

*Breeders Invitational*  
*Combined Financial Statements*  
*December 31, 2021*

## *C O N T E N T S*

	<u><i>Page(s)</i></u>
<i>Independent Accountants' Review Report</i>	1 - 2
<i>Combined Financial Statements</i>	
Combined statement of financial position	3
Combined statement of activities	4
Combined statement of functional expenses	5
Combined statement of cash flows	6
Notes to combined financial statements	7 - 11



### **Independent Accountants' Review Report**

Board of Directors  
Breeders Invitational  
Bakersfield, California

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

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

Management is responsible for the preparation and fair presentation of these combined 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 combined financial statements that are free from material misstatement whether due to fraud or error.

#### **Accountants' 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 combined 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 Breeders Invitational and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

**Accountants' Conclusion**

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

**BARBICH HOOPER KING  
DILL HOFFMAN  
Accountancy Corporation**

A handwritten signature in black ink that reads "BARBICH HOOPER KING". The signature is written in a cursive, slightly stylized font.

Bakersfield, California  
April 1, 2022

*Breeders Invitational*  
*Combined Statement of Financial Position*  
*December 31, 2021*  
*See Independent Accountants' Review Report*

**ASSETS**

***Current Assets***

Cash and cash equivalents	\$ 367,679
Accounts receivable	269,106
Deposits and prepaid expenses	<u>300</u>
	<u>637,085</u>

<b><i>Investments</i></b> , at fair value	<u>619,092</u>
	<u><u>\$ 1,256,177</u></u>

**LIABILITIES AND NET ASSETS**

***Liabilities***

Other current liabilities	<u>\$ 1,842</u>
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***Net Assets***

Without donor restrictions	<u>1,254,335</u>
	<u><u>\$ 1,256,177</u></u>

*See Notes to Combined Financial Statements.*

*Breeders Invitational*

*Combined Statement of Activities  
For the Year Ended December 31, 2021  
See Independent Accountants' Review Report*

*Change in net assets without donor restrictions:*

*Revenues:*

Derby slot income	\$ 2,374,251
Stallion subscriptions	497,442
Show income	400,865
Sale incentive income	112,750
Sponsorship income	72,500
Net realized and unrealized gain on investments	21,592
Dividend and interest income	33,094
Western retail exhibit	5,520
Other income	6,956

Total revenues without donor restrictions 3,524,970

*Expenses:*

Management and general	175,874
Breeders Invitational Derby	3,428,405

Total expenses 3,604,279

Decrease in net assets without donor restrictions (79,309)

*Net assets, beginning of the year* 1,333,644

*Net assets, end of the year* \$ 1,254,335

*See Notes to Combined Financial Statements.*

*Breeders Invitational*

*Combined Statement of Functional Expenses  
For the Year Ended December 31, 2021  
See Independent Accountants' Review Report*

	<i>Management and General</i>	<i>Breeders Invitational Derby</i>	<i>Total</i>
Advertising	\$ -	\$ 11,014	\$ 11,014
Arena grounds	-	227,642	227,642
Awards	-	81,575	81,575
Bank fees	-	301	301
Board meetings	2,136	-	2,136
Cattle and livestock expense	-	391,710	391,710
Computer	2,974	-	2,974
Dues and subscriptions	319	-	319
Insurance	1,787	-	1,787
Judges	-	91,538	91,538
NCHA fees	-	41,725	41,725
Office expense	3,696	4,250	7,946
Outside services	107,500	-	107,500
Payouts	-	2,342,442	2,342,442
Postage	3,273	-	3,273
Professional fees	8,237	-	8,237
Promotional expense	30,259	-	30,259
Rent	9,600	-	9,600
Show expense	-	142,401	142,401
Staffing	-	93,129	93,129
Supplies	-	678	678
Telephone	2,381	-	2,381
Travel	2,837	-	2,837
Utilities	875	-	875
	<u>\$ 175,874</u>	<u>\$ 3,428,405</u>	<u>\$ 3,604,279</u>

*See Notes to Combined Financial Statements.*

*Breeders Invitational*

*Combined Statement of Cash Flows  
For the Year Ended December 31, 2021  
See Independent Accountants' Review Report*

<i>Cash flows from operating activities:</i>	
Decrease in net assets	\$ (79,309)
<i>Adjustments to reconcile change in net assets to net cash used in operating activities:</i>	
Net realized and unrealized gain on investments	(21,592)
<i>Changes in operating assets and liabilities:</i>	
Accounts receivable	(36,578)
Deposits and prepaid expenses	500
Other current liabilities	<u>(5,424)</u>
Net cash used in operating activities	<u>(142,403)</u>
<i>Cash flows from investing activities:</i>	
Net sale of investments	<u>226,461</u>
<i>Net increase in cash and cash equivalents</i>	84,058
<i>Cash and cash equivalents at beginning of year</i>	<u>283,621</u>
<i>Cash and cash equivalents at end of year</i>	<u><u>\$ 367,679</u></u>

*See Notes to Combined Financial Statements.*



*Breeders Invitational*

*Notes to Combined Financial Statements*

*December 31, 2021*

*See Independent Accountants' Review Report*

**Note 1. Description of Organization**

Breeders Invitational (the Organization) is a nonprofit membership organization formed to promote and enhance the cutting horse industry by providing an annual showcase cutting horse competition.

The Organization consists of Breeders Invitational, which is a membership made up of stallion owners, and the Breeders Invitational Derby, which is an annual cutting horse event held during early June of each year. The Breeders Invitational Derby is held in Tulsa, Oklahoma.

**Note 2. Summary of Significant Accounting Policies**

***Principles of combination:***

The combined financial statements include the accounts of Breeders Invitational and Breeders Invitational Derby. Inter-company accounts have been eliminated.

***Basis of accounting:***

Assets and liabilities, and revenues and expenses are recognized on the accrual basis of accounting.

***Income taxes:***

The Organization is tax-exempt from federal and state income taxes under Internal Revenue Code section 501(c)(5) and similar state provisions. The Organization is classified as a nonprofit organization and is not classified as a private foundation. Annual information returns filed with Federal and state governments use the same accounting methods as those for financial reporting. The Organization is no longer subject to federal or state government tax authorities' examinations for the years before 2018 and 2017, respectively.

***Basis of presentation:***

The financial statements of the Organization have been prepared in accordance with U.S. generally accepted accounting principles, which requires the Organization to report information regarding its financial position and activities according to the following net asset classifications:

*Net assets without donor restrictions* – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

*Breeders Invitational*

*Notes to Combined Financial Statements*

*December 31, 2021*

*See Independent Accountants' Review Report*

*Net assets with donor restrictions* – Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

During the year ended December 31, 2021, net assets of the Organization consisted of \$1,254,335 of net assets without donor restrictions which were available for the general/management and derby activities of the Organization.

***Use of estimates:***

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

***Cash and cash equivalents:***

For purposes of the combined statement of cash flows, the Organization considers all cash on hand, amounts deposited with banks and highly liquid debt instruments purchased with a maturity of three months or less at the time of purchase to be cash equivalents. Cash and cash equivalents are concentrated in high quality financial institutions at December 31, 2021, in excess of related insurance.

***Accounts receivable:***

Accounts receivable are stated at the amount management expects to collect from balances outstanding at year end. Based on management's assessment of the credit history with customers having outstanding balances and current relationships with them, management has concluded that an allowance is not necessary at December 31, 2021. Balances that are still outstanding after management has used reasonable collection efforts are written off to bad debt expense.

***Investments:***

Investments are reported at their fair values in the combined statement of financial position and changes in fair value are reported as unrealized gains or losses in the combined statement of activities. Donated investments are reported by the Organization at fair value on the date of donation.

Purchases and sales of securities are reflected on a trade-date basis. Gains and losses on sales of securities are based on average cost and are recorded in the combined statement of activities in the period in which securities are sold. Interest is recorded when earned. Dividends are accrued as of the ex-dividend date.

***Breeders Invitational***

***Notes to Combined Financial Statements  
December 31, 2021***

***See Independent Accountants' Review Report***

Investment securities, in general, are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain long-term investments, it is reasonably possible that changes in the values of these investments will occur in the near term and that such changes could materially affect the amounts reported in the combined statement of financial position.

***Revenue:***

***Stallion subscriptions***

Each member of the Organization may subscribe one or more stallions and pay for each breeding season a fee of \$1,250 per stallion per year, due and payable by October 15<sup>th</sup> of the year prior to breeding, plus an additional fee of \$125 for each mare bred in excess of ten up to and including eighty mares, due and payable by December 1<sup>st</sup> of the breeding year.

Stallion subscriptions represent fees for mares bred during the current breeding season, and are due by December 1<sup>st</sup> of each year. Revenue is recognized as performance obligations are satisfied as mares are bred and billed.

***Derby slots***

Derby slots represent entry fees into the Breeders Invitational Derby (the Event). Revenue is recognized as performance obligations are satisfied when horses enter into the event and fees are received.

***Donated services:***

No amounts have been included in the combined financial statements for donated volunteer services since no objective basis is available to measure the value of such services.

***Advertising:***

The Organization expenses advertising costs as they are incurred. Advertising expense was \$11,014 for the year ended December 31, 2021.

***Methods used for allocation of expense from management and general:***

Directly identifiable expenses are charged to Breeders Invitational Derby on the combined statement of functional expenses. Management and general expenses include those expenses that are not directly identifiable with any other specific function, but provide for the overall support and direction of the Organization.

***Note 3. Cash and Cash Equivalents***

Cash and cash equivalents included the following at December 31, 2021:

Working checking account	\$	94,368
Money market account		273,311
		<hr/>
	\$	367,679

*Breeders Invitational*

*Notes to Combined Financial Statements*

*December 31, 2021*

*See Independent Accountants' Review Report*

**Note 4. Availability and Liquidity**

The following represents the Organization's financial assets at December 31, 2021:

Cash and cash equivalents	\$	367,679
Accounts receivable		269,106
Investments		619,092
Deposits and prepaid expenses		300
	\$	<u>1,256,177</u>

The Organization manages its liquidity using the following guiding principles: operating within a prudent range of financial soundness and stability and maintaining adequate liquid assets to fund near-term operating needs. All of the Organization's financial assets are available within one year of the combined statement of financial position date to meet cash needs for general expenditures.

**Note 5. Investments**

Investments consisted of the following at December 31, 2021:

	<i>Cost</i>	<i>Market Value</i>
Preferred stock	<u>\$ 597,500</u>	<u>\$ 619,092</u>

**Note 6. Fair Value of Financial Instruments**

In accordance with FASB guidance, fair value is determined as the price that would be received in exchange for an asset or paid to transfer a liability in an orderly transaction between market participants on the measurement date. The standard establishes three levels of input that may be used to measure fair value:

Level 1 – Values are based on quoted market prices in active markets for identical assets or liabilities.

Level 2 – Values are based on quoted market prices for similar assets or liabilities, quoted market prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data of substantially the full term of the assets or liabilities.

Level 3 – Values are determined using pricing models, discounted cash flow methodologies or similar techniques, and at least one significant model assumption or input that is unobservable. Determination of the fair value requires significant judgment or estimation.

The following is a description of the valuation methodology used for assets measured at fair value.

**Breeders Invitational**

**Notes to Combined Financial Statements**

**December 31, 2021**

**See Independent Accountants' Review Report**

*Preferred stock:* Valued at the closing price reported on the active market on which the individual securities are traded.

As of December 31, 2021, investments measured and recorded at fair value presented on the Organization's combined statement of financial position, consisted of the following types of instruments:

	<i>Fair Value</i>			
	<i>Measurements Using:</i>			
	<u><i>Fair Value</i></u>	<u><i>Level 1</i></u>	<u><i>Level 2</i></u>	<u><i>Level 3</i></u>
Preferred stock	<u>\$ 619,092</u>	<u>\$ 619,092</u>	<u>\$ -</u>	<u>\$ -</u>

Investments held during the year ended December 31, 2021 had investment income as follows:

Dividend and interest income	<u>\$ 33,094</u>
Realized gain on sale of investments	<u>\$ -</u>
Unrealized gain on investments	<u>\$ 21,592</u>

**Note 7. Concentrations**

The total accounts receivable from one customer at December 31, 2021 amounted to \$15,636 or 10% of the total accounts receivable balance.

**Note 8. Office Lease**

The Organization leases an office under an operating lease on a month-to-month basis. Total rental expense for the operating lease was \$9,600 for the year ended December 31, 2021.

**Note 9. Related Party Transactions**

As approved by the Board of Directors, during the year ended December 31, 2021, the Organization made payments of \$107,500 to a company owned by an officer of the Organization for management services performed.

**Note 10. Subsequent Events**

The Organization has evaluated events and transactions subsequent to December 31, 2021 through, April 1, 2022, the date the combined financial statements were available to be issued, noting no significant items requiring further discussion.