



The Tony Robbins Foundation

Financial Statements
Years Ended June 30, 2023 and 2022



THE TONY ROBBINS FOUNDATION

Financial Statements

Years Ended June 30, 2023 and 2022

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
The Tony Robbins Foundation

Opinion

We have audited the accompanying financial statements of The Tony Robbins Foundation (Foundation), which comprise the statements financial position as of June 30, 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 present fairly, in all material respects, the financial position of The Tony Robbins Foundation as of June 30, 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 audit 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 the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Change in Accounting Principle

As discussed in Note 1 to the financial statements, the Organization changed its method of accounting for leases as a result of the adoption of Accounting Standards Codification Topic 842, *Leases*, effective July 1, 2022, under the modified retrospective transition method. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal controls 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 the Organization's ability to continue as a going concern for one year after the date that 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(s).
- 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(s) 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 the Organization'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 the Organization'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.

Mayer Hoffman McCann P.C.

San Diego, California
March 29, 2024

The Tony Robbins Foundation

Statements of Financial Position As of June 30,

	2023	2022
Assets		
Current Assets:		
Cash and cash equivalents	\$ 2,876,891	\$ 5,104,991
Investments	5,458,798	4,929,900
Promises to give	16,342	7,155
Inventory	152,576	96,760
Prepaid expenses and other current assets	276,341	53,717
Total Current Assets	8,780,948	10,192,523
Right of use asset, operating	59,873	-
Long-term investments	8,472,919	5,471,099
Property and equipment, net of accumulated depreciation	27,074	40,131
Total Assets	\$ 17,340,814	\$ 15,703,753
Liabilities and Net Assets		
Current Liabilities:		
Accounts payable	\$ 77,282	\$ 55,681
Accrued expenses	19,931	17,844
Grant payable	50,000	50,000
Current portion of lease liability	27,668	-
Deferred revenue	154,991	110,633
Total Current Liabilities	329,872	234,158
Lease Liability , Less Current Portion	39,077	-
Long-Term Grant Payable	-	50,000
Total Liabilities	368,949	284,158
Net Assets:		
Without donor restrictions		
Board designated endowment	14,330,721	10,553,919
Undesignated	2,578,418	4,803,879
Total without donor restrictions	16,909,139	15,357,798
With donor restrictions	62,726	61,797
Total Net Assets	16,971,865	15,419,595
Total Liabilities and Net Assets	\$ 17,340,814	\$ 15,703,753

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

The Tony Robbins Foundation

Statement of Activities Year Ended June 30, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:			
Contributions	\$ 2,542,720	\$ 1,050	\$ 2,543,770
Program revenue	128,000	-	128,000
Sales	352,437	-	352,437
Less cost of goods sold	(221,306)	-	(221,306)
Silent auction	381,157	-	381,157
Investment return	908,564	-	908,564
Net assets released from restrictions	121	(121)	-
Total Revenue and Support	4,091,693	929	4,092,622
Expenses:			
Program services	2,107,919	-	2,107,919
Supporting services:			
Management and general	78,174	-	78,174
Fundraising	354,259	-	354,259
Total Expenses	2,540,352	-	2,540,352
Change In Net Assets	1,551,341	929	1,552,270
Net Assets, Beginning of Year	15,357,798	61,797	15,419,595
Net Assets, End of Year	\$ 16,909,139	\$ 62,726	\$ 16,971,865

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

The Tony Robbins Foundation

Statement of Activities Year Ended June 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:			
Contributions	\$ 3,196,098	\$ 100	\$ 3,196,198
Program revenue	164,850	-	164,850
Sales	352,230	-	352,230
Less cost of goods sold	(183,034)	-	(183,034)
Silent auction	285,690	-	285,690
Grant	781	-	781
Investment return	509,636	-	509,636
Net assets released from restrictions	190,850	(190,850)	-
Total Revenue and Support	4,517,101	(190,750)	4,326,351
Expenses:			
Program services	2,150,141	-	2,150,141
Supporting services:			
Management and general	74,689	-	74,689
Fundraising	159,390	-	159,390
Total Expenses	2,384,220	-	2,384,220
Change In Net Assets	2,132,881	(190,750)	1,942,131
Net Assets, Beginning of Year	13,224,917	252,547	13,477,464
Net Assets, End of Year	\$ 15,357,798	\$ 61,797	\$ 15,419,595

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

The Tony Robbins Foundation

Statement of Functional Expenses Year Ended June 30, 2023

	Program Services	Supporting Services		Total
		Management and General	Fundraising	
Advertising	\$ 7,659	\$ 401	\$ 200,492	\$ 208,552
Contract labor	104,366	-	-	104,366
Credit card fees	21,778	5	52,228	74,011
Depreciation	8,552	2,024	2,481	13,057
Donations	1,065,675	-	-	1,065,675
Dues and subscriptions	4,616	489	4,416	9,521
Equipment rental	13,098	611	748	14,457
Gifts and awards	3,613	-	-	3,613
Grants	429,800	-	-	429,800
Insurance	4,063	961	1,179	6,203
Legal services	6,349	1,503	1,842	9,694
Lodging	24,184	-	-	24,184
Meals and entertainment	13,273	-	-	13,273
Payroll taxes and benefits	32,098	7,596	9,311	49,005
Printing	8,585	201	517	9,303
Professional services and fees	72,302	17,109	20,973	110,384
Rent	21,401	3,438	4,214	29,053
Repairs and maintenance	4,827	1,142	1,400	7,369
Salaries and wages	167,563	36,019	44,152	247,734
Shipping and postage	15,908	57	264	16,229
Supplies	24,530	438	2,467	27,435
Taxes	2,935	695	851	4,481
Telephone, video and internet	7,989	1,890	2,317	12,196
Transportation	27,563	-	-	27,563
Utilities	3,978	941	1,154	6,073
Webpage	11,214	2,654	3,253	17,121
Total functional expenses	\$ 2,107,919	\$ 78,174	\$ 354,259	\$ 2,540,352

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

The Tony Robbins Foundation

Statement of Functional Expenses Year Ended June 30, 2022

	Program Services	Supporting Services		Total
		Management and General	Fundraising	
Advertising	\$ 5,879	\$ 758	\$ 928	\$ 7,565
Contract labor	106,729	-	-	106,729
Credit card fees	19,677	-	58,010	77,687
Depreciation	9,667	2,288	2,804	14,759
Donations	1,450,473	-	-	1,450,473
Dues and subscriptions	4,928	433	4,346	9,707
Equipment rental	38,165	121	148	38,434
Gifts and awards	1,071	-	-	1,071
Grants	117,500	-	-	117,500
Insurance	4,000	947	1,160	6,107
Legal services	12,289	2,908	3,565	18,762
Lodging	20,047	-	-	20,047
Loss on Asset Disposal	1,392	329	2,922	4,643
Meals and entertainment	12,421	6	8	12,435
Payroll taxes and benefits	35,080	8,301	10,178	53,559
Printing	6,768	-	865	7,633
Professional services and fees	48,261	11,420	13,999	73,680
Rent	24,238	5,736	7,031	37,005
Repairs and maintenance	6,820	1,614	1,978	10,412
Salaries and wages	155,302	33,770	41,396	230,468
Shipping and postage	13,004	136	683	13,823
Supplies	24,124	350	2,538	27,012
Taxes	1,691	400	490	2,581
Telephone, video and internet	9,142	2,163	2,652	13,957
Transportation	8,759	-	-	8,759
Utilities	3,146	745	913	4,804
Webpage	9,568	2,264	2,776	14,608
Total functional expenses	\$ 2,150,141	\$ 74,689	\$ 159,390	\$ 2,384,220

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

The Tony Robbins Foundation

Statements of Cash Flows Years Ended June 30, 2023 and 2022

	2023	2022
Cash Flows From Operating Activities:		
Change in net assets	\$ 1,552,270	\$ 1,942,131
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation & amortization	13,057	14,759
Loss on disposition of property & equipment	-	4,643
(Gains) losses on investments	112,278	(425,252)
Right of use asset and lease liability	6,872	-
Changes in operating assets and liabilities:		
Promises to give	(9,187)	25,435
Inventory	(55,816)	53,628
Prepaid expenses and other current assets	(222,624)	(5,226)
Accounts payable	21,601	34,183
Accrued expenses	2,087	1,333
Grant payable	(50,000)	(150,000)
Deferred revenue	44,358	7,608
Net Cash From Operating Activities	1,414,896	1,503,242
Cash Flows From Investing Activities:		
Purchases of investments	(18,315,609)	(24,388,984)
Sales of investments	14,672,613	15,010,511
Purchase of property & equipment	-	(2,872)
Net Cash From Investing Activities	(3,642,996)	(9,381,345)
Net Change in Cash and Cash Equivalents	(2,228,100)	(7,878,103)
Cash and Cash Equivalents, Beginning of Year	5,104,991	12,983,094
Cash and Cash Equivalents, End of Year	\$ 2,876,891	\$ 5,104,991

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

THE TONY ROBBINS FOUNDATION

Notes to Financial Statements

Years Ended June 30, 2023 and 2022

Note 1 – Organization and Summary of Significant Accounting Policies

Nature of Activities

The Tony Robbins Foundation (Foundation) is a California nonprofit organization incorporated in December 1991. It was created to empower individuals and organizations to make a significant difference in the quality of life for people who are often forgotten - the youth, homeless and hungry, prisoners, elderly, and disabled. Its principal sources of revenue are contributions from private individuals and corporations.

Financial Statement Presentation

The Foundation reports information regarding its financial position and activities according to the two classes of net assets: without donor restrictions and with donor restrictions.

- Net assets without donor restrictions represent 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 Foundation's management and the board of directors.
- Net assets with donor restrictions represent 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 Foundation or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

The Foundation has no net assets maintained in perpetuity during the years ended June 30, 2023 and 2022.

Use of Estimates

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

Fair Value Measurements

The Foundation defines fair value as the exchange price that would be received for an asset or paid for a liability in the principal or most advantageous market. The Foundation applies fair value measurements to assets and liabilities that are required to be recorded at fair value under generally accepted accounting principles. Fair value measurement techniques maximize the use of observable inputs and minimize the use of unobservable inputs, and are categorized in a fair value hierarchy based on the transparency of inputs. The three levels are defined as follows:

- Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.
- Level 2 - Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the same term of the financial instrument.
- Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

THE TONY ROBBINS FOUNDATION

Notes to Financial Statements

Years Ended June 30, 2023 and 2022

Note 1 – Organization and Summary of Significant Accounting Policies, continued

The Foundation utilizes a practical expedient for the estimation of the fair value of its alternative investments such as Real Estate Investment Trusts and Funds, Venture Capital Funds, Limited Partnership (LP) Interests, and Private Debt, which have no readily determinable fair value. The practical expedient utilized by the Foundation to value its alternative investments is the net asset value (NAV) per share, provided by the fund manager. NAV is the amount of net assets attributable to each share of outstanding capital stock at the end of the period. Other Real Estate investment Trusts and Funds that do not have readily available fair values are measured at cost less impairment losses (“Cost”).

The ultimate liquidation of alternative investments are restricted to certain time periods and is generally limited to be sold to the fund manager or distributions from the fund.

The carrying value of cash, receivables, and payables are approximate fair values as of June 30, 2023 and 2022, due to the relative short maturities of these instruments.

Cash and Cash Equivalents

The Foundation considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. The Foundation holds investments in treasury bills with original maturities less than three months. These investments are classified as cash equivalents as the treasury bills can be readily converted to cash with minimal penalty and are used to fund any operating deficit.

Investments

The Foundation’s investments are stated at fair value in the statements of financial position. The fair value is determined using quoted market prices. Investments, for which quoted market prices are not readily available are valued at fair value by the investment manager based on factors deemed relevant by the manager including, but not limited to, market conditions, purchase price, estimated liquidation value, restrictions on transfer and meaningful third party transaction in the private market. Because of the inherent uncertainty of valuations, the estimated fair values may differ significantly from the values that would have been used had a ready market for such investments existed or had such investments been liquidated, and those differences could be material. Unrealized gains and losses are included in the change in net assets in the statement of activities.

Certain investments are being invested in over time and require future commitments to be invested. As of June 30, 2023 the Foundation had unfunded future commitments of approximately \$1,840,000. As of June 30, 2022, the Foundation had unfunded future commitments of approximately \$950,000.

The following tables present the category, redemption frequency, and redemption notice period for the investments, the fair values of which are estimated using the NAV per share or Cost:

<u>Asset Class</u>	<u>Redemption Frequency</u>	<u>Redemption Notice Period</u>
Venture Capital Funds	Not permitted	N/A
Private Debt	2% Quarterly	90 Days
Real Estate Investment Fund	Permitted with notice	90-120 Days
Interest in LP	Not permitted – 36 month lockup period	N/A

THE TONY ROBBINS FOUNDATION

Notes to Financial Statements

Years Ended June 30, 2023 and 2022

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Promises to Give

Promises to give that are expected to be collected within one year are recorded at their net realizable value. Long-term promises to give are recorded at the present value of their estimated future cash flows. Discounts to present value are calculated using a discount rate commensurate with the risks involved. The Foundation has not elected to subsequently measure promises to give at fair value. After promises to give are originally recorded, an allowance for uncollectible promises to give may be established based on specific circumstances.

Inventory

Inventory consists of books, tapes, and promotional apparel, and is stated at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

Acquisitions of property and equipment of \$1,000 or more are capitalized. Property and equipment are stated at cost, or if donated, at approximate fair value at the date of the gift. Depreciation is computed using primarily the straight-line method over the estimated useful lives of the related assets of three to 39 years.

Grants Payable

Unconditional grants payable are recorded at their net present value at the date the grant is made. Grants payable that are due within one year are recorded at face value. Long-term grants payable are recorded at the present value of their estimated future cash flows. Discounts to present value are calculated using a discount rate commensurate with the risks involved. The Foundation has not elected to subsequently measure grants payable at fair value.

Deferred Revenue

The Foundation collects program participation fees in advance. The unearned income is recorded as deferred revenue.

Revenue and Support

Contributions received are recorded as support without donor restrictions or with donor restrictions, depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in net assets with donor restrictions.

When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as support without donor restrictions in that period.

Contributed Materials and Services

Contributed materials are recorded at fair market value where an objective basis is available to measure their value. Such items are capitalized or charged to operations as appropriate. The Foundation receives a substantial amount of services donated by volunteers in carrying out the Foundation's mission. No amounts have been recorded for those services as they do not meet the criteria for recognition as contributions in the financial statements.

THE TONY ROBBINS FOUNDATION

Notes to Financial Statements

Years Ended June 30, 2023 and 2022

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Income Taxes

The Foundation is a qualified nonprofit organization that is exempt from income taxes under Section 501(c)(3) Organization under the Federal Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code. The Foundation, however, may occasionally be subject to taxes on unrelated business income. The Foundation is not a private foundation.

The Foundation follows accounting standards generally accepted in the United States of America related to the recognition of uncertain tax positions. The Foundation recognizes accrued interest and penalties associated with uncertain tax positions as part of the statement of activities, when applicable. Management has determined that the Foundation has no uncertain tax positions at June 30, 2023 or 2022 and therefore no amounts have been accrued.

Advertising

The Foundation expenses the costs of advertising as incurred.

Subsequent Events

The Foundation has evaluated subsequent events through March 29, 2024, which is the date the financial statements were available to be issued.

New Accounting Pronouncements

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). This standard establishes a right-of-use model that requires a lessee to record an asset and liability on the balance sheet for all leases with terms longer than twelve months. This standard is effective for fiscal years beginning after December 31, 2021. Effective July 1, 2022, the Foundation adopted the new lease accounting guidance. See Note 11.

Note 2 – Liquidity and Availability

The Foundation manages its cash available to meet general expenditures following three guiding principles:

- Operating within a prudent range of financial soundness and stability,
- Investing exclusively in short-term liquid assets such as mutual funds, and
- Maintaining sufficient reserves to provide reasonable assurance that long-term grant commitments that support mission fulfillment will be met, ensuring the sustainability of the Foundation.

The Foundation's board-designated endowments are subject to appropriation approval from the Board prior to expenditure.

The table below presents the financial assets available for general expenditures within one year at June 30, 2023:

Cash and cash equivalents	\$	2,876,891
Investments		13,931,717
Promises to give		16,342
	\$	<u>16,824,950</u>

THE TONY ROBBINS FOUNDATION**Notes to Financial Statements**

Years Ended June 30, 2023 and 2022

Note 3 – Concentration of Credit Risk

The Foundation maintains its cash in bank deposit accounts that are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000 per institution. The Foundation has not experienced any losses in its bank deposit accounts and believes it is not exposed to any significant credit risk on cash.

Note 4 – Investments and Fair Value Measurements

As of June 30, 2023, the Foundation's investments consist of Reinsurance Risk Premium Interval Funds, Treasury Bills, Commodities, US Mid Cap Equities, Real Estate Investment Trusts and Funds, Venture Capital Funds, an interest in a limited partnership, and Private Debt.

The following table presents investments categorized according to the fair value hierarchy as of June 30, 2023

Description	Level 1	Level 2	Level 3	NAV/Cost	Total
Mutual Funds & T-Bills:					
Fixed Income	\$ 5,458,798	\$ -	\$ -	\$ -	\$ 5,458,798
Exchange Traded:					
Equities:	574,053	-	-	-	574,053
Real Estate Trusts/Funds	-	-	-	2,241,512	2,241,512
Commodities	300,824	-	-	-	300,824
Venture Capital Funds	-	-	-	389,284	389,284
Interest in Limited Partnership	-	-	-	3,969,978	3,969,978
Private Debt	-	-	-	997,268	997,268
	<u>\$ 6,333,675</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 7,598,042</u>	<u>\$ 13,931,717</u>

THE TONY ROBBINS FOUNDATION**Notes to Financial Statements**

Years Ended June 30, 2023 and 2022

Note 4 – Investments and Fair Value Measurements, continued

The following table presents investments categorized according to the fair value hierarchy as of June 30, 2022

Description	Level 1	Level 2	Level 3	NAV/Cost	Total
Mutual Funds:					
Fixed Income	\$ 4,929,900	\$ -	\$ -	\$ -	\$ 4,929,900
Exchange Traded:					
Equities	471,965	-	-	-	471,965
Real Estate Trust	-	-	-	1,846,276	1,846,276
Commodities	276,874	-	-	-	276,874
Venture Capital Funds	-	-	-	253,760	253,760
Interest in Limited Partnership	-	-	-	1,616,173	1,616,173
Private Debt	-	-	-	1,006,051	1,006,051
	<u>\$ 5,678,739</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 4,722,260</u>	<u>\$ 10,400,999</u>

Note 5 – Promises to Give

Promises to give consists of the following:

	2023	2022
Gross promises to give	\$ 24,170	\$ 38,616
Less imputed discount, at 5.25% for 2022	-	(16,678)
	<u>24,170</u>	<u>21,938</u>
Less allowance for uncollectible promises to give	(7,828)	(14,783)
	<u>\$ 16,342</u>	<u>\$ 7,155</u>

Promises to give consist of the following:

Due in less than one year	\$ 24,170	\$ 7,155
Due in one through five years	-	31,461
Due after five years	-	-
	<u>\$ 24,170</u>	<u>\$ 38,616</u>

THE TONY ROBBINS FOUNDATION
Notes to Financial Statements
Years Ended June 30, 2023 and 2022

Note 6 – Inventory

Inventory consists of the following:

	2023	2022
Apparel and jewelry	\$ 68,013	\$ 38,762
Books and accessories	84,563	57,998
	<u>\$ 152,576</u>	<u>\$ 96,760</u>

Note 7 – Property and Equipment

Property and equipment consists of the following:

	2023	2022
Computers and equipment	\$ 59,939	\$ 59,939
Furniture and fixtures	134,104	134,104
Land	7,000	7,000
	<u>201,043</u>	<u>201,043</u>
Less accumulated depreciation	<u>(173,969)</u>	<u>(160,912)</u>
	<u>\$ 27,074</u>	<u>\$ 40,131</u>

Note 8 – Grants Payable

In June 2022, the Foundation pledged to equally split a grant with Anthony Robbins to the Prostate Cancer Foundation, with the Foundation's pledge being in the amount of \$150,000, to be paid out in three (3) installments, two of which were paid during FY 2022 and 2023 in the total amount of \$100,000. As a result, the Foundation has recorded a grant liability of \$50,000. As of June 30, 2023, amounts payable of \$50,000 are expected to be paid in the following year.

Note 9 – Net Assets with Donor Restrictions

As of June 30, 2023 and 2022, net assets with donor restrictions were restricted for the following purposes:

	2023	2022
Time Restricted		
Pledges Receivable, Net	\$ 16,342	\$ 7,155
Purpose Restricted		
Global Youth Leadership Summit	43,437	47,387
Basket Brigade	2,947	7,255
	<u>\$ 62,726</u>	<u>\$ 61,797</u>

THE TONY ROBBINS FOUNDATION

Notes to Financial Statements

Years Ended June 30, 2023 and 2022

Note 10 – Related Party Transaction

During the year ended June 30, 2023 and 2022, the Foundation did not receive a donation from Robbins Research International, Inc.

During the year ended June 30, 2023 and 2022, the Foundation received reimbursed operating costs of approximately \$65,000 and \$59,000, respectively, from Robbins Research International, Inc.

During the year ended June 30, 2023 and 2022, the Foundation also received support through royalty donations of approximately \$18,000 and \$6,000, respectively, from Tony Robbins Productions.

The donations and operating costs have been recorded in contributions and program services in the statement of activities.

During the year ended June 30, 2023 and 2022, the Foundation paid Robbins Research International, Inc. \$50,000 and \$48,000, respectively, for operating costs incurred on behalf of the Foundation. The operating costs have been recorded in program services in the statement of activities.

As of June 30, 2023, approximately \$4,000 was due to Robbins Research International, Inc., while no amounts were due to Tony Robbins Productions. As of June 30, 2022, approximately \$36,000 was due to Robbins Research International, Inc. while no amounts were due to Tony Robbins Productions.

As of June 30, 2023 and 2022, no amounts were receivable from Robbins Research International, Inc. or Tony Robbins Productions.

Note 11 – Operating Lease

The Foundation entered into a lease agreement for office space which commenced January 1, 2022 and expired November 30, 2022. The Foundation renewed their rental agreement from December 1, 2022 to November 30, 2023. Subsequently, the Foundation renewed their rental agreement, which commenced on December 1, 2023 and expires on November 30, 2025. Rental payments are \$4,882 per month. The Foundation subleases half of the office space to Robbins Research International, Inc.

Effective July 1, 2022, the Company adopted the new lease accounting guidance using a modified retrospective transition approach to all its leases existing at the date of initial application, which is the effective date of adoption. Consequently, financial information and disclosures required under the new lease accounting guidance has not been updated for periods before July 1, 2022. See Note 1. The Company has elected the package of practical expedients permitted in Accounting Standards Codification (“ASC”) 842, *Leases*. Accordingly, the Company accounted for its existing operating lease as an operating lease under the new guidance, without reassessing (a) whether the contract contains a lease under ASC 842, (b) whether classification of the operating leases would be different in accordance with ASC 842, or (c) whether the unamortized initial direct costs before transition adjustments (as of December 31, 2021) would have met the definition of initial direct costs in ASC 842 at lease commencement.

As a result of the adoption of the new lease accounting guidance, on July 1, 2022, the Company recognized (a) a lease liability of approximately \$87,700, which represents the present value of the remaining lease payments of approximately \$92,000, discounted using the respective risk-free rate of 2.85%, and (b) a right-of-use (“ROU”) asset of approximately \$87,700.

THE TONY ROBBINS FOUNDATION

Notes to Financial Statements

Years Ended June 30, 2023 and 2022

Note 11 – Operating Lease, continued

ROU assets represent the Company's right to use an underlying asset for the lease term and lease liabilities represent the Company's 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. For those leases that do not provide an implicit rate, the Company uses a risk-free rate based on the information available at the commencement date in determining the present value of lease payments. The Company's lease terms may include options to extend or terminate the lease when it is reasonably certain that the Company will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. In addition to rent payments, certain of the Company's lease agreements contain payments for common area maintenance and usage charges that are not fixed. The Company accounts for these costs as variable payments and does not include such costs as a lease component.

The Company has also elected the practical expedient of not recognizing a ROU asset or lease liability for short-term leases, which are leases with a term of twelve months or less. Lease payments on short-term leases are expensed as incurred.

Operating lease

The ROU asset and lease liability related to the Company's operating lease is as follows:

<i>June 30,</i>		<i>2023</i>
ROU asset	\$	59,873
Lease liability, current		27,668
Lease liability, noncurrent		39,077

Future minimum rental payments required under this operating lease, net of sublease, is as follows:

<i>Year Ending December 31,</i>		
2024	\$	27,668
2025		29,295
2026		12,206
Total lease liability		69,169
Less: imputed interest		(2,424)
Present value of lease liability	\$	66,745

As of December 31, 2022, the weighted-average remaining lease term for the Company's operating lease was 2.42 years. As of July 30, 2023, the weighted-average discount rate for the Company's operating lease was 2.85%. The Company's operating lease expense was approximately \$28,000 for 2023. Amortization of the Company's operating lease ROU asset was approximately \$28,000 during 2023.

Note 12 – Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

THE TONY ROBBINS FOUNDATION**Notes to Financial Statements**

Years Ended June 30, 2023 and 2022

Note 13 – Endowment

The Foundation's endowment consists of funds designated by the Board of Directors to function as endowments have no donor imposed restrictions. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate board-designated endowment funds:

- 1) The duration and preservation of the fund
- 2) The purposes of the Foundation and the board-designated endowment fund
- 3) General economic conditions
- 4) The possible effect of inflation and deflation
- 5) The expected total return from income and the appreciation of investments
- 6) Other resources of the Foundation
- 7) The investment policies of the Foundation

At June 30, 2023 the endowment net assets' composition by type of fund consists of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Board-designated endowment funds	\$ 14,330,721	\$ -	\$ 14,330,721

At June 30, 2022 the endowment net assets' composition by type of fund consists of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Board-designated endowment funds	\$ 10,553,919	\$ -	\$ 10,553,919

Changes in endowment net assets for the year ended June 30, 2023 consist of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 10,553,919	\$ -	\$ 10,553,919
Contributions:	3,000,000	-	3,000,000
Investment return:			
Interest income	478,776	-	478,776
Bank fees	(43,225)	-	(43,225)
Realized and unrealized gains	341,251	-	341,251
Total investment return	776,802	-	776,802
Endowment net assets, end of year	\$ 14,330,721	\$ -	\$ 14,330,721

THE TONY ROBBINS FOUNDATION**Notes to Financial Statements**Years Ended June 30, 2023 and 2022

Note 13 – Endowment, continued

Changes in endowment net assets for the year ended June 30, 2022 consist of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 9,076,832	\$ -	\$ 9,076,832
Contributions:	1,014,666		1,014,666
Investment return:			
Interest income	124,758	-	124,758
Bank fees	(46,171)	-	(46,171)
Realized and unrealized losses	383,834	-	383,834
Total investment return	<u>462,421</u>	<u>-</u>	<u>462,421</u>
Endowment net assets, end of year	<u>\$ 10,553,919</u>	<u>\$ -</u>	<u>\$ 10,553,919</u>

The Foundation's Board of Directors has established an endowment, which has been invested in short-term United States of America Treasury Bills, Reinsurance Risk Premium Interval Funds and U.S. Aggregate Bonds and Intermediate Term Corporate Bonds. The endowment is designated to support current operations and provide future giving opportunities.

Investments are made according to the policy statement adopted by the Foundation's Board of Directors. These target guidelines provide for investments in equities, fixed income, and other securities, including investments classified as alternative investments with performance measured against appropriate indices. The Foundation contracts with an external investment consultant for the purpose of providing investment management and consulting services. The investments seek to achieve long-term capital appreciation and preserve the foundations real or inflation adjusted purchasing power. Management is currently developing its spending policy as required by the Accounting Standards Codification.