

Association of Clinical Research Professionals and Affiliate

Consolidated Financial Report
December 31, 2020



RSM US LLP

Independent Auditor's Report

Board of Trustees
Association of Clinical Research Professionals

We have audited the accompanying consolidated financial statements of the Association of Clinical Research Professionals and Affiliate (the Association), which comprise the consolidated statement of financial position as of December 31, 2020, the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

Management's Responsibility 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 control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by the management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association of Clinical Research Professionals and Affiliate as of December 31, 2020, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on 2019 Financial Statements

The financial statements of the Association, as of and for the year ended December 31, 2019, were reviewed by us and our report thereon, dated October 28, 2020, stated that, based on our procedures, we were not aware of any material modifications that should be made to those financial statements for them to be in conformity with accounting principles generally accepted in the United States of America. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we did not express such an opinion.

RSM US LLP

Washington, D.C.
October 12, 2021

Association of Clinical Research Professionals and Affiliate

**Consolidated Statements of Financial Position
December 31, 2020 and 2019**

	2020 (Audited)	2019 (Reviewed)
Assets		
Cash and cash equivalents	\$ 615,046	\$ 96,285
Investments	3,854,736	3,452,632
Accounts receivable	128,649	698,870
Prepaid expenses	372,217	572,873
Property and equipment, net	338,744	630,052
Total assets	\$ 5,309,392	\$ 5,450,712
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 738,966	\$ 851,689
Deferred revenue:		
Annual meeting	408,103	592,461
Institution and education	493,229	352,411
Membership dues	793,544	863,379
Total deferred revenue	1,694,876	1,808,251
Deferred rent	379,237	506,066
Margin loan	1,654,760	1,614,492
Other liabilities	28,751	28,751
Total liabilities	4,496,590	4,809,249
Commitments and contingencies (Notes 6 and 9)		
Net assets:		
Without donor restrictions	804,748	633,409
With donor restrictions	8,054	8,054
Total net assets	812,802	641,463
Total liabilities and net assets	\$ 5,309,392	\$ 5,450,712

See notes to the consolidated financial statements.

Association of Clinical Research Professionals and Affiliate

**Consolidated Statements of Activities
Years Ended December 31, 2020 and 2019**

	2020 (Audited)	2019 (Reviewed)
Activities without donor restrictions:		
Revenue and support:		
Institution and education	\$ 3,053,568	\$ 3,173,267
Membership dues	2,077,947	1,831,286
Annual meeting	361,290	2,241,172
PPP loan forgiveness	365,525	-
Career site	106,775	117,501
Publications	98,316	407,818
Other programs	1,078	26,570
Total revenue and support	6,064,499	7,797,614
Expenses:		
Program services:		
Certification	997,758	1,134,817
Meetings and conferences	521,273	1,719,392
Business to business	403,937	515,544
Education	371,318	369,446
Workforce innovation	360,416	182,790
Membership	368,854	660,877
Publications	289,160	291,400
Development	206,756	263,465
Total program services	3,519,472	5,137,731
Supporting services:		
General and administrative	2,235,155	2,190,290
Marketing and communication	548,202	613,780
Total supporting services	2,783,357	2,804,070
Total expenses	6,302,829	7,941,801
Change in net assets before investment income	(238,330)	(144,187)
Investment income, net	409,669	463,706
Change in net assets	171,339	319,519
Net assets:		
Beginning	641,463	321,944
Ending	\$ 812,802	\$ 641,463

See notes to the consolidated financial statements.

Association of Clinical Research Professionals and Affiliate

**Consolidated Statements of Cash Flows
Years Ended December 31, 2020 and 2019**

	2020 (Audited)	2019 (Reviewed)
Cash flows from operating activities:		
Change in net assets	\$ 171,339	\$ 319,519
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	332,186	204,203
Paycheck Protection Program Loan forgiveness	(365,525)	-
Net gain on investments	(361,535)	(444,763)
Deferred rent	(126,829)	(109,381)
Changes in assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	570,221	32,453
Prepaid expenses	200,656	(341,290)
Increase (decrease) in:		
Accounts payable and accrued expenses	(112,723)	129,985
Deferred revenue	(113,375)	(77,001)
Net cash provided by (used in) operating activities	194,415	(286,275)
Cash flows from investing activities:		
Purchases of investments	(944,472)	(858,135)
Proceeds from sales of investments	903,903	840,000
Purchases of property and equipment	(40,878)	(67,571)
Net cash used in investing activities	(81,447)	(85,706)
Cash flows from financing activities:		
Principle payments to margin loan	-	(550,000)
Proceeds from Paycheck Protection Program Loan	365,525	-
Proceeds from margin loan	40,268	414,686
Net cash provided by (used in) financing activities	405,793	(135,314)
Net increase (decrease) in cash and cash equivalents	518,761	(507,295)
Cash and cash equivalents:		
Beginning	96,285	603,580
Ending	\$ 615,046	\$ 96,285
Supplemental disclosure of cash flow information:		
Paycheck Protection Program Loan Forgiveness	\$ 365,525	\$ -
Cash paid during the year for interest	\$ 40,268	\$ 64,686

See notes to the consolidated financial statements.



RSM US LLP

Independent Auditor's Report on the Supplementary Information

Association Board of Trustees
Association of Clinical Research Professionals

We have audited the consolidated financial statements of Association of Clinical Research Professionals and Affiliate (the Association) as of and for the year ended December 31, 2020, and have issued our report thereon, which contains an unmodified opinion on those consolidated financial statements. See pages 1 and 2. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information is presented for purposes of additional analysis rather than to present the financial position, changes in net assets and cash flows of the individual entities and is not a required part of the financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

The supplementary information as of December 31, 2019, and for the year ended December 31, 2019, was reviewed by us. We are not aware of any material modifications that should be made to that information in order for it to be in accordance with accounting principles generally accepted in the United States of America. However, a review is substantially less in scope than an audit and does not provide a basis for the expression of an opinion on the supplementary information or the financial statements as a whole. Accordingly, we do not express such an opinion.

RSM US LLP

Washington, D.C.
October 12, 2021

Association of Clinical Research Professionals and Affiliate

**Consolidating Statement of Financial Position
12/31/2020 (Audited)**

	ACRP	Academy	Eliminations	Consolidated Total
Assets				
Cash and cash equivalents	\$ 587,633	\$ 27,413	\$ -	\$ 615,046
Investments	3,854,736	-	-	3,854,736
Accounts receivable	128,649	-	-	128,649
Due from affiliate	-	652,502	(652,502)	-
Prepaid expenses	334,599	37,618	-	372,217
Property and equipment, net	338,744	-	-	338,744
Total assets	\$ 5,244,361	\$ 717,533	\$ (652,502)	\$ 5,309,392
Liabilities and Net Assets				
Liabilities:				
Accounts payable and accrued expenses	\$ 733,778	\$ 5,188	\$ -	\$ 738,966
Due to affiliate	652,502	-	(652,502)	-
Deferred revenue:				
Annual meeting	408,103	-	-	408,103
Institution and education	369,973	123,256	-	493,229
Membership dues	793,544	-	-	793,544
Total deferred revenue	1,571,620	123,256	-	1,694,876
Deferred rent	379,237	-	-	379,237
Margin loan	1,654,760	-	-	1,654,760
Other liabilities	28,751	-	-	28,751
Total liabilities	5,020,648	128,444	(652,502)	4,496,590
Net assets (deficit):				
Without donor restrictions	215,659	589,089	-	804,748
With donor restrictions	8,054	-	-	8,054
Total net assets	223,713	589,089	-	812,802
Total liabilities and net assets	\$ 5,244,361	\$ 717,533	\$ (652,502)	\$ 5,309,392

Association of Clinical Research Professionals and Affiliate

**Consolidating Statement of Activities
Year Ended December 31, 2020 (Audited)**

	ACRP	Academy	Eliminations	Consolidated Total
Activities without donor restrictions:				
Revenue and support:				
Institution and education	\$ 1,086,992	\$ 1,966,576	\$ -	\$ 3,053,568
Membership dues	2,077,947	-	-	2,077,947
Annual meeting	361,290	-	-	361,290
PPP loan forgiveness	365,525	-	-	365,525
Career site	106,775	-	-	106,775
Publications	98,316	-	-	98,316
Other programs	1,469,014	-	(1,467,936)	1,078
Total revenue and support	5,565,859	1,966,576	(1,467,936)	6,064,499
Expense:				
Program services:				
Certification	406,880	590,878	-	997,758
Meetings and conferences	521,273	-	-	521,273
Business to business	403,937	-	-	403,937
Education	371,318	-	-	371,318
Workforce innovation	360,416	-	-	360,416
Membership	368,854	-	-	368,854
Publications	289,160	-	-	289,160
Development	206,756	-	-	206,756
Total program services	2,928,594	590,878	-	3,519,472
Supporting services:				
General and administrative	2,235,155	1,467,936	(1,467,936)	2,235,155
Marketing and communication	548,202	-	-	548,202
Total supporting services	2,783,357	1,467,936	(1,467,936)	2,783,357
Total expense	5,711,951	2,058,814	(1,467,936)	6,302,829
Change in net assets before investment income	(146,092)	(92,238)	-	(238,330)
Investment income, net	409,654	15	-	409,669
Change in net assets	263,562	(92,223)	-	171,339
Net assets (deficit):				
Beginning	(39,849)	681,312	-	641,463
Ending	\$ 223,713	\$ 589,089	\$ -	\$ 812,802

Association of Clinical Research Professionals and Affiliate

**Consolidating Statement of Financial Position
December 31, 2019 (Reviewed)**

	ACRP	Academy	Eliminations	Consolidated Total
Assets				
Cash and cash equivalents	\$ 92,197	\$ 4,088	\$ -	\$ 96,285
Investments	3,452,632	-	-	3,452,632
Accounts receivable	698,870	-	-	698,870
Due from affiliate	-	815,479	(815,479)	-
Prepaid expenses	556,168	16,705	-	572,873
Property and equipment, net	630,052	-	-	630,052
Total assets	\$ 5,429,919	\$ 836,272	\$ (815,479)	\$ 5,450,712
Liabilities and Net Assets				
Liabilities:				
Accounts payable and accrued expenses	\$ 826,901	\$ 24,788	\$ -	\$ 851,689
Due to affiliate	815,479	-	(815,479)	-
Deferred revenue:				
Annual meeting	592,461	-	-	592,461
Institution and education	222,239	130,172	-	352,411
Membership dues	863,379	-	-	863,379
Total deferred revenue	1,678,079	130,172	-	1,808,251
Deferred rent	506,066	-	-	506,066
Margin loan	1,614,492	-	-	1,614,492
Other liabilities	28,751	-	-	28,751
Total liabilities	5,469,768	154,960	(815,479)	4,809,249
Net assets (deficit):				
Without donor restrictions	(47,903)	681,312	-	633,409
With donor restrictions	8,054	-	-	8,054
Total net assets	(39,849)	681,312	-	641,463
Total liabilities and net assets	\$ 5,429,919	\$ 836,272	\$ (815,479)	\$ 5,450,712

Association of Clinical Research Professionals and Affiliate

**Consolidating Statement of Activities
Year Ended December 31, 2019 (Reviewed)**

	ACRP	Academy	Eliminations	Consolidated Total
Activities without donor restrictions:				
Revenue and support:				
Institution and education	\$ 1,106,606	\$ 2,066,661	\$ -	\$ 3,173,267
Membership dues	1,831,286	-	-	1,831,286
Annual meeting	2,241,172	-	-	2,241,172
Publications	407,818	-	-	407,818
Career site	117,501	-	-	117,501
Other programs	1,243,986	9,100	(1,226,516)	26,570
Total revenue and support	6,948,369	2,075,761	(1,226,516)	7,797,614
Expense:				
Program services:				
Meetings and conferences	1,719,392	-	-	1,719,392
Certification	392,376	742,441	-	1,134,817
Membership	660,877	-	-	660,877
Development	515,544	-	-	515,544
Education	369,446	-	-	369,446
Publications	291,400	-	-	291,400
Business to business	263,465	-	-	263,465
Workforce innovation	182,790	-	-	182,790
Total program services	4,395,290	742,441	-	5,137,731
Supporting services:				
General and administrative	2,180,604	1,236,202	(1,226,516)	2,190,290
Marketing and communication	613,780	-	-	613,780
Total supporting services	2,794,384	1,236,202	(1,226,516)	2,804,070
Total expense	7,189,674	1,978,643	(1,226,516)	7,941,801
Change in net assets before investment income	(241,305)	97,118	-	(144,187)
Investment income, net	462,984	722	-	463,706
Change in net assets	221,679	97,840	-	319,519
Net assets (deficit):				
Beginning	(261,528)	583,472	-	321,944
Ending	\$ (39,849)	\$ 681,312	\$ -	\$ 641,463