## MID-ATLANTIC OFF-ROAD ENTHUSIASTS, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021



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## Independent Accountant's Review Report

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#### Independent Accountant's Review Report

To the Board of Directors **Mid-Atlantic Off-Road Enthusiasts, Inc.** Fairfax, VA

We have reviewed the accompanying financial statements of the **Mid-Atlantic Off-Road Enthusiasts, Inc.** (a nonprofit organization), which comprise the statements of financial position as of December 31, 2022 and 2021, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of entity management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

#### Management's Responsibility for the Financial Statements

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

#### Accountant's Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of **Mid-Atlantic Off-Road Enthusiasts**, **Inc.** and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

#### Accountant's Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Kositzka, wicks and company

Alexandria, Virginia March 15, 2023

#### **Statements of Financial Position** December 31

December 31,		2021		
Assets				
Current assets				
Cash and cash equivalents	\$	664,258	\$ 554,127	
Contributions and grants receivable		26,107	36,739	
Prepaid expenses		-	 500	
Total assets	\$	690,365	\$ 591,366	
Liabilities and net assets				
Current liabilities				
Accrued expenses	\$	9,590	\$ 1,564	
Total liabilities		9,590	 1,564	
Net assets				
Without donor restrictions		311,925	294,065	
Without donor restrictions - board designated		48,133	40,633	
With donor restrictions		320,717	255,104	
Total net assets		680,775	589,802	
Total liabilities and net assets	\$	690,365	\$ 591,366	

# Statement of Activities for the year ended December 31, 2022

	Without donor restrictions			Vith donor	 Total
Support and revenue					
Contributions and grants	\$	4,593	\$	225,552	\$ 230,145
Membership dues		81,830		-	81,830
Riding events and activities		25,664		-	25,664
MoCo Epic revenue, net direct benefits of \$41,682		61,086		-	61,086
MORE store		1,322		-	1,322
Interest income		3,221		-	3,221
Net assets released from restrictions		159,939		(159,939)	-
Total support and revenue		337,655		65,613	403,268
Expenses					
Program services					
Off-Road activities		55,272		-	55,272
Trail building and maintenance		242,099		-	242,099
Ũ		297,371		-	 297,371
Supporting services					
Administrative		7,491		-	7,491
Fundraising		7,433		-	7,433
Total expenses		312,295		-	 312,295
Change in net assets		25,360		65,613	90,973
Net assets, beginning of year		334,698		255,104	589,802
Net assets, end of year	\$	360,058	\$	320,717	\$ 680,775

# Statement of Activities for the year ended December 31, 2021

		nout donor strictions	-	Vith donor		Total
Support and revenue						
Contributions and grants	\$	63,036	\$	236,355	\$	299,391
Membership dues		79,194		-		79,194
Riding events and activities		5,430		-		5,430
SBA Paycheck Protection Program forgiveness		20,830		-		20,830
MoCo Epic revenue, net direct benefits of \$50,956		57,469		-		57,469
MORE store		3,072		-		3,072
Interest income		549		-		549
Net assets released from restrictions		174,220		(174,220)		-
Total support and revenue		403,800		62,135		465,935
Expenses						
Program services						
Off-Road activities		32,061		-		32,061
Trail building and maintenance		267,460		-		267,460
5		299,521		-		299,521
Supporting services		,				,
Administrative		6,860		-		6,860
Fundraising		5,670		-		5,670
Total expenses		312,051		-		312,051
Change in net assets		91,749		62,135		153,884
Net assets, beginning of year		242.949		192,969		435,918
Net assets, end of year	\$	334,698	\$	255,104	\$	589,802
	Ψ	504,000	Ψ	200,104	Ψ	000,002

#### Statement of Functional Expenses for the year ended December 31, 2022

	 Program	servi	ces	Supporting services								
	ff-Road ctivities		ail building and aintenance		al program xpenses	Adm	inistrative	Fu	undraising	ect benefit donors	Tota	al expenses
Administrative expenses	\$ -	\$	-	\$	-	\$	829	\$	-	\$ -	\$	829
Advertising	-		5,212		5,212		-		-	-		5,212
Bank fees	-		-		-		1,707		-	-		1,707
Direct benefit to donors	-		-		-		-		-	41,682		41,682
Donations	-		500		500		-		-	-		500
Events	25,272		-		25,272		-		-	-		25,272
Information technology	-		5,663		5,663		-		-	-		5,663
Insurance	-		5,924		5,924		-		-	-		5,924
MORE store expenses	-		1,480		1,480		-		-	-		1,480
Program expenses	-		20,253		20,253		-		-	-		20,253
Rental expenses	-		382		382		-		-	-		382
Staff costs	30,000		37,166		67,166		4,955		7,433	-		79,554
Supplies	-		5,048		5,048		-		-	-		5,048
Trail building and maintenance	 -		160,471		160,471		-		-	 -		160,471
Total expenses	 55,272		242,099		297,371		7,491		7,433	 41,682		353,977
Less expenses included with revenues	_		_		_		_		_	(41,682)		(41,682)
Total expenses	\$ 55,272	\$	242,099	\$	297,371	\$	7,491	\$	7,433	\$ -	\$	312,295

#### Statement of Functional Expenses for the year ended December 31, 2021

	 Program	servio	ces	Supporting services									
	f-Road tivities		il building and intenance		al program xpenses	Admi	inistrative	Fu	ndraising		ect benefit donors	Tota	l expenses
Administrative expenses	\$ -	\$	-	\$	-	\$	3,080	\$	-	\$	-	\$	3,080
Advertising	-		3,959		3,959		-		-		-		3,959
Direct benefit to donors	-		-		-		-		-		50,956		50,956
Donations	-		3,000		3,000		-		-		-		3,000
Events	7,061		-		7,061		-		-		-		7,061
Information technology	-		4,398		4,398		-		-		-		4,398
Insurance	-		5,872		5,872		-		-		-		5,872
MORE store expenses	-		2,329		2,329		-		-		-		2,329
Program expenses	-		7,608		7,608		-		-		-		7,608
Rental expenses	-		668		668		-		-		-		668
Staff costs	25,000		28,350		53,350		3,780		5,670		-		62,800
Supplies	-		5,012		5,012		-		-		-		5,012
Trail building and maintenance	-		206,264		206,264		-		-		-		206,264
Total expenses	32,061		267,460		299,521		6,860		5,670		50,956		363,007
Less expenses included with revenues	-		-		-		-		-	_	(50,956)		(50,956)
Total expenses	\$ 32,061	\$	267,460	\$	299,521	\$	6,860	\$	5,670	\$	-	\$	312,051

# Statements of Cash Flows for the years ended December 31,

<u></u> ,				
Cash flows from operating activities				
Change in net assets	\$	90,973	\$	153,884
Adjustments to reconcile change in net assets to net cash				
from operating activities				
SBA Paycheck Protection Program forgiveness		-		(20,830)
Donated stock received		1,101		-
Donated stock converted to cash		(1,101)		-
(Increase) decrease in operating assets				
Contributions and grants receivable		10,632		12,606
Prepaid expenses		500		(500)
Increase in operating liabilities				( )
Accrued expenses		8,026		(4,557)
Net cash provided by operating activities		110,131		140,603
		· · ·		·
Cash flows from financing activities				
Proceeds from SBA Paycheck Protection Program loan		-		10,415
Net cash provided by financing activities		-		10,415
				- , -
Net change in cash		110,131		151,018
Cash and cash equivalents, beginning of year		554,127		403,109
Cash and cash equivalents, end of year	\$	664,258	\$	554,127
	<u> </u>	,		,
Supplemental disclosures of cash flow information				
Cash paid for interest	\$	-	\$	-
Income taxes paid	\$		\$	_
	Ψ		Ψ	

2022

2021

#### Notes to Financial Statements December 31, 2022 and 2021

#### 1. Organization

The Mid-Atlantic Off-Road Enthusiasts, Inc. (MORE) is a 501(c)(3) nonprofit organization representing mountain bikers in Washington DC, Central Maryland and Northern Virginia.

Founded in 1992, MORE maintains hundreds of miles of natural-surface trails in over 62 state and county parks throughout the Washington DC Metropolitan region. MORE members contribute more than 16,000 volunteer hours annually and have constructed hundreds of miles of new, sustainable trail. The club also leads multiple rides each year at local parks, ranging from beginner to advanced levels, including the MoCo Epic Ride. The MoCo Epic Ride showcases over 70 miles of natural surface trails across 11 different parks in Montgomery County, Maryland.

MORE's Mission is to build an inclusive grass roots mountain biking community and organization with the express purpose of expanding riding opportunities and increasing trail access throughout the Mid-Atlantic region. This is to be achieved by building and maintaining multi use sustainable trails through promoting volunteerism, partnerships and educational outreach across user groups, thereby enabling fun and rewarding riding experiences for all ages and ability levels.

Revenue is generated from contributions, membership dues, and events. During the year ended December 31, 2021, events such as MoCo Epic started back up as MORE made adjustments to adapt to ongoing COVID-19 pandemic and resumed operations increasing revenue. During the year ended December 31, 2022, the rise in inflation has affected event sales and donations, reducing operating revenue.

#### 2. Significant accounting policies

#### Basis of accounting

The accompanying financial statements are prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP).

Net assets, revenues, gains, and losses are classified based on the existence or absence of restrictions imposed by donors or grantors. Accordingly, net assets and changes therein are classified and reported in two categories as described below.

Net assets without donor restrictions are net assets available for use in general operations and not subject to donor restrictions. Net assets with donor restrictions are net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

#### Support and revenue recognition

Contributions, grants, and membership dues are recognized as contributions which can be unconditional or conditional. Unconditional promises to give are recognized when notification of the promise to give is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. A portion of membership dues collected is payable to the International Mountain Bicycling Association (IMBA) on a regular basis.

Riding events, activities, the MoCo Epic and MORE store sales are exchange transactions recognized at a point in time. Special events revenue in excess of the value of direct donor benefits is recognized as

#### Notes to Financial Statements December 31, 2022 and 2021

#### Cash and cash equivalents

For purposes of the statements of cash flows, MORE considers all cash and unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents. FDIC insurance is \$250,000 per depositor, per insured bank. At December 31, 2022 and 2021, cash exceeded the FDIC limit by \$312,747 and \$285,067, respectively.

#### Receivables

Receivables are stated at the amount management expects to collect from balances outstanding at yearend. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to bad debt expense and a credit to accounts receivable. Based on history, management has concluded that realization losses will be immaterial. Receivables are uncollateralized.

#### Income tax status

MORE is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. Income from certain activities not directly related to the Organization's exempt purpose is subject to taxation as unrelated business income. MORE had no unrelated business income for the years ended December 31, 2022 and 2021.

The material jurisdictions subject to potential examination by taxing authorities are the United States, Maryland and Virginia. The Board does not believe that the ultimate outcome of any future examinations of open tax years will have a material impact on the MORE's results of operations. Tax years that remain subject to examination by the IRS are years 2019 through 2022.

#### Use of estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosures of contingent assets and liabilities and the reported amounts of revenues and expenses. Management believes that the estimates and assumptions are reasonable in the circumstances; however, actual results could differ from those estimates.

#### Other financial assets and liabilities

Financial assets with carrying values approximating fair value include cash and cash equivalents, accounts receivable and prepaid expenses. Financial liabilities with carrying values approximating fair value include accrued expenses. The carrying value of these financial assets and liabilities approximates fair value due to their short maturities.

#### **Functional classification of expenses**

The costs of program and supporting services have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Expenses are charged to programs and supporting services based on a combination of specific identification and allocation by management. Certain categories of expenses are attributed to more than one function and have been allocated on a reasonable basis that is consistently applied. Expenses that are allocated on a time-and-effort basis include staff costs.

#### Notes to Financial Statements December 31, 2022 and 2021

#### 3. Liquidity and availability

MORE strives to maintain liquid financial assets sufficient to cover 180 days of general expenditures. The following table reflects MORE's financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date:

2021
554,127
36,739
590,866
(255, 104)
335,762

#### 4. Board-designated net assets

At times MORE will designate funding for certain events and trails. These funds are not restricted by donors. For the years ended December 31, 2022 and 2021, the board designated the following:

	12/	31/2021	A	dditions	F	Releases	12	/31/2022
Crownsville/Bacon Ridge		-		10,000		(10,000)		-
Conway Robinson		249		-		-		249
Emmitsburg II		-		3,000		(3,000)		-
General Trails Fund		13,686		(6,500)		-		7,186
Lake Fairfax - Trails		-		10,000		(10,000)		-
Patapsco Reinvestment		2,521		-		-		2,521
Upper Rock Creek Park		1,500		(1,500)		-		-
Wakefield		-		10,000		(10,000)		-
West MoCo Trails		22,677		15,500		-		38,177
	\$	40,633	\$	40,500	\$	(33,000)	\$	48,133
	12/	31/2020	A	dditions	Releases		12	/31/2021
West Moco Trails	\$	6,442	\$	16,235	\$	-	\$	22,677
Conway Robinson	•	-	•	1,000	·	(751)		249
Federick Watershed		-		732		(732)		-
General trail fund		-		13,686		-		13,686
Kent Island		-		2,762		(2,762)		-
Lake Fairfax		-		10,000		(10,000)		-
Locust Shade		-		10,160		(10,160)		-
Patapsco		-		12,521		(10,000)		2,521
River's Edge		-		160		(160)		-
Upper Rock Creek Park		-		1,500		-		1,500
	\$	6,442	\$	68,756	\$	(34,565)	\$	40,633

#### Notes to Financial Statements December 31, 2022 and 2021

#### 5. Donor-restricted net assets

MORE received contributions in support of specific trails and events during the years ended December 31, 2022 and 2021. These contributions have been reflected in the statements of activities as purpose-restricted contributions. To the extent those funds have been disbursed in support of these programs, amounts have been recorded as net assets released from restrictions. Any funds that have not been expended are included as net assets with donor restrictions as of December 31, 2022 and 2021. Additional expenditures to maintain these programs are provided from the net asset without donor restrictions balance.

Net assets with donor restrictions consisted of the following as of December 31, 2022:

	12/31/2021		Ad	ditions	R	eleases	12/3	31/2022
495 Jumps	\$	28	\$	-	\$	_	\$	28
Andrew Leitch Park	Ŷ	572	Ŷ	-	Ψ	-	Ŷ	572
Arlington Trails		1,568		100		-		1,668
Black Hill		49		10		-		59
Brookfield	2	22,243		50		-		22,293
BROT		15,171		-		-		15,171
Cabin John		302		50		-		352
Cedarville		30		10		-		40
Conway Robinson		-		10		-		10
Cosca		19		-		-		19
Crownsville/Bacon Ridge	2	25,440		17,187		(33,805)		8,822
Emmitsburg II		187		363		(105)		445
Fairland		210		316		(99)		427
Fort Dupont		2,549		-		-		2,549
Fountainhead		8,178		1,450		(1,529)		8,099
Forest Greens		910		-		(910)		-
Frederick Watershed		4,781		5,410		(1,837)		8,354
General Trails Fund	2	25,792		10,500		(2,997)		33,295
Gerry Connolly CCT		48		-		(48)		-
Grants Working Capital Fund	2	27,770		29,160		(13,780)		43,150
Gunpowder falls		1,081		-		-		1,081
Hashawha		-		2,738		(319)		2,419
James Long Park		-		18,410		-		18,410
Justin Miller Eagle Project - Germantown		755		-		(755)		-
Kent Island		5,465		-		(2,086)		3,379
Lake Accotink		19		-		-		19
Lake Fairfax - Pumptrack		29		-		-		29
Lake Fairfax - Trails		5,516		15,088		(16,549)		4,055
Laurel Hill		152		-		-		152
Little Bennett		10		333		-		343
Locust Shade		5,877		14,581		(18,663)		1,795

#### Notes to Financial Statements December 31, 2022 and 2021

	12/31/2021	Additions	Releases	12/31/2022
Lost River State Park	97	10	-	107
Meadowood	194	10	(115)	89
MoCo Permanent Pump Track	404	10	-	414
MORE Women's Rides	2,178	400	(2,357)	221
Mount Vernon	3,784	50	-	3,834
Muddy Branch	59	-	(59)	-
O'Sullivan Family	50,000	50,000	(30,373)	69,627
Patapsco Reinvestment	2,382	530	-	2,912
River's Edge/Bruns	1,415	1,325	(2,499)	241
River's Edge Bikestand Project	93	-	-	93
Riverbend Park	9	-	-	9
Rosaryville	373	334	-	707
Schaeffer Farms	176	-	(176)	-
Seneca Bluffs	48	-	(48)	-
Seneca Greenway	39	-	(39)	-
Severn Run	28	-	-	28
SGBP (South Germantown Bike Park)	1,595	1,850	(1,568)	1,877
SRT	108	-	(108)	-
sMOREs (Anne Arundel/Blur)	441	-	-	441
Upper Patuxent	19,034	250	(1,100)	18,184
Upper Rock Creek Park	-	100	-	100
Wakefield	12,483	36,466	(20,353)	28,596
Waterworks Park	785	6,202	(425)	6,562
West MoCo Trails	4,599	12,199	(7,237)	9,561
Windy Ridge	29	50	-	79
	\$ 255,104	\$ 225,552	\$ (159,939)	\$ 320,717

Net assets with donor restrictions consisted of the following as of December 31, 2021:

	12/3	1/2020	A	Additions		Releases		/31/2021
495 Jumps	\$	-	\$	28	\$	-	\$	28
Andrew Leitch Park		-		572		-		572
Arlington Trails		-		1,568		-		1,568
Black Hill		-		49		-		49
Brookfield		2,000		20,243		-		22,243
BROT		14,671		500		-		15,171
Cabin John		243		59		-		302
Cedarville		30		-		-		30
Conway Robinson		29		-		(29)		-
Cosca		19		-		-		19
Crownsville/Bacon Ridge		16,953		13,943		(5,456)		25,440
Emmitsburg II		80		107		-		187

#### Notes to Financial Statements December 31, 2022 and 2021

	12/31/2020	Additions	Releases	12/31/2021
Fairland	50	315	(155)	210
Fort Dupont	2,549	-	-	2,549
Fountainhead	1,468	6,860	(150)	8,178
Forest Greens	-	1,000	(90)	910
Frederick Watershed	4,421	563	(203)	4,781
Frederick Watershed - GTF grant	-	-	-	-
General Trails Fund	24,074	1,997	(279)	25,792
Gerry Connolly CCT	48	-	-	48
Grants Working Capital Fund	26,150	96,477	(94,857)	27,770
Gunpowder falls	1,250	-	(169)	1,081
Eagle Project - Germantown	755	-	-	755
Kent Island	-	5,465	-	5,465
Lake Accotink	19	-	-	19
Lake Fairfax - Pumptrack	29	-	-	29
Lake Fairfax - Trails	18,741	23,980	(37,205)	5,516
Laurel Hill	65	87	-	152
Little Bennett	10	-	-	10
Locust Shade	26,219	2,044	(22,386)	5,877
Lost River State Park	-	97	-	97
Meadowood	87	107	-	194
MoCo Permanent Pump Track	395	9	-	404
MORE Women's Rides	2,178	-	-	2,178
Mount Vernon	3,504	280	-	3,784
Muddy Branch	-	59	-	59
O'Sullivan Family	-	50,000	-	50,000
Patapsco Reinvestment	1,417	965	-	2,382
River's Edge/Bruns	1,007	1,401	(993)	1,415
River's Edge Bikestand Project	159	-	(66)	93
Riverbend Park	9	-	-	9
Rockburn	2,521	-	(2,521)	-
Rosaryville	273	100	-	373
Schaeffer Farms	117	59	-	176
Seneca Bluffs	48	-	-	48
Seneca Greenway	39	-	-	39
Severn Run	19	9	-	28
SGBP (South Germantown Bike Park)	720	1,358	(483)	1,595
SRT	69	39	-	108
sMOREs (Anne Arundel/Blur)	310	261	(130)	441
Upper Patuxent	19,130	126	(222)	19,034
Wakefield	9,919	3,475	(911)	12,483
Waterworks Park	2,779	736	(2,730)	785
West MoCo Trails	8,396	1,388	(5,185)	4,599
Windy Ridge	-	29	-	29
-	\$ 192,969	\$ 236,355	\$ (174,220)	\$ 255,104

#### Notes to Financial Statements December 31, 2022 and 2021

#### 6. SBA Paycheck Protection Program loan

Under the "Coronavirus Aid, Relief, and Economic Security (CARES) Act" funds were appropriated for the SBA Paycheck Protection Program (PPP) loans that are forgivable in certain situations to promote continued employment. The Organization obtained a PPP loan in 2020 in the amount of \$10,415, as well as a second loan 2021 for the same amount of \$10,415. Both loans were fully forgiven in 2021 and included as contributions on the statement of activities for the year ended December 31, 2021.

#### 7. Subsequent events

Mid-Atlantic Off-Road Enthusiasts, Inc. assessed events occurring subsequent to December 31, 2022 through March 15, 2023, the date the financial statements were available to be issued, for potential recognition and disclosure in the financial statements. No events have occurred that would require adjustment to or disclosure in the financial statements.