/08/2023	Expenditure		No	Amazon	Cargo Nets for Trailers. AMZN Mktp US*4H2Y22US3 Amzn.com/ 24692163158103504844128; 05942; 3804PATRICK STEWART;	$77.38		5,712.47
06/14/2023	Bill	968262	No	Supreme Paper Supplies LLC	Black Canliners	$372.90		6,085.37
06/15/2023	Expenditure		No	Walmart	Wasp Spray and Two bottled waters WAL-MART #1605 PENSACOLA 24455013165141008650547; 05411; 7073JAMES TULLIUS;	$9.19		6,094.56
06/16/2023	Expenditure		No	Amazon	Prize wheel for events. AMZN Mktp US*2Q3769OR3 Amzn.com/ 24692163166109947682116; 05942; 9164CHARLES BARE;	$53.74		6,148.30
06/29/2023	Bill	969842	No	Supreme Paper Supplies LLC	10 boxes black can liners 1.5mil	$372.90		6,521.20
06/30/2023	Expenditure		No	Walmart	WM SUPERCENTER #3785 PENSACOLA 24445003181400211976741; 05411; 9164CHARLES BARE;	$3.67		6,524.87
07/11/2023	Bill	971138	No	Supreme Paper Supplies LLC	10 boxes 2MIL Canliners	$433.60		6,958.47
07/11/2023	Bill	971138	No	Supreme Paper Supplies LLC	10 boxes large latex gloves	$45.17		7,003.64
07/14/2023	Expenditure		No	Walmart	Cleaning supplies for bathrooms on parks route WM SUPERCENTER #3785 PENSACOLA 24445003195400244618538; 05411; 9164CHARLES BARE;	$62.01		7,065.65
07/27/2023	Expenditure		No	Walmart	WAL-MART #1224 PENSACOLA 24455013207141001719091; 05411; 9164CHARLES BARE;	$16.08		7,081.73
08/03/2023	Expenditure		No	Walmart	Water for Services Crew 4X40 pack receipt lost 24226383215400006432661; 05411; 7263MATTHEW NEWBERRY;	$21.44		7,103.17
08/15/2023	Bill	974025	No	Supreme Paper Supplies LLC	Black Can Liners 10 x (Box of 100)	$433.60		7,536.77
08/15/2023	Bill	974025	No	Supreme Paper Supplies LLC	Large Latex Gloves 10 boxes	$45.17		7,581.94
09/05/2023	Bill	977289	No	Supreme Paper Supplies LLC	Latex Gloves - 10 boxes/100	$45.17		7,627.11
09/07/2023	Expenditure		No	Walmart	Duct Tape to tape tail light back on. WAL-MART #1224 PENSACOLA	$8.11		7,635.22

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					2445501324914100166866O; 05411; 7263MATTHEW NEWBERRY;			
09/11/2023	Expenditure		No	Garbo Grabber	500 Grabbers & 100 Trash Baggers GARBO GRABBER LLC GARBOGRAB 24492163251000025108348; 05734; 9164CHARLES BARE;	$8,001.85		15,637.07
09/15/2023	Expenditure		No	Amazon	Gate Openers for 300 W Leonard AMZN Mktp US*TX7714LH2 Amzn.com/ 24692163257108087975124; 05942; 9164CHARLES BARE;	$77.56		15,714.63
09/18/2023	Expenditure		No	Walmart	WM SUPERCENTER #3785 PENSACOLA 24445003259400210036171; 05411; 9164CHARLES BARE;	$26.88		15,741.51
09/27/2023	Expenditure		No	Walmart	water WAL-MART #4357 PENSACOLA 2422638327009100558413l; 05411; 7263MATTHEW NEWBERRY;	$21.44		15,762.95
09/29/2023	Bill	980109	No	Supreme Paper Supplies LLC	10 boxes of Black Canliners	$433.60		16,196.55
09/29/2023	Bill	980109	No	Supreme Paper Supplies LLC	Case of Large Latex Gloves	$45.17		16,241.72
09/30/2023	Journal Entry		Yes		to expense remaining inventory; In FY23 BOD decided to not to continue selling merchandise	$4,035.69		20,277.41
Total for Supplies & Materials						**$20,574.73**	**$297.32**	
Travel Expense								
05/04/2023	Expenditure		No	Sunbiz	Prepaid Tolls for Van. SUNPASS*ACC118475853 888-865-5 24431063123083365810378; 04784; 9164CHARLES BARE;	$12.00		12.00
05/05/2023	Expenditure		No	Sunbiz	Prepaid Tolls for Van. SUNPASS*ACC118475853 888-865-5 24431063124083365964901; 04784; 9164CHARLES BARE;	$10.00		22.00
Total for Travel Expense						**$22.00**		
Uniform Expense								
10/27/2022	Expenditure		No	4Imprint	14 Blue Employee Shirts	$333.73		333.73
11/18/2022	Expenditure		No	4Imprint	Blue Employee Shirts	$317.84		651.57
12/15/2022	Expenditure		No	4Imprint	Blue Employee Shirts	$432.75		1,084.32
01/31/2023	Expenditure		No	4Imprint	Blue Employee Shirts	$203.74		1,288.06
Total for Uniform Expense						**$1,288.06**		
Utilities Expense								
10/25/2022	Check	DM	No	Cox Communications		$65.54		65.54
11/25/2022	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 112522	$60.99		126.53
12/27/2022	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 122722	$60.99		187.52
01/25/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 012523	$60.99		248.51
02/27/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 022723	$60.99		309.50
03/20/2023	Bill	007080	No	YourTEK Professionals	VOIP Telephone	$75.35		384.85
03/24/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 032423	$60.99		445.84
04/25/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 042523	$60.99		506.83
05/22/2023	Expenditure		No	Cox Communications	Cox Communications High Speed Internet at previous location	$60.99		567.82
07/20/2023	Expenditure		No	Cox Communications	BANK DRAFT COX COMM PEN 072023	$121.98		689.80
08/04/2023	Bill		No	Cox Communications	Cox Monthly Bill for August	$60.99		750.79
09/04/2023	Bill		No	Cox Communications	Cox Monthly Bill for September	$60.99		811.78
Total for Utilities Expense						**$811.78**		
Volunteer Expenses								
01/17/2023	Expenditure		No	4Imprint	Green Volunteer Shirts; 165 units @ $6.29 per unit	$1,038.49		1,038.49
Total for Volunteer Expenses						**$1,038.49**		
Waste Disposal Expenses								
12/01/2022	Expenditure		No	Waste Management	INTERNET WASTE MANAGEMENT 120122	$2,854.99		2,854.99
12/02/2022	Check	50839	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050839	$472.60		3,327.59
12/30/2022	Check	50850	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050850	$48.66		3,376.25
01/11/2023	Check	2024	No	Waste Management	DDA CHECK 0000002024	$883.86		4,260.11
01/12/2023	Check	2023	No	Waste Management	DDA CHECK 0000002023	$45.73		4,305.84
02/02/2023	Check	50859	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050859	$38.60		4,344.44
02/09/2023	Expenditure		No	Waste Management	INTERNET WASTE MANAGEMENT 020923	$1,111.86		5,456.30
02/20/2023	Check	50867	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050867	$47.54		5,503.84
03/01/2023	Bill	Feb STMT	No	Escambia County Waste Services (vendor)	Account No #456	$186.97		5,690.81
03/15/2023	Expenditure	8408662-2643-3	No	Waste Management	Dumpster	$883.86		6,574.67
04/01/2023	Expenditure	8410643-2643-9	No	Waste Management	dumpster rental	$883.86		7,458.53
04/11/2023	Expenditure		No	Escambia County Waste Services (vendor)	March Waste Disposal Fees	$156.92		7,615.45
05/17/2023	Expenditure		No	Waste Management	INTERNET WASTE MANAGEMENT 051723	$1,221.86		8,837.31
05/24/2023	Bill	8414951-2643-2	No	Waste Management	June Bill for Waste Management dumpster	$116.57		8,953.88
05/26/2023	Check	50885	No	Escambia County Waste Services (vendor)	DDA CHECK 0000050885	$96.40		9,050.28
06/15/2023	Expenditure		No	Escambia County Waste Services (vendor)	May Waste Disposal Fee	$227.29		9,277.57

Keep Pensacola Beautiful, Inc.

General Ledger

October 2022 - September 2023

DATE	TRANSACTION TYPE	NUM	ADJ	NAME	MEMO/DESCRIPTION	DEBIT	CREDIT	BALANCE
06/24/2023	Bill		No	Waste Management	July Bill for Waste Management dumpster	$443.55		9,721.12
06/30/2023	Bill		No	Escambia County Waste Services (vendor)	June Landfill Charges	$209.24		9,930.36
07/31/2023	Bill		No	Escambia County Waste Services (vendor)	Perdido Landfill Public Ramp	$217.93		10,148.29
08/24/2023	Bill	8424096-2643-4	No	Waste Management	Dumpster Rental September 2023	$897.36		11,045.65
08/24/2023	Bill	8426113-2643-5	No	Waste Management	Dumpster Rental October 2023	$904.96		11,950.61
08/25/2023	Bill	8420150-2643-3	No	Waste Management	Dumpster Rental	$666.86		12,617.47
08/31/2023	Bill		No	Escambia County Waste Services (vendor)	Perdido Landfill Charges for August 2023	$52.27		12,669.74
09/30/2023	Bill		No	Escambia County Waste Services (vendor)	Perdido Landfill bill September 2023	$35.90		12,705.64
09/30/2023	Journal Entry		Yes		to expense deposit; transaction was prior to 2019	$750.00		13,455.64
Total for Waste Disposal Expenses						**$13,455.64**		
Gain/ Loss on Asset Sale								
11/25/2022	Journal Entry	Trade in Toyota	Yes		to record loss on disposal of 2008 Toyota Tundra	$5,383.93		-5,383.93
09/18/2023	Journal Entry	2020 Chevy Purchase	Yes		Trade in Value of 2014 Chevy (fully depreciated). Purchase of 2020 Chevrolet Silverado, KPB portion. Impact 100 paid the remainder.		$4,889.50	-494.43
Total for Gain/ Loss on Asset Sale						**$5,383.93**	**$4,889.50**	
Gain/ Loss on Investments								
03/25/2023	Journal Entry		Yes		Loss on investment per statement	$795.13		-795.13
Total for Gain/ Loss on Investments						**$795.13**		
Interest Income								
12/30/2022	Deposit		No	Hancock Whitney Bank	INT EARNED		$0.03	0.03
03/31/2023	Deposit		No	Hancock Whitney Bank	INT EARNED		$0.03	0.06
06/30/2023	Deposit		No	Hancock Whitney Bank	INT EARNED		$0.03	0.09
09/29/2023	Deposit		No		INT EARNED		$0.03	0.12
Total for Interest Income							**$0.12**	
Other Income								
01/03/2023	Credit Card Credit		No	The First Credit Card	SPEND AND GET STMT CREDIT JABOYC1 3003134730; 05999; 3796SIGRID SOLGARD;		$25.00	25.00
Total for Other Income							**$25.00**	
Refunds								
11/23/2022	Credit Card Credit		No	Samsara	Refunded August 2022 purchase		$1,137.24	1,137.24
05/17/2023	Credit Card Credit		No	Intuit	Refund of annual fee for desktop version of Quickbooks		$799.00	1,936.24
05/24/2023	Credit Card Credit		No	WebFlow Software	Refund of unnecessary group management WEBFLOW.COM HTTPSWEBFL 24492163144000007706052; 07372; 9164CHARLES BARE;		$28.00	1,964.24
Total for Refunds							**$1,964.24**	
Not Specified								
11/28/2022	Payment		No	Impact 100		$0.00		0.00
08/31/2023	Payment		No	The Beacon		$0.00		0.00
Total for Not Specified						**$0.00**		

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning 10/1/2023 **, and ending** 9/30/2024

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☐ Amended return
- ☐ Application pending

C Name of organization: Keep Pensacola Beautiful Inc
Doing business as:
Number and street (or P.O. box if mail is not delivered to street address): PO Box 10278
Room/suite:
City or town: Pensacola
State: FL
ZIP code: 32524
Foreign country name / Foreign province/state/county / Foreign postal code:

D Employer identification number: 59-1863230

E Telephone number: (850) 438-1178

G Gross receipts $: 344,663

F Name and address of principal officer: Charles Bare 3500 Barrancas Ave, Pensacola, FL 32507

H(a) Is this a group return for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions

H(c) Group exemption number:

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) ((insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.keeppensacolabeautiful.org

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1979

M State of legal domicile: FL

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: The mission of Keep Pensacola Beautiful Inc is to work strategically with community partners to educate and advocate, implementing programs that advance the environmental quality and beauty of our community.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)	3	11
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	11
5 Total number of individuals employed in calendar year 2023 (Part V, line 2a)	5	25
6 Total number of volunteers (estimate if necessary)	6	1,520
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	1,284
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	178,221	70,403
9 Program service revenue (Part VIII, line 2g)	312,102	272,955
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	-644	0
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	1,989	1,305
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	491,668	344,663

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	0	201,111
16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b Total fundraising expenses (Part IX, column (D), line 25) 38,108		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	0	138,144
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	0	339,255
19 Revenue less expenses. Subtract line 18 from line 12	491,668	5,408

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	217,165	221,217
21 Total liabilities (Part X, line 26)	13,382	12,026
22 Net assets or fund balances. Subtract line 21 from line 20	203,783	209,191

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: Charles Bare, CEO — Date:
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Scott Hamilton		12/20/2024		P01206784

Firm's name: Scott G. Hamilton, CPA, PA — Firm's EIN: 59-3683297
Firm's address: 900 E Avery Street, Pensacola, FL 32503 — Phone no.: (850) 429-1205

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Form **990** (2023)

HTA

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Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III X

1 Briefly describe the organization's mission:
The mission of Keep Pensacola Beautiful Inc is to work strategically with community partners to educate and advocate, implementing programs that advance the environmental quality and beauty of our community, today and for future generations.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ Yes ☒ No
If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ Yes ☒ No
If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses $ 137,359 including grants of $) (Revenue $ 169,870)
Park clean-up and litter barrel maintenance for Escambia County.

4b (Code:) (Expenses $ 88,319 including grants of $) (Revenue $ 88,319)
Roadside litter cleanup for Escambia County. Administration of community services work program and Adopt-a-Spot program.

4c (Code:) (Expenses $ 11,855 including grants of $) (Revenue $ 14,661)
The Clean Team. Cleanup for community events.

4d Other program services (Describe on Schedule O.)
(Expenses $ 89 including grants of $ 0) (Revenue $ 105)

4e Total program service expenses 237,622

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Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	X	
2	Is the organization required to complete *Schedule B, Schedule of Contributors*? See instructions	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		X
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? *If "Yes," complete Schedule C, Part III*	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? *If "Yes," complete Schedule D, Part VI*	11a	X	
b	Did the organization report an amount for investments—other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII*	11b	X	
c	Did the organization report an amount for investments—program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII*	11c		X
d	Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X*	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI and XII*	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional*	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Parts I and IV*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or other assistance to or for any foreign organization? *If "Yes," complete Schedule F, Parts II and IV*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or other assistance to or for foreign individuals? *If "Yes," complete Schedule F, Parts III and IV*	16		X
17	Did the organization report a total of more than $15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I.* See instructions.	17		X
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20a	Did the organization operate one or more hospital facilities? *If "Yes," complete Schedule H*	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than $5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		X

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Part IV Checklist of Required Schedules *(continued)*

			Yes	No
22	Did the organization report more than $5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23		X
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		X
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		X
26	Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? *If "Yes," complete Schedule L, Part III*	27		X
28	Was the organization a party to a business transaction with one of the following parties? (See the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions).			
a	A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		X
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in noncash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1*	34		X
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		X
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		X
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? **Note:** All Form 990 filers are required to complete Schedule O	38	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

				Yes	No
1a	Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable	1a	2		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		X	

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Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

				Yes	No
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	25		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No" to line 3b, provide an explanation on Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country ---------- See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c			
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h			
8	**Sponsoring organizations maintaining donor advised funds.** Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8			
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?	9a			
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter:				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter:				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**				
a	Is the organization licensed to issue qualified health plans in more than one state? **Note:** See the instructions for additional information the organization must report on Schedule O.	13a			
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b			
c	Enter the amount of reserves on hand	13c			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a			X
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation on Schedule O*	14b			
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see the instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
17	**Section 501(c)(21) organizations.** Did the trust, or any disqualified or other person, engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? If "Yes," complete Form 6069.	17			

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Part VI **Governance, Management, and Disclosure** *For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.*
Check if Schedule O contains a response or note to any line in this Part VI X

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	11		
b	Enter the number of voting members included on line 1a, above, who are independent	1b	11		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3			X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4			X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5			X
6	Did the organization have members or stockholders?	6			X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a			X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b			X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a	The governing body?	8a		X	
b	Each committee with authority to act on behalf of the governing body?	8b		X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses on Schedule O*	9			X

Section B. Policies *(This Section B requests information about policies not required by the Internal Revenue Code.)*

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? .	11a	X	
b	Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe on Schedule O how this was done*	12c	X	
13	Did the organization have a written whistleblower policy?	13	X	
14	Did the organization have a written document retention and destruction policy?	14		X
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official.	15a	X	
b	Other officers or key employees of the organization	15b	X	
	If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

[X] Own website [X] Another's website [X] Upon request [ ] Other *(explain on Schedule O)*

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records

Alexis Allen (850) 438-1178

3500 Barrancas Ave, Pensacola, FL 32507

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII . . . . . ☐

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than $100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☒ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Alesia Macklin	1.00									
President	0.00	X		X				0	0	
(2) Crystal Wilson	1.00									
Vice President	0.00	X		X				0	0	
(3) Alexis Allen	1.00									
Treasurer	0.00	X		X				0	0	
(4) Caia Bridgeford	1.00									
Director	0.00	X						0	0	
(5) Keely Ferrara	1.00									
Director	0.00	X						0	0	
(6) Fred Gunther	1.00									
Director	0.00	X						0	0	
(7) Rebbeca Radd	1.00									
Director	0.00	X						0	0	
(8) Logan Sliva	1.00									
Director	0.00	X						0	0	
(9) Adrienne Wright	1.00									
Director	0.00	X						0	0	
(10) Rachel Velasquez	1.00									
Director	0.00	X						0	0	
(11) Rickie Smith	1.00									
Secretary	0.00	X		X				0	0	
(12)										
(13)										
(14)										

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Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** *(continued)*

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15)										
(16)										
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b **Subtotal**								0	0	0
c **Total from continuation sheets to Part VII, Section A**								0	0	0
d **Total (add lines 1b and 1c)**								0	0	0

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization 0

		Yes	No
3	Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*		X
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*		X
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
		0
		0
		0
		0
		0

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization 0

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Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII. ☐

					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512–514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a	0				
	b	Membership dues	1b	0				
	c	Fundraising events	1c	0				
	d	Related organizations	1d	0				
	e	Government grants (contributions)	1e	19,093				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	51,310				
	g	Noncash contributions included in lines 1a–1f	1g	$ 3,500				
	h	**Total.** Add lines 1a–1f			70,403			
				Business Code				
Program Service Revenue	2a	Clean Team		562000	14,661	14,661		
	b	Community Service Registration		562000	105	105		
	c	Escambia Co Parks & Rec		562000	169,870	169,870		
	d	Escambia County Allocation		562000	88,319	88,319		
	e				0			
	f	All other program service revenue			0			
	g	**Total.** Add lines 2a–2f			272,955			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)			0			
	4	Income from investment of tax-exempt bond proceeds			0			
	5	Royalties			0			
				(i) Real / (ii) Personal				
	6a	Gross rents	6a					
	b	Less: rental expenses	6b					
	c	Rental income or (loss)	6c	0 / 0				
	d	Net rental income or (loss)			0			
				(i) Securities / (ii) Other				
	7a	Gross amount from sales of assets other than inventory	7a	0 / 0				
	b	Less: cost or other basis and sales expenses	7b	0 / 0				
	c	Gain or (loss)	7c	0 / 0				
	d	Net gain or (loss)			0			
	8a	Gross income from fundraising events (not including $ 0 of contributions reported on line 1c). See Part IV, line 18	8a	0				
	b	Less: direct expenses	8b	0				
	c	Net income or (loss) from fundraising events			0			
	9a	Gross income from gaming activities. See Part IV, line 19	9a	0				
	b	Less: direct expenses	9b	0				
	c	Net income or (loss) from gaming activities			0			
	10a	Gross sales of inventory, less returns and allowances	10a	0				
	b	Less: cost of goods sold	10b	0				
	c	Net income or (loss) from sales of inventory			0			
				Business Code				
Miscellaneous Revenue	11a	Miscellaneous income		561499	1,305	21	1,284	
	b				0			
	c				0			
	d	All other revenue			0			
	e	**Total.** Add lines 11a–11d			1,305			
	12	**Total revenue.** See instructions			344,663	272,976	1,284	0

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX . . . . . ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	0			
2 Grants and other assistance to domestic individuals. See Part IV, line 22	0			
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	0			
4 Benefits paid to or for members	0			
5 Compensation of current officers, directors, trustees, and key employees	62,481	11,591	19,084	31,806
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0			
7 Other salaries and wages	123,060	96,617	26,443	
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	0			
9 Other employee benefits	0			
10 Payroll taxes	15,570	9,421	3,696	2,453
11 Fees for services (nonemployees):				
a Management	0			
b Legal	0			
c Accounting	1,200		1,200	
d Lobbying	0			
e Professional fundraising services. See Part IV, line 17	0			
f Investment management fees	0			
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	0		0	
12 Advertising and promotion	1,132	390	309	433
13 Office expenses	1,304	1,160	144	
14 Information technology	12,058	1,172	10,886	
15 Royalties	0			
16 Occupancy	13,524	13,126	398	
17 Travel	959	959		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials	0			
19 Conferences, conventions, and meetings	0			
20 Interest	0			
21 Payments to affiliates	0			
22 Depreciation, depletion, and amortization	29,106	29,106	0	0
23 Insurance	26,847	26,211	636	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a Automotive expenses	11,777	11,777	0	0
b Waste disposal fees	11,532	11,532	0	0
c Dues and subscriptions	500	440	60	
d Supplies	22,110	18,739		3,371
e All other expenses	6,095	5,381	669	45
25 **Total functional expenses.** Add lines 1 through 24e	339,255	237,622	63,525	38,108
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

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Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X . . . . . ☐

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing	56,235	1	85,035
	2	Savings and temporary cash investments	3,306	2	
	3	Pledges and grants receivable, net	0	3	0
	4	Accounts receivable, net	21,248	4	27,354
	5	Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)	0	6	
	7	Notes and loans receivable, net	0	7	0
	8	Inventories for sale or use	0	8	
	9	Prepaid expenses and deferred charges	832	9	1,390
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 157,150			
	b	Less: accumulated depreciation — 10b: 63,769	122,487	10c	93,381
	11	Investments—publicly traded securities	0	11	0
	12	Investments—other securities. See Part IV, line 11	13,057	12	13,057
	13	Investments—program-related. See Part IV, line 11	0	13	0
	14	Intangible assets	0	14	0
	15	Other assets. See Part IV, line 11	0	15	1,000
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	217,165	16	221,217
Liabilities	17	Accounts payable and accrued expenses	3,713	17	590
	18	Grants payable	0	18	
	19	Deferred revenue	0	19	
	20	Tax-exempt bond liabilities	0	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D	0	21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	0	22	
	23	Secured mortgages and notes payable to unrelated third parties	0	23	0
	24	Unsecured notes and loans payable to unrelated third parties	0	24	0
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D	9,669	25	11,436
	26	**Total liabilities.** Add lines 17 through 25	13,382	26	12,026
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here** ☒ **and complete lines 27, 28, 32, and 33.**			
	27	Net assets without donor restrictions	203,783	27	209,191
	28	Net assets with donor restrictions	0	28	
		Organizations that do not follow FASB ASC 958, check here ☐ **and complete lines 29 through 33.**			
	29	Capital stock or trust principal, or current funds	0	29	
	30	Paid-in or capital surplus, or land, building, or equipment fund	0	30	
	31	Retained earnings, endowment, accumulated income, or other funds	0	31	
	32	Total net assets or fund balances	203,783	32	209,191
	33	Total liabilities and net assets/fund balances	217,165	33	221,217

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Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI . . . . . ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	344,663
2	Total expenses (must equal Part IX, column (A), line 25)	2	339,255
3	Revenue less expenses. Subtract line 2 from line 1	3	5,408
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	203,783
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	209,191

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII . . . . . ☐

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b		X
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both. ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2c		
	If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a		X
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b		

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Form **4562**

Department of the Treasury
Internal Revenue Service

Depreciation and Amortization
(Including Information on Listed Property)

Attach to your tax return.
Go to *www.irs.gov/Form4562* for instructions and the latest information.

OMB No. 1545-0172
2023
Attachment Sequence No. **179**

Name(s) shown on return	Business or activity to which this form relates	**Identifying number**
Keep Pensacola Beautiful Inc	990	59-1863230

Part I Election To Expense Certain Property Under Section 179

Note: If you have any listed property, complete Part V before you complete Part I.

1	Maximum amount (see instructions)	1	
2	Total cost of section 179 property placed in service (see instructions)	2	
3	Threshold cost of section 179 property before reduction in limitation (see instructions)	3	
4	Reduction in limitation. Subtract line 3 from line 2. If zero or less, enter -0-	4	0
5	Dollar limitation for tax year. Subtract line 4 from line 1. If zero or less, enter -0-. If married filing separately, see instructions	5	0

6	(a) Description of property	(b) Cost (business use only)	(c) Elected cost

7	Listed property. Enter the amount from line 29	7	
8	Total elected cost of section 179 property. Add amounts in column (c), lines 6 and 7	8	0
9	Tentative deduction. Enter the **smaller** of line 5 or line 8	9	0
10	Carryover of disallowed deduction from line 13 of your 2022 Form 4562.	10	
11	Business income limitation. Enter the smaller of business income (not less than zero) or line 5. See instructions	11	
12	Section 179 expense deduction. Add lines 9 and 10, but don't enter more than line 11	12	0
13	Carryover of disallowed deduction to 2024. Add lines 9 and 10, less line 12	13	0

Note: Don't use Part II or Part III below for listed property. Instead, use Part V.

Part II Special Depreciation Allowance and Other Depreciation (**Don't** include listed property. See instructions.)

14	Special depreciation allowance for qualified property (other than listed property) placed in service during the tax year. See instructions	14	
15	Property subject to section 168(f)(1) election	15	
16	Other depreciation (including ACRS)	16	

Part III MACRS Depreciation (**Don't** include listed property. See instructions.)

Section A

17	MACRS deductions for assets placed in service in tax years beginning before 2023	17	29,106
18	If you are electing to group any assets placed in service during the tax year into one or more general asset accounts, check here ☐		

Section B - Assets Placed in Service During 2023 Tax Year Using the General Depreciation System

	(a) Classification of property	(b) Month and year placed in service	(c) Basis for depreciation (business/investment use only—see instructions)	(d) Recovery period	(e) Convention	(f) Method	(g) Depreciation deduction
19 a	3-year property						
b	5-year property						
c	7-year property						
d	10-year property						
e	15-year property						
f	20-year property						
g	25-year property			25 yrs.		S/L	
h	Residential rental property			27.5 yrs.	MM	S/L	
				27.5 yrs.	MM	S/L	
i	Nonresidential real property			39 yrs.	MM	S/L	
					MM	S/L	

Section C - Assets Placed in Service During 2023 Tax Year Using the Alternative Depreciation System

20 a	Class life					S/L	
b	12-year			12 yrs.		S/L	
c	30-year			30 yrs.	MM	S/L	
d	40-year			40 yrs.	MM	S/L	

Part IV Summary (See instructions.)

21	Listed property. Enter amount from line 28	21	
22	**Total.** Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21. Enter here and on the appropriate lines of your return. Partnerships and S corporations—see instructions	22	29,106
23	For assets shown above and placed in service during the current year, enter the portion of the basis attributable to section 263A costs	23	

SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	Employer identification number
Keep Pensacola Beautiful Inc	59-1863230

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)

9 ☐ An agricultural research organization described in section **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____

10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations 0

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1–10 above (see instructions))	(iv) Is the organization listed in your governing document? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
(A)						
(B)						
(C)						
(D)						
(E)						
Total					0	0

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Part II **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	27,250	114,313	52,787	164,244	70,403	428,997
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0
4 **Total.** Add lines 1 through 3	27,250	114,313	52,787	164,244	70,403	428,997
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						143,045
6 **Public support.** Subtract line 5 from line 4						285,952

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
7 Amounts from line 4	27,250	114,313	52,787	164,244	70,403	428,997
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
11 **Total support.** Add lines 7 through 10						428,997

12 Gross receipts from related activities, etc. (see instructions) . . . **12**

13 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . ☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2023 (line 6, column (f), divided by line 11, column (f))	**14**	66.66%
15 Public support percentage from 2022 Schedule A, Part II, line 14	**15**	75.78%

16a **33 1/3% support test—2023.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . ☒

b **33 1/3% support test—2022.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . ☐

17a **10%-facts-and-circumstances test—2023.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . ☐

b **10%-facts-and-circumstances test—2022.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and **stop here**. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . ☐

18 **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . ☐

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Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						0
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						0
3 Gross receipts from activities that are not an unrelated trade or business under section 513						0
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0
5 The value of services or facilities furnished by a governmental unit to the organization without charge						0
6 **Total.** Add lines 1 through 5	0	0	0	0	0	0
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						0
c Add lines 7a and 7b	0	0	0	0	0	0
8 **Public support** (Subtract line 7c from line 6.)						0

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9 Amounts from line 6	0	0	0	0	0	0
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						0
c Add lines 10a and 10b	0	0	0	0	0	0
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						0
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	0	0	0	0	0	0

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ☐

Section C. Computation of Public Support Percentage

15 Public support percentage for 2023 (line 8, column (f), divided by line 13, column (f))	15	0.00%
16 Public support percentage from 2022 Schedule A, Part III, line 15	16	0.00%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2023** (line 10c, column (f), divided by line 13, column (f))	17	0.00%
18 Investment income percentage from **2022** Schedule A, Part III, line 17	18	0.00%

19a **33 1/3% support tests—2023.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

b **33 1/3% support tests—2022.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

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Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

			Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? *If "No," describe in* ***Part VI*** *how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? *If "Yes," describe in* ***Part VI*** *when and how the organization made the determination.*	3b		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? *If "Yes," explain in* ***Part VI*** *what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? *If "Yes," describe in* ***Part VI*** *how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.*	4b		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? *If "Yes," explain in* ***Part VI*** *what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in* ***Part VI****, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).*	5a		
b	**Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in* ***Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990).*	7		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? *If "Yes," complete Part I of Schedule L (Form 990).*	8		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? *If "Yes," provide detail in* ***Part VI****.*	9a		
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in* ***Part VI.***	9b		
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? *If "Yes," provide detail in* ***Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
b	Did the organization have any excess business holdings in the tax year? *(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)*	10b		

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Part IV Supporting Organizations *(continued)*

			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
a	A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a		
b	A family member of a person described on line 11a above?	11b		
c	A 35% controlled entity of a person described on line 11a or 11b above? *If "Yes" to line 11a, 11b, or 11c, provide detail in* ***Part VI.***	11c		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? *If "No," describe in* ***Part VI*** *how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.*	1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? *If "Yes," explain in* ***Part VI*** *how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.*	2		

Section C. Type II Supporting Organizations

			Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? *If "No," describe in* ***Part VI*** *how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).*	1		

Section D. All Type III Supporting Organizations

			Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s), or (ii) serving on the governing body of a supported organization? *If "No," explain in* ***Part VI*** *how the organization maintained a close and continuous working relationship with the supported organization(s).*	2		
3	By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? *If "Yes," describe in* ***Part VI*** *the role the organization's supported organizations played in this regard.*	3		

Section E. Type III Functionally Integrated Supporting Organizations

1 *Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (***see instructions***).*

a ☐ The organization satisfied the Activities Test. *Complete* ***line 2*** *below.*

b ☐ The organization is the parent of each of its supported organizations. *Complete* ***line 3*** *below.*

c ☐ The organization supported a governmental entity. *Describe in Part VI how you supported a governmental entity (see instructions).*

			Yes	No
2	Activities Test. ***Answer lines 2a and 2b below.***			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? *If "Yes," then in* ***Part VI identify those supported organizations and explain*** *how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.*	2a		
b	Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? *If "Yes," explain in* ***Part VI*** *the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.*	2b		
3	Parent of Supported Organizations. ***Answer lines 3a and 3b below.***			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? *If "Yes" or "No," provide details in* ***Part VI.***	3a		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? *If "Yes," describe in* ***Part VI*** *the role played by the organization in this regard.*	3b		

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 *(explain in **Part VI**)*. **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1 Net short-term capital gain	**1**		
2 Recoveries of prior-year distributions	**2**		
3 Other gross income (see instructions)	**3**		
4 Add lines 1 through 3.	**4**	0	0
5 Depreciation and depletion	**5**		
6 Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	**6**		
7 Other expenses (see instructions)	**7**		
8 **Adjusted Net Income** (subtract lines 5, 6, and 7 from line 4)	**8**	0	0

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	**1a**		
b Average monthly cash balances	**1b**		
c Fair market value of other non-exempt-use assets	**1c**		
d **Total** (add lines 1a, 1b, and 1c)	**1d**	0	0
e **Discount** claimed for blockage or other factors *(explain in detail in **Part VI**)*:			
2 Acquisition indebtedness applicable to non-exempt-use assets	**2**		
3 Subtract line 2 from line 1d.	**3**	0	0
4 Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	**4**	0	0
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	**5**	0	0
6 Multiply line 5 by 0.035.	**6**	0	0
7 Recoveries of prior-year distributions	**7**	0	0
8 **Minimum Asset Amount** (add line 7 to line 6)	**8**	0	0

Section C - Distributable Amount		Current Year
1 Adjusted net income for prior year (from Section A, line 8, column A)	**1**	0
2 Enter 0.85 of line 1.	**2**	0
3 Minimum asset amount for prior year (from Section B, line 8, column A)	**3**	0
4 Enter greater of line 2 or line 3.	**4**	0
5 Income tax imposed in prior year	**5**	
6 **Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	**6**	0

7 ☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

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Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

Section D - Distributions			**Current Year**
1	Amounts paid to supported organizations to accomplish exempt purposes	1	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4	Amounts paid to acquire exempt-use assets	4	
5	Qualified set-aside amounts (prior IRS approval required—*provide details in* ***Part VI***)	5	
6	Other distributions (*describe in* ***Part VI***). See instructions.	6	
7	**Total annual distributions.** Add lines 1 through 6.	7	0
8	Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions.	8	
9	Distributable amount for 2023 from Section C, line 6	9	0
10	Line 8 amount divided by line 9 amount	10	0.000

	Section E - Distribution Allocations (see instructions)	**(i) Excess Distributions**	**(ii) Underdistributions Pre-2023**	**(iii) Distributable Amount for 2023**
1	Distributable amount for 2023 from Section C, line 6			0
2	Underdistributions, if any, for years prior to 2023 (reasonable cause required—*explain in* ***Part VI***). See instructions.			
3	Excess distributions carryover, if any, to 2023			
a	From 2018			
b	From 2019			
c	From 2020			
d	From 2021			
e	From 2022			
f	**Total** of lines 3a through 3e	0		
g	Applied to underdistributions of prior years		0	
h	Applied to 2023 distributable amount			0
i	Carryover from 2018 not applied (see instructions)			
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.	0		
4	Distributions for 2023 from Section D, line 7: $ 0			
a	Applied to underdistributions of prior years		0	
b	Applied to 2023 distributable amount			0
c	Remainder. Subtract lines 4a and 4b from line 4.	0		
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, *explain in* ***Part VI***. See instructions.		0	
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* ***Part VI.*** See instructions.			0
7	**Excess distributions carryover to 2024.** Add lines 3j and 4c.	0		
8	Breakdown of line 7:			
a	Excess from 2019 0			
b	Excess from 2020 0			
c	Excess from 2021 0			
d	Excess from 2022 0			
e	Excess from 2023 0			

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Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

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Schedule B (Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Attach to Form 990, 990-EZ, or 990-PF.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Name of the organization	**Employer identification number**
Keep Pensacola Beautiful Inc	59-1863230

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	[X] 501(c)(3) (enter number) organization
	[ ] 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	[ ] 527 political organization
Form 990-PF	[ ] 501(c)(3) exempt private foundation
	[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation
	[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[X] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3 % support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year . . . . . $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

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Name of organization	Employer identification number
Keep Pensacola Beautiful Inc	59-1863230

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	Cox Communications 3405 McLemore Drive Pensacola FL 32514 Foreign State or Province: Foreign Country:	$ 10,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2	FL Department of Transportation 605 Suwannee Street, MS 57 Tallahassee FL 32399 Foreign State or Province: Foreign Country:	$ 14,993	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3	The Benevity Community Impact Fund No 700, 611 Meredith Road NE Foreign State or Province: Calgary Foreign Country: Canada	$ 9,555	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4	Ron Jon Worldwide Inc 3850 S Banana River Blvd Cocoa Beach FL 32931 Foreign State or Province: Foreign Country:	$ 6,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5	Florida Power and Light Company 1 Energy Place Pensacola FL 32520 Foreign State or Province: Foreign Country:	$ 5,500	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6	Surfing Evolution and Preservation Co 3850 S Banana River Blvd Cocoa Beach FL 32931 Foreign State or Province: Foreign Country:	$ 5,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

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Name of organization: Keep Pensacola Beautiful Inc

Employer identification number: 59-1863230

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	Keep America Beautiful 1010 Washington Blvd Stamford CT 06901 Foreign State or Province: Foreign Country:	$ 6,000	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
	Foreign State or Province: Foreign Country:	$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Electronic Filing Only

Name of organization: Keep Pensacola Beautiful Inc

Employer identification number: 59-1863230

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

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Name of organization
Keep Pensacola Beautiful Inc

Employer identification number
59-1863230

Part III ***Exclusively*** **religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of *exclusively* religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this information once. See instructions.) $ 0

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee
For. Prov. Country	

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SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
Attach to Form 990.
Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization

Keep Pensacola Beautiful Inc

Employer identification number

59-1863230

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (for example, recreation or education) ☐ Preservation of a historically important land area
☐ Protection of natural habitat ☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

		Held at the End of the Tax Year
a	Total number of conservation easements	2a
b	Total acreage restricted by conservation easements	2b
c	Number of conservation easements on a certified historic structure included on line 2a	2c
d	Number of conservation easements included on line 2c acquired after July 25, 2006, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4 Number of states where property subject to conservation easement is located

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8 Does each conservation easement reported on line 2d above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items.

(i) Revenue included on Form 990, Part VIII, line 1 $

(ii) Assets included in Form 990, Part X $

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items.

a Revenue included on Form 990, Part VIII, line 1 $

b Assets included in Form 990, Part X $

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Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply).

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange program
- e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian, or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table.

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	0

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☒ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance	0	0	0	0	0

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment ____ %
- b Permanent endowment ____ %
- c Term endowment ____ %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)		
(ii) Related organizations	3a(ii)		
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land	0	0		0
b Buildings	0	0	0	0
c Leasehold improvements	0	0	0	0
d Equipment	0	157,150	63,769	93,381
e Other	0	0	0	0
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, line 10c, column (B))*				93,381

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Part VII Investments—Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives	0	
(2) Closely held equity interests	0	
(3) Other Annuities	13,057	C
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. *(Column (b) must equal Form 990, Part X, line 12, col. (B))*	13,057	

Part VIII Investments—Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. *(Column (b) must equal Form 990, Part X, line 13, col. (B))*	0	

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 15, col. (B))*	0

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	0
(2) Credit Card	11,436
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, line 25, col. (B))*	11,436

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ☐

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Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	0
3	Subtract line **2e** from line **1**			3	0
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	0

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d			
e	Add lines **2a** through **2d**			2e	0
3	Subtract line **2e** from line **1**			3	0
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	0

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

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Part XIII Supplemental Information *(continued)*

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SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.
Attach to Form 990 or Form 990-EZ.
Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Name of the organization	**Employer identification number**
Keep Pensacola Beautiful Inc	59-1863230

Form 990, Part III, Line 4d: Program Service Expenses: 89, Grants and allocations: 0,

Revenue: 105 Other program expenses

Form 990, Part VI, Line 11: Form 990 is reviewed by the finance committee and presented to the board of directors for final review.

Form 990, Part VI, Line 12c: The executive director completes a conflict of interest form and submits it to the board of directors to review and determine the action to be taken. The conflict of interest policy is reviewed annually by the board of directors and changes are reported immediately to all responsible parties.

Form 990, Part VI, Line 15a: The executive committee meets to discuss and determine the compensation for the executive director. The compensation is then presented to the board for approval.

Form 990, Part VI, Line 15b: N/A

Form 990, Part VI, Line 19: The 990 is available on the organization's website and other various sites.

Electronic Filing Only

Name of the organization	Employer identification number
Keep Pensacola Beautiful Inc	59-1863230

Electronic Filing Only

Summary of Unadjusted Basis of Qualified Property (4562)

9/30/2024

Summary of Qualified Property by Activity

	Activity	Unadjusted Cost or Basis
1	990	154,002

Detail of Qualified Property

	Activity	Asset Description	Date In Service	Recovery Period	Years in Service	Total Cost or Basis	Business/Time Use Percent	Unadjusted Cost or Basis
2	990	UTV	7/9/2019	7.0	6	15,300	100.00%	15,300
3	990	UTV Polaris	5/10/2021	7.0	4	11,068	100.00%	11,068
4	990	Surface Book 3	10/20/2020	5.0	4	2,257	100.00%	2,257
5	990	Trailer	7/2/2015	7.0	10	938	100.00%	938
6	990	2020 Ram 1500	11/25/2022	5.0	2	52,843	100.00%	52,843
7	990	2022 Ram Promaster VA	11/25/2022	5.0	2	36,706	100.00%	36,706
8	990	2020 Chevrolet Silver	9/18/2023	5.0	2	34,890	100.00%	34,890

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Elections

Election to NOT claim first-year special depreciation - 3 Year Property

Pursuant to IRC Section 168(k)(2)(D)(iii), the Taxpayer elects out of first-year special depreciation for all 3-Year depreciable property placed in service during the current tax year.

Election to NOT claim first-year special depreciation - 5 Year Property

Pursuant to IRC Section 168(k)(2)(D)(iii), the Taxpayer elects out of first-year special depreciation for all 5-Year depreciable property placed in service during the current tax year.

Election to NOT claim first-year special depreciation - 7 Year Property

Pursuant to IRC Section 168(k)(2)(D)(iii), the Taxpayer elects out of first-year special depreciation for all 7-Year depreciable property placed in service during the current tax year.

Election to NOT claim first-year special depreciation - 10 Year Property

Pursuant to IRC Section 168(k)(2)(D)(iii), the Taxpayer elects out of first-year special depreciation for all 10-Year depreciable property placed in service during the current tax year.

Election to NOT claim first-year special depreciation - 15 Year Property

Pursuant to IRC Section 168(k)(2)(D)(iii), the Taxpayer elects out of first-year special depreciation for all 15-Year depreciable property placed in service during the current tax year.

Election to NOT claim first-year special depreciation - 20 Year Property

Pursuant to IRC Section 168(k)(2)(D)(iii), the Taxpayer elects out of first-year special depreciation for all 20-Year depreciable property placed in service during the current tax year.

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