

**TAX FOUNDATION**

**FINANCIAL STATEMENTS AND  
INDEPENDENT AUDITOR'S REPORT**

**DECEMBER 31, 2023 AND 2022**

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CERTIFIED PUBLIC ACCOUNTANTS

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## Independent Auditor's Report

To the Board of Directors  
Tax Foundation  
Washington, DC

### **Opinion**

We have audited the accompanying financial statements of Tax Foundation, (a non-profit organization), which comprise the statements of financial position as of December 31, 2023 and 2022, 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 Tax Foundation as of December 31, 2023 and 2022, and the changes in its net assets 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. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Tax Foundation, 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 Tax Foundation's, ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's 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 auditor's 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 generally accepted auditing standards 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 generally accepted auditing standards, 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 Tax Foundation'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 Tax Foundation'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.



Washington, DC  
May 10, 2024

**TAX FOUNDATION  
STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2023 AND 2022**

	2023	2022
<b><u>ASSETS</u></b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 2,678,037	\$ 2,123,909
Investments	3,670,257	3,171,760
Contributions receivable	168,333	147,500
Accounts receivable	23,000	154,200
Prepaid expenses	87,666	89,725
Total Current Assets	6,627,293	5,687,094
<b>PROPERTY AND EQUIPMENT</b>		
Furniture and equipment	529,384	587,659
Leasehold improvements	645,581	645,581
Website	280,598	-
Online model	45,000	-
Sub-total Property and Equipment	1,500,563	1,233,240
Less accumulated depreciation	(1,007,400)	(914,921)
Total Property and Equipment, Net	493,163	318,319
<b>OTHER ASSETS</b>		
Right-of-use asset, operating lease, net	993,589	1,341,668
Right-of-use assets, finance leases	58,974	58,975
Beneficial interest in split interest agreement	58,334	53,891
Deposits	36,751	36,751
Total Other Assets	1,147,648	1,491,285
<b>TOTAL ASSETS</b>	<b>\$ 8,268,104</b>	<b>\$ 7,496,698</b>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable	\$ 83,079	\$ 152,103
Accrued expenses	193,671	158,012
Lease liability - operating lease, current portion	469,488	451,323
Lease liability - finance leases, current portion	16,548	17,341
Deferred revenue	-	25,000
Total Current Liabilities	762,786	803,779
<b>NON-CURRENT LIABILITIES</b>		
Lease liability - operating lease, net of current portion	995,685	1,465,172
Lease liability - finance leases, net of current portion	5,354	21,902
Total Non-Current Liabilities	1,001,039	1,487,074
Total Liabilities	1,763,825	2,290,853
<b>NET ASSETS</b>		
Without donor restrictions	5,905,477	4,599,470
With donor restrictions	598,802	606,375
Total Net Assets	6,504,279	5,205,845
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 8,268,104</b>	<b>\$ 7,496,698</b>

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

**TAX FOUNDATION**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2023**

	Without Donor Restrictions	With Donor Restrictions	Total
	<u>                    </u>	<u>                    </u>	<u>                    </u>
<b>REVENUE AND SUPPORT</b>			
Grants and contributions	\$ 5,833,362	\$ 1,313,333	\$ 7,146,695
Fundraising Event:			
Annual dinner	978,593	-	978,593
Less: direct costs	<u>(449,142)</u>	<u>-</u>	<u>(449,142)</u>
Net Revenue From Fundraising Event	529,451	-	529,451
Investment gain, net	554,004	-	554,004
In-kind contributions	25,533	-	25,533
Net assets released from restrictions	<u>1,320,906</u>	<u>(1,320,906)</u>	<u>-</u>
Total Revenue and Support	8,263,256	(7,573)	8,255,683
 <b>EXPENSES</b>			
Program Services:			
Federal tax policy	1,975,372	-	1,975,372
Marketing and communication	1,467,546	-	1,467,546
State tax policy	1,017,674	-	1,017,674
Global tax reform	<u>654,990</u>	<u>-</u>	<u>654,990</u>
Total Program Services	5,115,582	-	5,115,582
Support Services:			
General and administration	679,401	-	679,401
Fundraising	<u>1,162,266</u>	<u>-</u>	<u>1,162,266</u>
Total Support Services	1,841,667	-	1,841,667
Total Expenses	<u>6,957,249</u>	<u>-</u>	<u>6,957,249</u>
 <b>CHANGE IN NET ASSETS</b>	1,306,007	(7,573)	1,298,434
 <b>NET ASSETS, beginning of year</b>	<u>4,599,470</u>	<u>606,375</u>	<u>5,205,845</u>
 <b>NET ASSETS, end of year</b>	<u><u>\$ 5,905,477</u></u>	<u><u>\$ 598,802</u></u>	<u><u>\$ 6,504,279</u></u>

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

**TAX FOUNDATION**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2022**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUE AND SUPPORT</b>			
Grants and contributions	\$ 5,283,882	\$ 709,500	\$ 5,993,382
Fundraising Event:			
Annual dinner	944,491	-	944,491
Less: direct costs	(432,949)	-	(432,949)
Net Revenue From Fundraising Event	511,542	-	511,542
Investment loss, net	(619,637)	-	(619,637)
Honoraria and reimbursements	6,732	-	6,732
In-kind contributions	23,990	-	23,990
Net assets released from restrictions	654,686	(654,686)	-
Total Revenue and Support	5,861,195	54,814	5,916,009
<b>EXPENSES</b>			
Program Services			
Federal tax policy	1,630,543	-	1,630,543
Marketing and communication	1,360,745	-	1,360,745
State tax policy	666,826	-	666,826
Global tax reform	423,774	-	423,774
Total Program Services	4,081,888	-	4,081,888
Support Services:			
General and administration	674,165	-	674,165
Fundraising	1,084,905	-	1,084,905
Total Support Services	1,759,070	-	1,759,070
Total Expenses	5,840,958	-	5,840,958
<b>CHANGE IN NET ASSETS</b>	20,237	54,814	75,051
<b>NET ASSETS</b> , beginning of year	4,579,233	551,561	5,130,794
<b>NET ASSETS</b> , end of year	\$ 4,599,470	\$ 606,375	\$ 5,205,845

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

**TAX FOUNDATION**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED DECEMBER 31, 2023**

	Program Services				Total Program Services	Support Services			TOTAL
	Federal Tax Policy	Marketing and Communication	State Tax Policy	Global Tax Reform		General and Administration	Fundraising	Total Support Services	
Personnel Costs:									
Salaries	\$ 1,242,831	\$ 830,707	\$ 622,779	\$ 414,291	\$ 3,110,608	\$ 201,510	\$ 654,583	\$ 856,093	\$ 3,966,701
Payroll taxes	90,874	60,974	45,782	23,179	220,809	12,535	48,063	60,598	281,407
Employee benefits	59,138	39,528	29,634	15,178	143,478	9,588	31,147	40,735	184,213
Retirement benefits	57,449	38,399	28,788	14,745	139,381	9,314	30,258	39,572	178,953
Total Personnel Costs	1,450,292	969,608	726,983	467,393	3,614,276	232,947	764,051	996,998	4,611,274
Accounting	-	-	-	-	-	131,265	-	131,265	131,265
Advertising	9,888	6,609	4,955	2,538	23,990	1,605	5,208	6,813	30,803
Amortization	6,784	5,045	2,609	1,566	16,004	1,392	-	1,392	17,396
Bank and credit card fees	-	-	-	-	-	17,548	-	17,548	17,548
Bad debt expense	-	-	2,250	1,350	3,600	11,400	-	11,400	15,000
Charitable registration	2,919	1,951	1,463	749	7,082	473	1,538	2,011	9,093
Conference and meetings	45,990	33,303	23,788	14,273	117,354	14,272	26,959	41,231	158,585
Depreciation	28,489	18,531	15,066	7,487	69,573	4,328	18,578	22,906	92,479
Direct mail expenses	-	134,859	-	-	134,859	157,983	56,813	214,796	349,655
Dues and subscription	34,937	25,299	18,071	10,842	89,149	10,843	20,480	31,323	120,472
Equipment rental and maintenance	5,833	3,899	2,923	1,497	14,152	944	3,072	4,016	18,168
Grant to others	-	-	-	10,223	10,223	-	-	-	10,223
Insurance	10,510	7,611	5,436	3,262	26,819	5,958	3,465	9,423	36,242
In-kind goods	-	-	-	-	-	-	25,533	25,533	25,533
IT Support	43,088	28,800	21,591	11,059	104,538	6,987	22,694	29,681	134,219
Legal	3,844	2,570	1,926	987	9,327	623	2,025	2,648	11,975
Occupancy	117,374	78,453	58,816	30,125	284,768	19,030	61,820	80,850	365,618
Office supplies	7,877	5,704	4,074	2,445	20,100	2,444	4,618	7,062	27,162
Other expenses	17,829	12,911	9,222	5,533	45,495	5,534	10,452	15,986	61,481
Printing and reproduction	11,769	7,866	5,897	3,021	28,553	1,908	6,199	8,107	36,660
Professional fees	147,007	98,259	73,665	37,730	356,661	23,835	77,427	101,262	457,923
Staff development	5,975	3,994	2,994	1,534	14,497	969	3,147	4,116	18,613
Telecommunications	4,912	3,283	2,461	1,261	11,917	797	2,587	3,384	15,301
Travel	20,055	18,991	33,484	40,115	112,645	26,316	45,600	71,916	184,561
Total Expenses	\$ 1,975,372	\$ 1,467,546	1,017,674	\$ 654,990	\$ 5,115,582	\$ 679,401	\$ 1,162,266	\$ 1,841,667	\$ 6,957,249

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



**TAX FOUNDATION**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED DECEMBER 31, 2022**

	Program Services				Total Program Services	Support Services			TOTAL
	Federal Tax Policy	Marketing and Communication	State Tax Policy	Global Tax Reform		General and Administration	Fundraising	Total Support Services	
Personnel Costs:									
Salaries	\$ 1,011,004	\$ 766,744	\$ 441,319	\$ 226,887	\$ 2,445,954	\$ 184,859	\$ 651,305	\$ 836,164	\$ 3,282,118
Payroll taxes	75,901	57,566	33,132	17,034	183,633	15,329	48,896	64,225	247,858
Employee benefits	42,862	32,508	18,170	9,619	103,159	-	35,988	35,988	139,147
Retirement benefits	20,597	12,602	8,747	7,474	49,420	84,463	7,303	91,766	141,186
Total Personnel Costs	1,150,364	869,420	501,368	261,014	2,782,166	284,651	743,492	1,028,143	3,810,309
Accounting	-	-	-	-	-	124,980	-	124,980	124,980
Advertising	40,780	30,929	17,801	9,152	98,662	7,455	26,271	33,726	132,388
Bank and credit card fees	-	-	-	-	-	19,005	-	19,005	19,005
Bad debt expense	-	-	3,150	2,100	5,250	21,000	-	21,000	26,250
Charitable registration	-	-	-	9,368	9,368	4,487	-	4,487	13,855
Conference and meetings	25,169	20,675	10,787	7,191	63,822	8,990	17,079	26,069	89,891
Depreciation and amortization	26,876	20,383	11,732	6,031	65,022	4,913	17,314	22,227	87,249
Direct mail expenses	-	134,774	-	-	134,774	90,668	74,482	165,150	299,924
Dues and subscription	25,364	19,236	11,072	5,692	61,364	4,612	16,340	20,952	82,316
Equipment rental and maintenance	7,473	5,668	3,262	1,677	18,080	1,366	4,814	6,180	24,260
Grant to others	6,971	5,726	10,206	1,992	24,895	-	-	-	24,895
Grant writing	-	-	-	-	-	-	10,000	10,000	10,000
Insurance	5,841	4,798	2,503	1,669	14,811	2,583	3,465	6,048	20,859
In-kind goods	-	-	-	-	-	-	23,990	23,990	23,990
IT Support	32,056	24,313	13,993	7,194	77,556	1,218	20,651	21,869	99,425
Legal	4,398	3,336	1,920	987	10,641	804	2,833	3,637	14,278
Occupancy	108,657	82,409	47,431	24,385	262,882	19,862	69,999	89,861	352,743
Office supplies	3,234	2,657	1,386	924	8,201	1,154	2,195	3,349	11,550
Other expenses	11,044	9,072	4,733	3,156	28,005	3,945	7,494	11,439	39,444
Printing and reproduction	10,363	8,513	4,441	2,961	26,278	3,701	7,032	10,733	37,011
Professional fees	131,150	85,750	3,500	67,042	287,442	55,390	10,000	65,390	352,832
Staff development	1,080	819	471	242	2,612	198	696	894	3,506
Telecommunications	5,757	4,366	2,513	1,292	13,928	1,053	3,709	4,762	18,690
Travel	33,966	27,901	14,557	9,705	86,129	12,130	23,049	35,179	121,308
Total Expenses	\$ 1,630,543	\$ 1,360,745	\$ 666,826	\$ 423,774	\$ 4,081,888	\$ 674,165	\$ 1,084,905	\$ 1,759,070	\$ 5,840,958

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

**TAX FOUNDATION  
STATEMENTS OF CASH FLOWS  
YEARS ENDED DECEMBER 2023 AND 2022**

	2023	2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 1,298,434	\$ 75,051
Adjustments to reconcile changes in net assets to net cash provided for operating activities:		
Depreciation	92,479	67,384
Net investment loss (income)	(414,829)	692,854
Operating lease right-of-use asset	-	(1,361,533)
Capital lease right-of-use assets	-	(58,975)
Depreciation of operating lease right-of-use asset	330,684	-
Amortization of capital lease right-of-use assets	17,396	19,865
Beneficial interest in split interest agreement	(4,443)	(4,146)
(Increase) decrease in assets:		
Contributions receivable	(20,833)	295,500
Accounts receivable	131,200	(36,200)
Prepaid expenses	2,059	(33,970)
Increase (decrease) in liabilities:		
Accounts payable	(69,024)	37,124
Accrued expenses	35,659	(18,451)
Capital lease liability	(17,341)	35,654
Operating lease liability	(451,322)	1,916,495
Deferred revenue	(25,000)	25,000
Deferred rent and lease incentive	-	(664,021)
Net Cash Provided by Operating Activities	905,119	987,631
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of property and equipment	(267,323)	(94,521)
Purchases of investments	(122,611)	(103,829)
Proceeds from sales of investments	38,943	35,154
Net Cash Used for Investing Activities	(350,991)	(163,196)
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	554,128	824,435
<b>CASH AND CASH EQUIVALENTS, beginning of year</b>	2,123,909	1,299,474
<b>CASH AND CASH EQUIVALENTS, end of year</b>	\$ 2,678,037	\$ 2,123,909

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

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**

**NOTE A – ORGANIZATION AND NATURE OF ACTIVITIES**

Tax Foundation (the “Foundation”) is a 501(c)(3) nonprofit research and educational organization that was incorporated on September 14, 1990. The Foundation researches and analyzes various aspects of federal, state and local tax policies to assess the impact that such policies have on the economy, businesses, individuals and families. This compilation and analysis of tax policies is the first stage in the process of educating business executives, policy makers and the public about the role tax policies play in their lives and to help them differentiate sound tax policies from inefficient and destructive tax policies. The Foundation's operations are funded primarily through contributions from private foundations, corporations and individuals.

Program Descriptions

*Federal Tax Policy* - This program promotes sound tax policy in Washington D.C. The Foundation provides objective data and analysis on tax policy, using several tools, including modeling of economic and budgetary effects, research and writing, Capitol Hill briefings, and Congressional testimony. The Foundation has established itself as the go-to resource on federal tax issues for policymakers. In 2023, the staff conducted more than 60 Capitol Hill meetings, briefings, and presentations to various public audiences, testified seven times before congressional committees, and produced dozens of reports and blog posts on a variety of issues that received more than 13,500 citations in leading media outlets.

*Marketing and Communication* - The Foundation’s marketing team makes tax policy engaging and accessible to taxpayers, legislators, and the media through innovative, multi-channel campaigns. The Foundation’s team delivers high-quality content to the right people, at the right time, in a format that promotes deeper understanding using tools like social media, digital advertising, interactive web experiences, and email. In 2023, the Foundation earned 22,700 media citations in the world's top news outlets, including *The Wall Street Journal*, *The Washington Post*, *The New York Times*, NBC News, Fox News, and NPR; its experts conducted 68 radio and TV interviews and placed 41 op-eds; taxfoundation.org was visited 17.8 million times; its social media audience grew 9 percent to 109,013 total followers; its digital advertising resulted in 12.1 million impressions and drove 176,578 video views; and its email newsletter grew 6 percent to 61,604 subscribers.

*State Tax Policy* – This program promotes state tax reform with comprehensive annual reports, research, policy analysis, and in-depth state-specific studies. In 2023, the Foundation testified or presented to officials—virtually and in-person—in 30 states, met with in state groups or audiences in all 50 states and the District of Columbia, and published seven forward looking blueprints for state tax reform.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE A – ORGANIZATION AND NATURE OF ACTIVITIES (continued)**

Program Descriptions (continued)

*State Tax Policy (continued)* – The Foundation is often looked to by legislators, taxpayers, and the media (with 10,100 media citations in 2023) to recommend tax reform options or provide analysis of tax plans. The Foundation’s analysis, and studies such as the *State Business Tax Climate Index*, inform the tax reform debate across the country and have been crucial to major tax changes in many states, and Foundation experts have been a vital resource to policymakers and journalists as states navigate an increasingly mobile economy characterized by a greater focus on tax competitiveness.

*Global Tax Reform* – was launched to promote pro-growth tax policies throughout the world with a primary focus on Europe. The Global Program produces in-depth studies of economic data and uses a variety of measures, such as the *International Tax Competitiveness Index*, to compare tax systems. The Foundation’s experts have provided briefings in countries throughout Europe and are relied upon by media, policy makers, and other policy groups to provide analysis of tax proposals throughout the world. In 2023, the Tax Foundation’s work was cited in 83 countries and received nearly 4,500 international media citations.

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Basis of Accounting

These financial statements were prepared using the accrual basis of accounting. Therefore, revenue and related assets are recognized when earned and expenses and related liabilities are recognized as the obligations are incurred.

Financial Statement Presentation

Financial statement presentation follows Financial Standards Accounting Board (“FASB”) Accounting Standards Codification (“ASC”) Topic 958, *Not-for-Profit-Entities*. In accordance with Topic 958, net assets, revenue, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows:

*Net Assets without Donor Restrictions* – Net assets not subject to donor-imposed restrictions or stipulations.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

Financial Statement Presentation (continued)

*Net Assets with Donor Restrictions* – Net assets subject to donor-imposed stipulations that may or will be met by either actions of the Foundation and/or the passage of time, or that must be in perpetuity by the Foundation. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statements of activities as net assets released from restrictions.

*Net Assets with Donor Restrictions* – Contributions received with donor restrictions that are met in the same reporting period are reported as support with donor restrictions and increase net assets with donor restrictions.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Foundation considers money market accounts and all highly liquid investments with original maturities of less than three months to be cash and cash equivalents except for those funds that are part of the investment portfolio. The Foundation maintains its cash and cash equivalents balances in certain accounts which are insured by the Federal Deposit Insurance Corporation up to \$250,000. At times, the accounts may exceed these limits. However, the Foundation believes it is not exposed to any significant credit risk on cash and cash equivalents.

Investments

Investments in mutual funds and stocks are reported at fair value, which is based on observable quoted market prices. Interest income is reported when earned. Dividends are recorded on the ex-dividend date. Investment income includes the gains and losses on investments bought and sold as well as held during the year.

Contributions and Accounts Receivable

Contributions and accounts receivable are stated at the amount management expects to collect from balances outstanding at year end. Annually, management determines if an allowance for doubtful accounts is necessary based upon a review of outstanding receivables, historical collection information, and existing economic conditions. Accounts deemed uncollectible are charged off based on individual credit evaluation and specific circumstances of the parties involved. Management believes all accounts receivable are collectable within one year or less; therefore, no allowance for uncollectible accounts has been established. As of the beginning of the year ended December 31, 2022, accounts receivable totaled \$118,000.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

Property and Equipment

Property and equipment are carried at cost less accumulated depreciation and amortization. Expenditures over \$2,500 that extend the life of an asset by more than one year are capitalized while repairs and maintenance are expensed. Depreciation and amortization is calculated on a straight-line basis over the estimated useful lives (ranging from three to nine years) of the related assets. Leasehold improvements are amortized over the lesser of the estimated useful life of the asset or the lease term.

Right-of-Use (“ROU”) Assets and Lease Liability

A ROU asset is measured at the commencement date at the amount of the initially measured liability plus any lease payments made to the lessor before or after commencement date, minus any lease incentives received, plus any initial direct costs. Unless impaired, the ROU asset is subsequently measured throughout the lease term at the amount of the lease liability (that is the present value of the remaining lease payments), plus unamortized initial direct costs, and the addition or subtraction of any prepaid lease payments (accrued lease payments, less the unamortized balance of lease incentives received). Operating lease payments are recognized on a straight-line basis over the lease term.

The Foundation is a lessee in several noncancellable leases for building space and equipment. Leases for equipment were evaluated using the criteria outlined in ASC Topic 842 to determine whether the equipment leases were operating or capital leases.

As of December 31, 2023, the equipment lease was determined to be a finance lease and is recorded separately from the building lease on the statements of financial position as both a right-to-use (“ROU”) asset and lease liability, calculated by discounting fixed lease payments over the lease term at the risk-free rate. Lease liabilities are increased by interest and reduced by payments each period, and the right-of-use asset is amortized over the lease term.

For operating leases, interest on the lease liability and the amortization of the right-of-use asset result in straight-line rent expense over the lease term. Variable lease expenses, if any, are recognized when incurred.

The Tax Foundation excludes short-term leases having initial terms of 12 months or less from the new guidance as an accounting policy and recognizes rent expense on a straight-line basis over the lease term. Beginning January 1, 2022, operating and capital lease ROU assets and related current and long-term portions of operating and capital lease liabilities have been presented in the statements of financial position.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

Deferred Revenue

Deferred revenue consists of tax prom event (held at the annual conference) sponsorships and received in advance of the events or before the obligations have been met and is recognized as revenue when the event occurs or obligations are met. Deferred revenue as of the beginning of the year ended December 31, 2022 totaled \$0.

Revenue Recognition

*Grants and Contributions* - The Foundation recognizes grants and contributions when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest 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. Contributions received with donor stipulations are recorded as contributions with donor restrictions based on the donor's intent. Unless otherwise stated by the donor, individual donations are recorded as contributions without donor restrictions. Contributions with donor restrictions that are met in the same reporting period as when the contribution are received, are reported as contributions with donor restrictions.

*Fundraising Events Income* - Revenue from the annual dinner is recognized when the event occurs, and is reported in the accompanying statements of activities net of direct expenses.

*Honoraria and Reimbursements* - Revenue from honoraria and reimbursements is recognized at a point in time in the period when the meetings are held.

*In-kind contributions* - are recorded at fair value of the services or items received, if the items received, enhance nonfinancial assets and would otherwise need to be purchased by the Foundation. Contributed items that do not meet the above criteria are not recognized.

Method Used for Allocation of Expenses

The financial statements report certain categories of expenses that are attributable to more than one program or a support function as management and general activities. Expenses of this nature are allocated on a reasonable basis that is consistently applied. Allocated expenses include depreciation and amortization, office and occupancy expenses, which are allocated on the basis of salaries and related costs, determined by estimated of time and effort expended.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts of revenue and expenses during the reporting periods and reported amounts of assets and liabilities at the date of the financial statements. Actual results could differ from those estimates.

**NOTE C – INCOME TAXES**

The Foundation has been recognized as exempt from federal income tax by the Internal Revenue Service under the provisions of Section 501(c)(3) of the Internal Revenue Code and is classified as an organization that is not a private foundation.

The Foundation believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements or that would have an effect on its tax-exempt status. There are no unrecognized tax benefits or liabilities that need to be recorded.

The Foundation's information returns are subject to examination by the Internal Revenue Service ("IRS") for a period of three years from the date they were filed, except under certain circumstances. The Foundation's Form 990 returns for the years 2020 through 2022 are open for a tax examination by the IRS, although no request has been made as of the date of these financial statements.

**NOTE D – AVAILABLE RESOURCES AND LIQUIDITY**

The Foundation regularly monitors liquidity required to meet its operating needs and other contractual commitments. The Foundation has various sources of liquidity at its disposal including cash and cash equivalents, contributions receivable, accounts receivable and investments.

For purposes of analyzing resources available to meet general expenditure over a 12-month period, the Foundation considers all expenditures related to its ongoing program activities and services to support those activities to be general expenditures.



**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE D – AVAILABLE RESOURCES AND LIQUIDITY** (continued)

The following table reflects the Foundation’s financial assets as of December 31, 2023 and 2022, reduced by amounts that are not available to meet general expenditures within one year of the statements of financial position date because of donor restrictions:

	2023	2022
Cash and cash equivalents	\$ 2,678,037	\$ 2,123,909
Investments	3,670,257	3,171,760
Contributions receivable	168,333	147,500
Accounts receivable	23,000	154,200
Total Financial Assets	6,539,627	5,597,369
Less: Net Assets with Donor Restrictions	(598,802)	(606,375)
Total Financial Assets Available to Meet Cash		
Needs for General Expenditures Within One Year	\$ 5,940,825	\$ 4,990,994

**NOTE E – INVESTMENTS AND FAIR VALUE MEASUREMENTS**

FASB ASC Topic 820, Fair Value Measurements and Disclosures, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value hierarchy. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

Level 1 – Inputs are based on unadjusted quoted prices for identical assets traded in an active market that the Foundation has the ability to access.

Level 2 – Inputs are based on quoted prices for similar assets in active markets, quoted prices for identical or similar assets in inactive markets, or model based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data.

Level 3 - Inputs are unobservable and significant to the overall fair value measurement.

The following valuation methods may produce a fair value calculation that may not be indicative of net realizable value reflective of future fair values. Furthermore, although management believes its valuations methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE E – INVESTMENTS AND FAIR VALUE MEASUREMENTS (continued)**

The Foundation’s investments in mutual funds and stocks are based on observable market quotations.

The following table sets forth by level, within the fair value hierarchy, the assets of the Foundation reported at fair value on a recurring basis in the accompanying statements of financial position as follows:

Assets at Fair Value as of December 31, 2023

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual Funds	\$ 1,088,979	\$ -	\$ -	\$ 1,088,979
Stocks	2,581,278	-	-	2,581,278
Total	<u>\$ 3,670,257</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,670,257</u>

Assets at Fair Value as of December 31, 2022

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual Funds	\$ 1,064,596	\$ -	\$ -	\$ 1,064,596
Stocks	2,104,325	-	-	2,104,325
Cash	2,839	-	-	2,839
Total	<u>\$ 3,171,760</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,171,760</u>

**NOTE F – BENEFICIAL INTEREST IN SPLIT INTEREST AGREEMENT**

The Foundation has a beneficial remainder interest in an irrevocable gift annuity held by a third party. The terms of the agreement provide for quarterly payments of \$1,550, to the primary beneficiary during their lifetime with the amount remaining to be paid to the Foundation upon the beneficiary’s death. The Foundation has recorded the beneficial interest in this contribution at its estimated fair value using present value techniques assuming a remaining life expectancy of 6.1 years and a discount rate of 8%. For the years ended December 31, 2023 and 2022, the Foundation recorded an asset of \$58,334 and \$53,891, respectively, related to this split interest agreement, which is included in the accompanying statements of financial position.

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE G – OPERATING LEASE**

The Foundation leases its office space under a long term operating lease agreement. The lease commenced in January 2015 and expires in December 2026, and requires monthly rental payments of \$32,072, with annual escalations of approximately 2.5% and pass through of increases in operating costs and taxes. In addition, the lease provided for 13 months of rent abatement and a tenant improvement allowance of \$85 per square foot or \$681,530. Future minimum lease payments are as follows for the years ending December 31,

	2024	\$ 486,620
	2025	498,786
	2026	<u>511,255</u>
Total operating lease liability payments		1,496,661
Less: discount		<u>(31,488)</u>
Present Value of Operating Lease Liability		<u>\$ 1,465,173</u>

Total occupancy expense recorded by the Foundation for the years ended December 31, 2023 and 2022, totaled \$365,618 and \$352,743, respectively.

Average operating lease term and discount rate as of December 31, 2023 was as follows:

	2023	2022
Weighted average remaining lease term (years)	3	4
Weighted average discount rate	1.33%	1.33%

**NOTE H – FINANCE LEASES**

Additionally, the Foundation has an equipment finance lease with an expiration of April 2025 with a monthly payment of \$1,379.

Following are the future finance lease payments for the years ending December 31,

	2024	\$ 16,548
	2025	<u>5,516</u>
Total lease payments		22,064
Less: interest		<u>(162)</u>
Finance lease liability, Net		<u>\$ 21,902</u>

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE H – FINANCE LEASES – (continued)**

Average finance lease term and discount rate as of December 31, 2023 was as follows:

	<u>2023</u>	<u>2022</u>
Weighted average remaining lease term (years)	1.33	2.27
Weighted average discount rate	1.01%	1.01%

**NOTE I – RETIREMENT PLAN**

The Tax Foundation 401(k) Profit Sharing Plan (the “Plan”) was adopted to provide employees with retirement saving opportunities. All employees who are at least 21 years of age and have completed six months of employment with a minimum of 1,000 hours of service are eligible to participate. Eligible employees may contribute to the Plan up to the maximum limits set by the Internal Revenue Service. The employer matches 100 percent of the salary deferrals up to 5% of the compensation. Retirement expense for the years ended December 31, 2023 and 2022, totaled \$178,953 and \$141,186, respectively.

**NOTE J – NET ASSETS WITH DONOR RESTRICTIONS**

The Foundation had net assets with donor restrictions as of December 31, 2023 and 2022, as follows:

	<u>2023</u>	<u>2022</u>
Purpose Restricted:		
Tax and economic literacy project	\$ 231,640	\$ 134,927
Reform advertising	30,000	-
Center for state tax policy	-	69,214
Carbon tax	190,309	252,234
State tax business climate index	123,520	-
International tax issues	23,333	-
European Union project	-	25,000
Total Purpose Restricted	<u>598,802</u>	<u>481,375</u>
Time Restricted:	-	125,000
Total	<u>\$ 598,802</u>	<u>\$ 606,375</u>

**TAX FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023 AND 2022**  
(continued)

**NOTE K – CONCENTRATION OF FUNDING**

As of December 31, 2023 and 2022, the amount held in the Foundation's operating account exceeded the amount guaranteed by the Federal Deposit Insurance Corporation by \$2,428,037 and \$1,873,909, respectively. In addition, as of December 31, 2023 and 2022, accounts, grants and contributions receivable of \$191,333 and \$301,700 included amounts due from five and thirteen donors respectively, totaling \$140,000 and \$147,500, or 88% and 49% of the balance respectively. The Foundation has not experienced, nor does it anticipate, any loss of funds as a result of this concentration.

**NOTE L – IN-KIND DONATIONS**

The Foundation receives in-kind donations for their annual conference. The in-kind donated items include beer, spirits, wine and PepsiCo products. The estimated fair value of the in-kind goods is based on estimated fair market value rate. The in-kind items are without donor restrictions but are used for the annual event. The in-kind donations are allocated in the statement of functional expenses to the conference program. For the years ended December 31, 2023 and 2022, donated goods totaled \$25,533 and \$23,990, respectively

**NOTE M – SUBSEQUENT EVENTS**

The Foundation's management has evaluated subsequent events for potential required disclosures through May 10, 2024, which is the date the financial statements are available to be issued. In 2024, Tax Foundation finalized the formation of another related non-profit entity, Tax Foundation, Europe, that will be headquartered in Brussels. There were no additional events or transactions except as noted above that were discovered during the evaluation that required further recognition or disclosure.