

## CONSOLIDATED FINANCIAL STATEMENTS

**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Financial Position**  
**As of June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
<b>Assets</b>		
Current Assets		
Cash and cash equivalents	\$ 3,334,632	\$ 5,488,077
Accounts receivable, net of allowance for doubtful accounts of \$10,345 and \$11,540, respectively	710,235	851,406
Prepaid expenses	88,638	218,891
Prepaid income tax	6,708	4,718
Total current assets	<u>4,140,213</u>	<u>6,563,092</u>
Foundation Investments	<u>424,941</u>	<u>397,008</u>
Investments	<u>14,042,373</u>	<u>8,683,124</u>
Property and Equipment		
Land	374,412	374,412
Building and improvements	2,956,056	2,956,056
Computer hardware	113,587	93,470
Office furniture and fixtures	138,801	138,801
Less: Accumulated depreciation	<u>(909,158)</u>	<u>(748,326)</u>
Total property and equipment, net	<u>2,673,698</u>	<u>2,814,413</u>
Other Assets		
Deferred income tax assets, noncurrent	21,247	13,884
Computer software, net of accumulated amortization of \$663,522 and \$561,264	<u>170,533</u>	<u>207,791</u>
Total other assets	<u>191,780</u>	<u>221,675</u>
Total Assets	<u>\$ 21,473,005</u>	<u>\$ 18,679,312</u>

The Notes to the Consolidated Financial Statements are an integral part of these statements.

**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Financial Position (continued)**  
**As of June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
<b>Liabilities and Net Assets</b>		
Current Liabilities		
Accounts payable	\$ 359,818	\$ 26,112
Due to members	78,681	46,466
Wages, commissions and payroll taxes payable	26,842	14,558
Accrued annual leave	263,369	218,462
Income taxes payable	-	2,184
Deferred revenue	-	452,289
Subscriptions received in advance	-	1,199
Advertising received in advance	11,222	11,352
Total current liabilities	<u>739,932</u>	<u>772,622</u>
Net Assets		
Without donor restrictions		
Parent company's net assets	18,907,659	15,896,521
Subsidiary's accumulated equity	719,959	938,730
Foundation's net assets	628,585	601,653
With donor restrictions		
Foundation's net assets	476,870	469,786
Total net assets	<u>20,733,073</u>	<u>17,906,690</u>
Total Liabilities and Net Assets	<u>\$ 21,473,005</u>	<u>\$ 18,679,312</u>

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Activities**  
**For the Years Ended June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
Change in Net Assets Without Donor Restrictions		
Operating Revenue Without Donor Restrictions		
Membership fees and registrations	\$ 1,509,333	\$ 1,419,579
Annual service fee	744,182	721,925
Total herd enrollment	1,354,410	1,331,452
Advertising income	614,940	750,013
Production income	62,103	69,241
Transfers	61,966	70,660
Subscriptions	4,349	1,428
DNA revenue	1,555,465	1,224,490
Foundation support	151,701	105,778
Other operating revenue	683,639	351,120
	<u>6,742,088</u>	<u>6,045,686</u>
Release of program restrictions	<u>80,044</u>	<u>42,577</u>
	6,822,132	6,088,263
Expenses		
Program activities	3,220,136	2,739,546
General and administrative	2,148,463	2,297,185
Fundraising	-	19,981
ASA Publications	918,131	997,665
Total Expenses	<u>6,286,730</u>	<u>6,054,377</u>
Without Donor Restrictions Operating Income	<u>\$ 535,402</u>	<u>\$ 33,886</u>

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Activities (continued)**  
**For the Years Ended June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
Other Income (Expense)		
Interest and dividend income	\$ 432,659	\$ 198,162
Unrealized gain on investments	1,846,853	220,389
Gain on sale of building	-	4,351,156
	<u>2,279,512</u>	<u>4,769,707</u>
Income before provision for income taxes	2,814,914	4,803,593
Provision for Income Taxes	<u>4,385</u>	<u>(5,394)</u>
Change in Without Donor Restrictions Net Assets	<u>2,819,299</u>	<u>4,798,199</u>
Donor Restricted Support		
Foundation support	87,128	180,908
Release of program restrictions	<u>(80,044)</u>	<u>(42,577)</u>
Change in Donor Restricted Net Assets	<u>7,084</u>	<u>138,331</u>
Total Change in Net Assets	<u>\$ 2,826,383</u>	<u>\$ 4,936,530</u>

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statement of Functional Expenses**  
**For the Year Ended June 30, 2021**

	Program Activities	General and Administrative	Fundraising	ASA Publications	Total
Advertising	\$ 398,622	\$ -	\$ -	\$ -	\$ 398,622
Amortization	-	102,258	-	-	102,258
Bad debt	-	786	-	(737)	49
Depreciation	-	158,966	-	1,866	160,832
Dues and subscriptions	-	11,457	-	-	11,457
Event	37,975	122,270	-	-	160,245
Fundraising	-	-	-	-	-
Insurance	-	47,092	-	-	47,092
Maintenance and repairs	-	32,765	-	-	32,765
Miscellaneous	-	466	-	-	466
Office expense	-	30,134	-	49,557	79,691
Penalties	-	-	-	-	-
Personnel	774,961	1,378,898	-	342,121	2,495,980
Postage and freight	-	71,635	-	183,748	255,383
Printing	-	58,336	-	-	58,336
Production expenses	-	-	-	287,981	287,981
Professional fees	254,087	64,770	-	44,689	363,546
Property taxes	-	12,712	-	-	12,712
Scholarships and youth	62,767	-	-	-	62,767
Services	1,207,116	11,935	-	-	1,219,051
Telephone	-	31,127	-	-	31,127
Travel	484,608	-	-	8,906	493,514
Utilities	-	12,856	-	-	12,856
<b>Total</b>	<b>\$ 3,220,136</b>	<b>\$ 2,148,463</b>	<b>\$ -</b>	<b>\$ 918,131</b>	<b>\$ 6,286,730</b>

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statement of Functional Expenses (Continued)**  
**For the Year Ended June 30, 2020**

	Program Activities	General and Administrative	Fundraising	ASA Publications	Total
Advertising	\$ 359,486	\$ -	\$ -	\$ -	\$ 359,486
Amortization	-	101,633	-	-	101,633
Bad debt	-	1,619	-	8,795	10,414
Depreciation	-	159,115	-	1,139	160,254
Dues and subscriptions	-	14,614	-	-	14,614
Event	34,000	30,979	-	-	64,979
Fundraising	-	-	19,981	-	19,981
Insurance	-	46,333	-	-	46,333
Maintenance and repairs	-	31,656	-	-	31,656
Miscellaneous	-	591	-	47	638
Office expense	-	25,615	-	49,146	74,761
Penalties	-	518	-	-	518
Personnel	801,522	1,439,151	-	372,637	2,613,310
Postage and freight	-	84,106	-	198,391	282,497
Printing	-	25,164	-	-	25,164
Production expenses	-	-	-	325,686	325,686
Professional fees	176,003	210,698	-	30,671	417,372
Property taxes	-	64,409	-	-	64,409
Scholarships and youth	53,491	961	-	-	54,452
Services	909,971	6,624	-	-	916,595
Telephone	-	36,709	-	-	36,709
Travel	405,073	-	-	11,153	416,226
Utilities	-	16,690	-	-	16,690
<b>Total</b>	<b>\$ 2,739,546</b>	<b>\$ 2,297,185</b>	<b>\$ 19,981</b>	<b>\$ 997,665</b>	<b>\$ 6,054,377</b>

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Net Assets**  
**For the Years Ended June 30, 2021 and 2020**

	<b>Parent Company's Net Assets</b>	<b>Subsidiary's Retained Earnings</b>	<b>Foundation's Net Assets</b>	<b>Total</b>
Net Asset Balances				
June 30, 2019	\$ 10,955,753	\$ 1,111,143	\$ 903,264	\$ 12,970,160
Change in net assets without donor restrictions	4,940,768	(172,413)	29,844	4,798,199
Change in donor restricted net assets	-	-	138,331	138,331
Total change in net assets	4,940,768	(172,413)	168,175	4,936,530
Net Asset Balances				
June 30, 2020	15,896,521	938,730	1,071,439	17,906,690
Change in net assets without donor restrictions	3,011,138	(218,771)	26,932	2,819,299
Change in donor restricted net assets	-	-	7,084	7,084
Total change in net assets	3,011,138	(218,771)	34,016	2,826,383
Net Asset Balances				
June 30, 2021	\$ 18,907,659	\$ 719,959	\$ 1,105,455	\$ 20,733,073

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Cash Flows**  
**For the Years Ended June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
Cash Flows From Operating Activities		
Cash received from customers	\$ 6,738,054	\$ 5,975,397
Cash received from contributions	242,048	304,022
Cash paid to suppliers and employees	(5,767,818)	(6,023,255)
Investment income	432,659	198,162
Income taxes paid	161	(19,891)
Support paid	(173,103)	(105,132)
Miscellaneous expenses paid	-	(19,981)
Net cash flows from operating activities	<u>1,472,001</u>	<u>309,322</u>
Cash Flows From Investing Activities		
Purchases of investments	(3,540,329)	(1,195,722)
Proceeds from sale of property, plant and equipment	-	4,491,054
Purchases of property and equipment	(20,117)	(5,467)
Purchases of computer software	(65,000)	(114,647)
Net cash flows from investing activities	<u>(3,625,446)</u>	<u>3,175,218</u>
Net change in cash and cash equivalents	(2,153,445)	3,484,540
Cash and cash equivalents at beginning of year	<u>5,488,077</u>	<u>2,003,537</u>
Cash and cash equivalents at end of year	<u>\$ 3,334,632</u>	<u>\$ 5,488,077</u>

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**AMERICAN SIMMENTAL ASSOCIATION**  
**Consolidated Statements of Cash Flows (Continued)**  
**For the Years Ended June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
Reconciliation of change in equities to net cash flows from operating activities		
Change in equities and net assets	\$ 2,826,383	\$ 4,936,530
Adjustments to reconcile change in equities and net assets to net cash flows from operating activities:		
Depreciation and amortization	263,090	261,887
Net gain on sale of equipment	-	(4,351,156)
Unrealized and realized gain on investments	(1,846,853)	(220,389)
Changes in operating assets and liabilities:		
Accounts receivable	141,171	51,115
Prepaid expenses	130,253	(126,039)
Prepaid taxes	(1,990)	(4,710)
Deferred income tax assets	(7,363)	(667)
Trade accounts payable	333,706	(319,507)
Due to members	32,215	(87,115)
Wages, commissions and payroll taxes payable	12,284	13,382
Accrued annual leave	44,907	11,936
Deferred revenues	(452,289)	164,680
Subscriptions received in advance	(1,199)	422
Advertising received in advance	(130)	(6,550)
Income taxes payable	(2,184)	(14,497)
Total adjustments	<u>(1,354,382)</u>	<u>(4,627,208)</u>
Net cash flows from operating activities	<u>\$ 1,472,001</u>	<u>\$ 309,322</u>

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