MINNESOTA TECHNOLOGY ASSOCIATION (A MINNESOTA NONPROFIT CORPORATION)

FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2022 AND 2021



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INDEPENDENT AUDITORS' REPORT

Board of Directors Minnesota Technology Association Minneapolis, Minnesota

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Minnesota Technology Association, which comprise the balance sheets 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Minnesota Technology Association as of December 31, 2022 and 2021, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Minnesota Technology Association and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Minnesota Technology Association's ability to continue as a going concern for one year after the date the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether
 due to fraud or error, and design and perform audit procedures responsive to those risks.
 Such procedures include examining, on a test basis, evidence regarding the amounts and
 disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances, but not for the purpose of expressing
 an opinion on the effectiveness of Minnesota Technology Association's internal control.
 Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Minnesota Technology Association's ability to continue as a going concern for a reasonable period of time.

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

CliftonLarsonAllen LLP

Minneapolis, Minnesota REPORT DATE

MINNESOTA TECHNOLOGY ASSOCIATION (A MINNESOTA NONPROFIT CORPORATION) BALANCE SHEETS DECEMBER 31, 2022 AND 2021

 2022		2021
\$ 648,820 127,744 19,813 796,377	\$	875,937 104,191 26,044 1,006,172
40,163 9,254 91,503 (135,481) 5,439	_	40,163 9,254 91,503 (129,456) 11,464
\$ 801,816	\$	1,017,636
\$ 502 - 134,003 239,766 51,225 425,496	\$	10,328 225,000 101,288 268,115 77,300 682,031
 376,320	<u> </u>	335,605 1,017,636
\$	\$ 648,820 127,744 19,813 796,377 40,163 9,254 91,503 (135,481) 5,439 \$ 801,816 \$ 502 134,003 239,766 51,225 425,496	\$ 648,820 \$ 127,744

MINNESOTA TECHNOLOGY ASSOCIATION (A MINNESOTA NONPROFIT CORPORATION) STATEMENTS OF ACTIVITIES YEARS ENDED DECEMBER 31, 2022 AND 2021

		2022		2021
CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTION				
UNDESIGNATED SUPPORT AND REVENUE	\$	652,699	\$	582,362
Membership Dues Events and Programs	Ф	720,999	Ф	362,362 429,740
Grants		998,596		1,070,629
Interest		1.791		66
Miscellaneous		1,200		1,000
Forgiveness of Paycheck Protection Program Loan		-		183,000
Total Undesignated Support and Revenue		2,375,285		2,266,797
EXPENSES				
Program Services:		476,000		105 111
Communications Programs and Events		176,099		195,144
Programs and Events Total Program Services		1,760,830 1,936,929		1,439,310 1,634,454
Total Frogram dervices		1,330,323		1,004,404
Supporting Services:				
General Administration		196,930		180,373
Membership Development		200,711		215,401
Total Supporting Services		397,641		395,774
Total Expenses		2,334,570		2,030,228
CHANGE IN NET ASSETS		40,715		236,569
Net Assets – Beginning of Year		335,605		99,036
NET ASSETS - END OF YEAR	\$	376,320	\$	335,605

MINNESOTA TECHNOLOGY ASSOCIATION (A MINNESOTA NONPROFIT CORPORATION) STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2022

		Д	rogra	Program Services				S	nppor	Supporting Services	S			
			"	Programs		Total						Total		
				and	_	Program		General	Me	Membership	S	Supporting		
	Com	Communications		Events		Services	Adr	Administration	De	Development		Services	To	Total
Salaries	٠	91,530	ş	669'999	↔	758,229	\$	138,547	Ş	141,206	↔	279,753	\$ 1,0	1,037,982
Employee Benefits		12,789		93,151		105,940		19,358		19,729		39,087	_	145,027
Payroll Taxes		7,079		51,566		58,645		10,716		10,922		21,638		80,283
Total Salaries and Expenses		111,398		811,416		922,814		168,621		171,857		340,478	1,2	1,263,292
Bank Charges		1,480		10,779		12,259		2,240		2,283		4,523		16,782
Consulting		46,000		1		46,000		1		1				46,000
Depreciation and Amortization		531		3,870		4,401		804		820		1,624		6,025
Dues and Subscriptions		328		2,393		2,721		497		207		1,004		3,725
Equipment Rental		347		2,527		2,874		525		535		1,060		3,934
Insurance		367		2,672		3,039		555		266		1,121		4,160
Programs and Events		1		190,863		190,863		1		ı		ı	_	190,863
SciTechsperience		1	V	622,323		622,323		1		ı		,	9	622,323
Occupancy Expenses		4,508		32,838		37,346		6,824		6,955		13,779		51,125
Office Supplies		162		1,177		1,339		245		249		494		1,833
Postage and Delivery		17		124		141		26		26		52		193
Professional Fees		8,970		65,338		74,308		13,578		13,839		27,417	_	101,725
Public Relations		951		6,930		7,881		1,440		1,468		2,908		10,789
Telephone		526		3,833		4,359		296		812		1,608		2,967
Outreach and Meetings		514		3,747		4,261		779		794		1,573		5,834
Total Allocated Expenses		64,701		949,414		1,014,115		28,309		28,854		57,163	1,0	1,071,278
Total Functional Expenses	↔	176,099	↔	1,760,830	↔	1,936,929	S	196,930	S	200,711	s	397,641	\$ 2,3	2,334,570

MINNESOTA TECHNOLOGY ASSOCIATION (A MINNESOTA NONPROFIT CORPORATION) STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2021

		<u> </u>	rogra	Program Services				Š	nppor	Supporting Services	S			
				Programs		Total						Total		
				and	ш	Program	O	General	Me	Membership	รั	Supporting		
	Com	Communications		Events	"	Services	Adn	Administration	Dev	Development	0)	Services		Total
	,		•		,				,				+	
Salaries	S	104,555	S	480,796	S	585,351	S	113,694	s	151,003	↔	264,697	S	850,048
Employee Benefits		16,270		74,819		91,089		17,692		23,499		41,191		132,280
Payroll Taxes		8,171		37,575		45,746		8,885		11,801		20,686		66,432
Total Salaries and Expenses		128,996		593,190		722,186		140,271		186,303		326,574		1,048,760
Bank Charges		1,703		7,829		9,532		1,851		2,459		4,310		13,842
Consulting		46,000		1		46,000		,		1		•		46,000
Depreciation and Amortization		760		3,493		4,253		826		1,097		1,923		6,176
Dues and Subscriptions		329		1,649		2,008		390		518		806		2,916
Equipment Rental		1,401		6,443		7,844		1,524		2,024		3,548		11,392
Insurance		488		2,246		2,734		531		705		1,236		3,970
Programs and Events		•		144,623		144,623				٠		•		144,623
SciTechsperience		•	V	608,852		608,852				٠		•		608,852
Occupancy Expenses		6,204		28,530		34,734		6,747		8,960		15,707		50,441
Office Supplies		145		899		813		158		210		368		1,181
Postage and Delivery		59		269		328		64		85		149		477
Professional Fees		6,702		30,818		37,520		25,480		9,679		35,159		72,679
Public Relations		1,429		6,570		7,999		1,554		2,063		3,617		11,616
Telephone		902		3,246		3,952		292		1,020		1,788		5,740
Outreach and Meetings		192		884		1,076		209		278		487		1,563
Total Allocated Expenses		66,148		846,120		912,268		40,102		29,098		69,200		981,468
Total Functional Expenses	θ	195,144	S	1,439,310	₩	\$ 1,634,454	↔	180,373	↔	215,401	()	395,774	€	2,030,228

MINNESOTA TECHNOLOGY ASSOCIATION (A MINNESOTA NONPROFIT CORPORATION) STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2022 AND 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 40,715	\$ 236,569
Reconciliation of Change in Net Assets to Net Cash		
Provided (Used) by Operating Activities:		
Depreciation and Amortization	6,025	6,176
(Increase) Decrease in Current Assets:		
Grants Receivables	(23,553)	(32,937)
Program Revenue Receivables	-	2,850
Prepaid Expenses	6,231	(1,285)
Increase (Decrease) in Current Liabilities:		
Accounts Payable	(9,826)	831
Related Party Payable – Due to Foundation	(225,000)	225,000
Accrued Expenses	32,715	(2,506)
Deferred Membership Dues	(28,349)	55,890
Deferred Sponsorships	(26,075)	 (26,750)
Net Cash Provided (Used) by Operating Activities	(227,117)	463,838
CASH FLOWS FROM INVESTING ACTIVITIES		(0.404)
Purchase of Fixed Assets	 	 (9,181)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(227,117)	454,657
Cash and Cash Equivalents – Beginning of Year	 875,937	421,280
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 648,820	\$ 875,937

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

The Minnesota Technology Association (the Association), is incorporated in the state of Minnesota as a nonprofit corporation. The Association's mission is to accelerate growth, innovation, and the development of a strong inclusive tech ecosystem in Minnesota. The Association's activities are dedicated to promoting the importance of innovation and technology to Minnesota and its people. Its operations are focused on workforce development, innovation, entrepreneurship, and public policy. Members include technology-based businesses, ancillary support firms, and public and nonprofit organizations that support Minnesota's technology ecosystem.

The Association is also a member of TECNA, the Technology Councils of North America, which provides a national network of technology industry knowledge and expertise in business development, public relations, and government affairs.

Financial Statement Presentation

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

Net Assets Without Donor Restrictions – Resources over which the board of directors has discretionary control. Designated amounts represent those revenues which the board of directors has set aside for a particular purpose.

Net Assets With Donor Restrictions – Those resources subject to donor-imposed restrictions. Some are temporary in nature, which will be satisfied by actions of the Association or passage of time. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

The Association had no net assets with donor restrictions at December 31, 2022 and 2021.

Tax-Exempt Status

The Association qualifies as a tax-exempt organization described in Section 501(c)(6) and is not a private foundation under Section 509(a)(2) of the Internal Revenue Code. As such, it is exempt from federal unemployment taxes and state of Minnesota sales tax, but is subject to federal and state income taxes on net unrelated business income.

The Association has adopted the guidance in the income tax standard regarding the recognition and measurement of uncertain tax positions. The adoption of this standard had no impact on the Association's financial statements. The Association files as tax-exempt organizations.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Estimates

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were used.

Concentrations of Credit Risks

Members and donors are primarily companies which operate in high technology environments in Minnesota.

Cash and Cash Equivalents

The Association classifies all highly liquid debt securities with a maturity of three months or less at the time of purchase to be cash equivalents. Cash is maintained in various bank deposit accounts which, at times, may exceed insured limits.

Receivables

Grant and program revenue receivables are stated at net realizable value. Bad debts are provided for using the reserve method based on historical experience and management's evaluation of outstanding receivables at the end of each year. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At December 31, 2022 and 2021, the allowance was \$2,000.

Fixed Assets

All capital expenditures over \$1,000 are evaluated to determine if they should be recorded as a fixed asset at cost. Contributed items and contributed services related to the development of the web site are recorded at fair value as the development services or items are provided. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulation, contributions of fixed assets are recorded as net assets without donor restrictions. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. The estimated useful lives of fixed assets are three to five years for the website, and three to seven years for furniture and equipment. Leasehold improvements are amortized over the shorter of their useful lives or lease term.

Revenue Recognition

The Association derives revenue primarily from membership dues, events and programs and grants. Membership dues are recognized as revenues ratably over the applicable membership period. Dues collected in advance are recorded as deferred membership dues until they are earned. As of December 31, 2022, 2021 and 2020 there were no contract assets, respectively. As of December 31, 2022, 2021 and 2020 contract liabilities consist of deferred membership dues in the amount of \$239,766, \$268,115 and \$212,225, respectively.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

Events and program revenue consist of sponsorships and registrations for the events. This revenue is considered to be exchange revenue and is recognized at the point in time when the event occurs or services are provided. Amounts collected in advance are recorded as deferred sponsorships until the event occurs. As of December 31, 2022, 2021 and 2020 contract assets consist of receivables in the amount of \$-0-.

Grant revenue is recognized when notification is received, absent any condition clauses on recognition. Expenditures under grant contracts are subject to review by the granting authority. To the extent, if any, that such a review reduces expenditures allowable under these contracts, the Association will record such disallowance at the time the determination is made.

Functional Expenses

The Association charges identifiable expenses directly to the appropriate program service. Expenses of a general nature are allocated to program service based on a pro-rated percentage of usage and on management's estimate. Those expenses that are directly allocated include consulting, programs and events, and SciTechsperience expenses.

Adoption of New Accounting Standards

In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update 2016-02, *Leases (ASC 842)*. The new standard increases transparency and comparability among organizations by requiring the recognition of right-of-use (ROU) assets and lease liabilities on the balance sheet. Most prominent of the changes in the standard is the recognition of ROU assets and lease liabilities by lessees for those leases classified as operating leases. Under the standard, disclosures are required to meet the objective of enabling users of financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases. The Association adopted the requirements of the guidance effective January 1, 2022, and has elected to apply the provisions of this standard to the beginning of the period of adoption. There was no impact on the Association 's financial position and change in net assets as a result of the adoption of this accounting standard.

The Financial Accounting Standards Board (FASB) has issued Accounting Standards Update (ASU) 2020-07, Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets. The FASB issued this ASU to improve the transparency of contributed nonfinancial assets through enhancements to presentation and disclosure. Nonfinancial assets are defined within the ASU as including fixed assets (such as land, buildings, and equipment), use of fixed assets or utilities, materials and supplies, intangible assets, services, and unconditional promises of those assets. The amendments do not change the recognition and measurement of nonfinancial assets. This adoption of this standard did not have a significant impact on the Association's financial statements.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

<u>Leases</u>

The Organization determines if an arrangement is a lease at inception. Leases are reported on the statement of financial position as a ROU asset and lease liability. ROU assets represent the Organization's right to use an underlying asset for the lease term and lease liabilities represent the obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that the Organization will exercise that option. Lease expense for operating lease payments is recognized on a straight-line basis over the lease term. The Organization has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the consolidated statements of financial position. The Organization has determined that the overall impact related to an existing office lease through 2025 is immaterial to the consolidated financial statements as a whole and chose to not record as a ROU asset and liability. The future commitments as of December 31, 2022 is \$32,511.

Subsequent Events

The Association has evaluated subsequent events from the balance sheet date through REPORT DATE, the date at which the financial statements were available to be issued.

NOTE 2 LIQUIDITY AND AVAILABILITY

As of December 31, 2022 and 2021, the Association has liquidity, which it considers to be cash, cash equivalents, grants receivable and program revenue receivables, totaling \$776,564 and \$980,128, respectively. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date. The Association also does not have any board-designated funds. The board of directors reviews liquidity at each meeting.

The Association's financial assets available within one year of the balance sheet date for general expenditure are as follows for the years ended December 31:

	 2022	 2021
Cash and Cash Equivalents	\$ 648,820	\$ 875,937
Grant Receivables	 127,744	 104,191
Total	\$ 776,564	\$ 980,128

NOTE 3 RELATED PARTIES

Minnesota High Technology Foundation (the Foundation) is a related organization through the appointment of several board members and similar operational staff. The Foundation made payments to the Association for the following programs:

	202	22	 2021
ACE Scholarships	\$	-	\$ 10,000
STEM Sponsorship		10,000	
TIA Program	18	37,500	
Total	19	97,500	10,000

The Association made payments to the Foundation for the following programs:

		2022	 2021
Named Scholarships	\$	5,500	\$ 24,500

The Association paid directly the expenses of the Foundation and was reimbursed for the following items:

			2022	 2021
Staff Support		\$	40,000	\$ 40,000

In 2013, the Association entered into an agreement with the Foundation whereby the Association would donate 200 hours of administrative services valued at \$15,000 to the Foundation. Any hours in excess of 200 hours will be billed to the Foundation. As of December 31, 2022 and 2021 this amount was \$-0-.

In 2022, there were no amounts owed between the two entities. In 2021, the Association owed the Foundation \$225,000 for amounts received that were intended for the Foundation.

Certain members of the Association's board of directors are employees, officers, or owners of companies from which the Association purchases goods and services in the normal course of business. During the years ended December 31, 2022 and 2021, the Association purchased the following goods and services from these companies:

	 2022	 2021
Professional Services	\$ 48,433	\$ 48,223

NOTE 4 PENSION PLAN

The Association has a defined contribution pension plan covering substantially all full-time employees who have met the age and service requirements of the plan. The Association contributions to the plan are based on a percentage of the eligible employee's base salary and were \$32,179 and \$30,000 for the years ended December 31, 2022 and 2021, respectively.

NOTE 5 CONCENTRATIONS

At December 31, 2022 and 2021, 84% and 95% of the Association's grant receivables relate to government grant receivables from two sources.

Two organizations comprised of 95% of the grant revenue for the year ended December 31, 2022 and 2021.

If a significant reduction in government grants were to occur, it might have a significant effect on the Association's programs and activities.

NOTE 6 PAYCHECK PROTECTION PROGRAM

The Association applied for and was approved for a \$183,000 loan under the Paycheck Protection Program created as part of the relief efforts related to COVID-19 and administered by the Small Business Administration. The loan was received on January 14, 2021. The loan accrued interest at 1%, but payments were not required to begin for six months after the funding of the loan. Subsequent to this, the law changed the loan deferral terms retroactively. The PPP Flexibility Act and subsequent regulations supersede the loan agreement. The Association was eligible for loan forgiveness up to 100% of the loan, upon meeting certain requirements. The loan was uncollateralized and was fully guaranteed by the Federal government. The Association received forgiveness of \$183,000 on August 5, 2021.

The SBA may review funding eligibility and usage of funds for compliance with program requirements based on dollar thresholds and other factors. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; however, management is of the opinion that any review will not have a material adverse impact on the Association's financial position.