

GO2 for Lung Cancer

Financial Statements
and Independent Auditor's Report

December 31, 2024 and 2023

GO2 for Lung Cancer

Financial Statements
December 31, 2024 and 2023

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
GO2 for Lung Cancer

Opinion

We have audited the accompanying financial statements of GO2 for Lung Cancer (GO2), which comprise the statements of financial position as of December 31, 2024 and 2023; 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 GO2 as of December 31, 2024 and 2023, 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 GO2 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.

Responsibilities of Management for the Financial Statements (continued)

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 GO2'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, including omissions, 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 GO2'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 GO2's ability to continue as a going concern for a reasonable period of time.

Auditor's Responsibilities for the Audit of the Financial Statements (continued)

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.

Handwritten signature of Rogers & Company PLLC in black ink.

Vienna, Virginia
July 17, 2025

GO2 for Lung Cancer

Statements of Financial Position December 31, 2024 and 2023

	2024	2023
Assets		
Cash	\$ 1,136,853	\$ 1,540,437
Investments	8,326,086	11,901,277
Accounts and interest receivable	8,275	10,828
Contributions and grants receivable, net	3,308,314	3,819,935
Prepaid expenses and other assets	285,425	220,125
Property and equipment, net	633,961	732,366
Right-of-use assets – operating leases	3,490,214	2,738,476
Total assets	<u>\$ 17,189,128</u>	<u>\$ 20,963,444</u>
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	\$ 994,808	\$ 744,642
Deferred dues revenue	22,250	16,405
Lease liabilities – operating leases	4,656,931	3,980,112
Total liabilities	<u>5,673,989</u>	<u>4,741,159</u>
Net Assets		
Without donor restrictions	4,195,524	2,450,159
With donor restrictions	7,319,615	13,772,126
Total net assets	<u>11,515,139</u>	<u>16,222,285</u>
Total liabilities and net assets	<u>\$ 17,189,128</u>	<u>\$ 20,963,444</u>

See accompanying notes.

GO2 for Lung Cancer

Statement of Activities For the Year Ended December 31, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support			
Contributions and grants	\$ 2,394,284	\$ 8,430,638	\$ 10,824,922
Special events	1,005,600	-	1,005,600
Less: direct benefits to donors	(474,014)	-	(474,014)
Contract revenue	97,972	-	97,972
In-kind contributions	5,687,334	-	5,687,334
Registration fees	4,532	-	4,532
Fiscal sponsorship dues	66,405	-	66,405
Investment return	515,871	-	515,871
Other income	63,067	-	63,067
Released from restrictions	14,883,149	(14,883,149)	-
Total revenue and support	24,244,200	(6,452,511)	17,791,689
Expenses			
Program services:			
Advocacy and Policy	1,786,318	-	1,786,318
Patient Support	2,113,991	-	2,113,991
Research	4,250,422	-	4,250,422
Excellence in Healthcare Delivery	2,335,249	-	2,335,249
Marketing	8,569,556	-	8,569,556
Fiscal Sponsorship	62,383	-	62,383
Total program services	19,117,919	-	19,117,919
Supporting services:			
Management and general	926,451	-	926,451
Information technology	57,604	-	57,604
Philanthropy and development	1,560,350	-	1,560,350
Events and community engagement	836,511	-	836,511
Total supporting services	3,380,916	-	3,380,916
Total expenses	22,498,835	-	22,498,835
Change in Net Assets	1,745,365	(6,452,511)	(4,707,146)
Net Assets, beginning of year	2,450,159	13,772,126	16,222,285
Net Assets, end of year	\$ 4,195,524	\$ 7,319,615	\$ 11,515,139

See accompanying notes.

GO2 for Lung Cancer

Statement of Activities For the Year Ended December 31, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support			
Contributions and grants	\$ 1,521,498	\$ 9,965,929	\$ 11,487,427
Special events	977,261	-	977,261
Less: direct benefits to donors	(576,265)	-	(576,265)
Contract revenue	181,151	-	181,151
In-kind contributions	197,072	-	197,072
Registration fees	26,637	-	26,637
Fiscal sponsorship dues	74,681	-	74,681
Investment return	572,509	-	572,509
Other income	55,537	-	55,537
Released from restrictions	10,121,235	(10,121,235)	-
Total revenue and support	13,151,316	(155,306)	12,996,010
Expenses			
Program services:			
Advocacy and Policy	1,501,198	-	1,501,198
Patient Support	2,005,749	-	2,005,749
Research	2,344,017	-	2,344,017
Excellence in Healthcare Delivery	2,092,593	-	2,092,593
Marketing	2,902,036	-	2,902,036
Fiscal Sponsorship	158,788	-	158,788
Total program services	11,004,381	-	11,004,381
Supporting services:			
Management and general	790,827	-	790,827
Information technology	184,995	-	184,995
Philanthropy and development	1,260,317	-	1,260,317
Events and community engagement	725,108	-	725,108
Total supporting services	2,961,247	-	2,961,247
Total expenses	13,965,628	-	13,965,628
Change in Net Assets	(814,312)	(155,306)	(969,618)
Net Assets, beginning of year	3,264,471	13,927,432	17,191,903
Net Assets, end of year	<u>\$ 2,450,159</u>	<u>\$ 13,772,126</u>	<u>\$ 16,222,285</u>

See accompanying notes.

GO2 for Lung Cancer

Statement of Functional Expenses
For the Year Ended December 31, 2024

	Program Services							Supporting Services					Total
	Advocacy and Policy	Patient Support	Research	Excellence in Healthcare Delivery	Marketing	Fiscal Sponsorship	Total Program Services	Management and General	Information Technology	Philanthropy and Development	Events and Community Engagement	Total Supporting Services	
Salaries, benefits, and taxes	\$ 1,134,847	\$ 1,167,269	\$ 1,351,725	\$ 1,222,437	\$ 1,431,497	\$ -	\$ 6,307,775	\$ 728,691	\$ 18,740	\$ 924,364	\$ 357,663	\$ 2,029,458	\$ 8,337,233
Fundraising event expense	521	1,324	45	6	213,191	-	215,087	4	-	12,103	246,820	258,927	474,014
Grants – ALCMI	-	-	1,825,000	-	-	-	1,825,000	-	-	-	-	-	1,825,000
Grants to others	-	-	74,362	79,659	-	-	154,021	-	-	-	-	-	154,021
Professional fees	88,495	76,858	208,865	197,335	202,860	-	774,413	25,655	136	8,187	86,149	120,127	894,540
Facilities	66,805	75,027	79,472	71,871	84,162	-	377,337	45,367	1,102	54,346	21,028	121,843	499,180
Telecommunications	17,393	18,509	22,023	18,714	23,633	-	100,272	11,829	4,111	14,167	7,448	37,555	137,827
Insurance	4,036	4,151	4,807	4,347	5,091	-	22,432	2,744	67	3,287	1,272	7,370	29,802
Supplies	2,055	4,040	3,885	4,612	4,181	-	18,773	1,894	52	1,912	2,241	6,099	24,872
Postage and shipping	1,730	87,943	2,032	2,608	11,090	-	105,403	3,218	148	6,474	11,401	21,241	126,644
Printing and publications	206	199,498	8,210	2,282	17,940	-	228,136	140	3	20,908	19,077	40,128	268,264
Equipment rental	148	152	176	1,075	186	-	1,737	116	2	120	47	285	2,022
Equipment lease expense	1,316	1,353	1,567	1,417	1,660	-	7,313	895	22	1,072	415	2,404	9,717
Storage	441	454	572	475	557	-	2,499	300	7	359	139	805	3,304
Bank and credit card fees	110	18	31	43	18,857	-	19,059	22,054	-	32,576	21,815	76,445	95,504
Dues and subscriptions	20,614	2,655	6,853	4,128	2,284	-	36,534	1,499	203	18,046	919	20,667	57,201
Contributions	40,023	-	-	-	-	-	40,023	-	51	-	-	51	40,074
Staff training	991	1,070	2,594	1,087	1,654	-	7,396	814	185	1,193	312	2,504	9,900
Awards	475	737	20,981	3,322	1,002	-	26,517	2,714	4	855	515	4,088	30,605
Marketing	71,536	287,674	205,634	147,968	1,160,929	-	1,873,741	1,747	42	313,350	80,400	395,539	2,269,280
Travel and events	239,933	77,201	97,784	400,978	106,375	-	922,271	15,579	13,241	81,269	46,233	156,322	1,078,593
Website and technology	54,697	53,694	286,002	122,153	50,396	-	566,942	36,049	18,882	43,082	31,590	129,603	696,545
In-kind expenses	19,465	32,219	22,618	26,115	5,418,478	-	5,518,895	10,658	259	16,563	140,959	168,439	5,687,334
Depreciation and amortization	20,883	21,480	24,874	22,495	26,342	-	116,074	14,201	345	17,010	6,582	38,138	154,212
Fees and licenses	119	1,989	355	128	150	-	2,741	287	2	1,210	38	1,537	4,278
Bad debt expense	-	-	-	-	232	-	232	-	-	-	268	268	500
Fiscal sponsorship	-	-	-	-	-	62,383	62,383	-	-	-	-	-	62,383
Total expenses	1,786,839	2,115,315	4,250,467	2,335,255	8,782,747	62,383	19,333,006	926,455	57,604	1,572,453	1,083,331	3,639,843	22,972,849
Less: direct benefits to donors	(521)	(1,324)	(45)	(6)	(213,191)	-	(215,087)	(4)	-	(12,103)	(246,820)	(258,927)	(474,014)
Expenses reported on SOA	\$ 1,786,318	\$ 2,113,991	\$ 4,250,422	\$ 2,335,249	\$ 8,569,556	\$ 62,383	\$ 19,117,919	\$ 926,451	\$ 57,604	\$ 1,560,350	\$ 836,511	\$ 3,380,916	\$ 22,498,835

See accompanying notes.

GO2 for Lung Cancer

Statement of Functional Expenses
For the Year Ended December 31, 2023

	Program Services							Supporting Services					Total
	Advocacy and Policy	Patient Support	Research	Excellence in Healthcare Delivery	Marketing	Fiscal Sponsorship	Total Program Services	Management and General	Information Technology	Philanthropy and Development	Events and Community Engagement	Total Supporting Services	
Salaries, benefits, and taxes	\$ 978,134	\$ 1,020,134	\$ 1,049,528	\$ 1,063,346	\$ 1,079,637	\$ -	\$ 5,190,779	\$ 624,655	\$ 142,512	\$ 733,156	\$ 300,906	\$ 1,801,229	\$ 6,992,008
Fundraising event expense	-	6,604	824	726	268,501	-	276,655	-	-	384	299,226	299,610	576,265
Grants – ALCMI	-	-	670,000	195,468	-	-	865,468	-	-	-	-	-	865,468
Grants to others	-	-	25,000	-	-	-	25,000	-	-	-	-	-	25,000
Professional fees	114,854	212,052	140,227	197,970	333,231	-	998,334	31,716	2,735	18,348	81,711	134,510	1,132,844
Facilities	66,038	74,402	72,773	71,310	72,426	-	356,949	44,638	9,556	49,289	20,186	123,669	480,618
Telecommunications	16,133	18,237	18,311	17,565	19,066	-	89,312	10,980	2,629	12,150	6,357	32,116	121,428
Insurance	5,058	5,275	5,427	5,499	5,583	-	26,842	3,442	737	3,791	1,556	9,526	36,368
Supplies	2,846	4,391	2,871	2,237	3,504	-	15,849	951	200	1,725	1,536	4,412	20,261
Postage and shipping	1,984	5,996	2,575	1,715	9,709	-	21,979	1,702	130	1,782	9,453	13,067	35,046
Printing and publications	1,610	277,174	5,073	2,644	16,311	-	302,812	875	187	6,782	16,641	24,485	327,297
Equipment rental	209	218	225	228	231	-	1,111	143	31	157	64	395	1,506
Equipment lease expense	1,296	1,352	1,391	1,409	1,431	-	6,879	882	189	971	399	2,441	9,320
Storage	567	591	608	616	625	-	3,007	386	83	425	174	1,068	4,075
Bank and credit card fees	273	168	181	1,028	15,312	-	16,962	7,777	24	28,046	16,916	52,763	69,725
Dues and subscriptions	26,989	2,622	5,397	7,534	900	-	43,442	3,366	117	10,002	253	13,738	57,180
Contributions	28,005	-	-	-	-	-	28,005	500	11	-	-	511	28,516
Staff training	399	875	600	4,112	444	-	6,430	95	75	965	105	1,240	7,670
Awards	673	1,416	10,912	5,233	357	-	18,591	450	29	1,135	215	1,829	20,420
Marketing	48,896	219,623	55,750	87,491	1,108,595	-	1,520,355	-	425	254,318	105,683	360,426	1,880,781
Travel and events	141,204	85,883	81,961	322,837	76,634	-	708,519	16,381	8,683	54,198	40,693	119,955	828,474
Website and technology	43,853	40,167	173,495	80,025	48,945	-	386,485	28,592	13,796	61,662	24,914	128,964	515,449
In-kind expenses	2,821	13,819	944	3,284	86,216	-	107,084	122	26	136	89,704	89,988	197,072
Depreciation and amortization	18,679	19,481	20,042	20,306	20,617	-	99,125	12,713	2,721	14,000	5,746	35,180	134,305
Fees and licenses	677	1,873	726	736	2,262	-	6,274	461	99	7,279	1,896	9,735	16,009
Fiscal sponsorship	-	-	-	-	-	158,788	158,788	-	-	-	-	-	158,788
Total expenses	1,501,198	2,012,353	2,344,841	2,093,319	3,170,537	158,788	11,281,036	790,827	184,995	1,260,701	1,024,334	3,260,857	14,541,893
Less: direct benefits to donors	-	(6,604)	(824)	(726)	(268,501)	-	(276,655)	-	-	(384)	(299,226)	(299,610)	(576,265)
Expenses reported on SOA	\$ 1,501,198	\$ 2,005,749	\$ 2,344,017	\$ 2,092,593	\$ 2,902,036	\$ 158,788	\$ 11,004,381	\$ 790,827	\$ 184,995	\$ 1,260,317	\$ 725,108	\$ 2,961,247	\$ 13,965,628

See accompanying notes.

GO2 for Lung Cancer

Statements of Cash Flows For the Years Ended December 31, 2024 and 2023

	2024	2023
Cash Flows from Operating Activities		
Change in net assets	\$ (4,707,146)	\$ (969,618)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation and amortization – property and equipment	154,212	134,305
Donated securities	(87,728)	(6,890)
Net realized and unrealized gain on investments	(2,846)	(25,471)
Change in present-value discount on receivables	(68,054)	62,165
Amortization of right-of-use assets – operating leases	381,665	376,968
Change in operating assets and liabilities:		
Decrease (increase) in:		
Accounts and interest receivable	2,553	3,824
Contributions and grants receivable	579,675	(537,564)
Prepaid expenses and other assets	(65,300)	42,304
Increase (decrease) in:		
Accounts payable and accrued expenses	250,166	(8,321)
Grants payable	-	(25,000)
Deferred dues revenue	5,845	(7,432)
Lease liabilities – operating leases, net	(456,584)	(407,662)
Net cash used in operating activities	<u>(4,013,542)</u>	<u>(1,368,392)</u>
Cash Flows from Investing Activities		
Purchase of investments	(8,796,435)	(12,799,962)
Proceeds from maturities of treasury bills and sales	12,462,200	13,063,584
Purchases of property and equipment	<u>(55,807)</u>	<u>(25,678)</u>
Net cash provided by investing activities	<u>3,609,958</u>	<u>237,944</u>
Net Decrease in Cash	<u>(403,584)</u>	<u>(1,130,448)</u>
Cash, beginning of year	<u>1,540,437</u>	<u>2,670,885</u>
Cash, end of year	<u><u>\$ 1,136,853</u></u>	<u><u>\$ 1,540,437</u></u>
Non-Cash Transactions Arising from ASC 842 Adoption:		
Establishment of right-of-use assets – operating leases	<u>\$ 1,133,403</u>	<u>\$ 19,157</u>
Establishment of lease liabilities – operating leases	<u><u>\$ 1,133,403</u></u>	<u><u>\$ 19,157</u></u>

See accompanying notes.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

1. Nature of Operations

GO2 for Lung Cancer (GO2) relentlessly confronts lung cancer on every front, every day, for everyone. Formed in 2019 through the merger of the Bonnie J. Addario Lung Cancer Foundation (ALCF) and Lung Cancer Alliance (LCA), GO2 is dedicated to increasing survival rates for those at risk, diagnosed, and living with lung cancer. As a nonprofit organization, GO2 is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC).

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

GO2's financial statements are prepared on the accrual basis of accounting. Net assets are reported based on the presence or absence of donor-imposed restrictions in the following classes:

- *Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.
- *Net Assets With Donor Restrictions* – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Investments

Investments are recorded at fair value based on quoted market prices. All realized and unrealized gains and losses are included as a component of investment return in the accompanying statements of activities. Money market and short-term investment funds, held as a portion of GO2's investment portfolio, are classified as investments and are not considered to be cash equivalents for purposes of cash flows.

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Notes to Financial Statements
December 31, 2024 and 2023

2. Summary of Significant Accounting Policies (continued)

Accounts and Interest Receivable

Accounts and interest receivable are stated at their net realizable value. All amounts are collectible within one year and are recorded at net realizable value. The allowance for credit losses is based upon historical loss experience in combination with current economic conditions and a forecast of future economic conditions. Any change in the assumptions used in analyzing a specific account receivable might result in an additional allowance for credit losses being recognized in the period in which the change occurs. However, no allowance for credit losses is provided, as GO2 historically had insignificant write-offs due to bad debts, and current conditions indicate all receivables are fully collectible. Therefore, no allowance for credit losses has been recognized at December 31, 2024 and 2023.

Contributions and Grants Receivable

Contributions and grants receivable represent unconditional promises to give and are recorded at net realizable value. Contributions and grants due in more than one year are discounted to present value based on management's estimate of the risk-adjusted rate of return. Management determines the allowance for doubtful accounts based upon review of outstanding receivables, historical collection information, and existing economic conditions. Management believes that all contributions and grants receivable are collectible at December 31, 2024 and 2023, and accordingly, no allowance for uncollectible accounts has been established.

Trademark

Consistent with accounting principles generally accepted in the United States of America, costs associated with the registration filings of the name of GO2 are being amortized on a straight-line basis over a 15-year period. Trademark was fully amortized at both years ended December 31, 2024 and 2023.

Property and Equipment

Property and equipment with a cost in excess of \$5,000 and a useful life exceeding one year are capitalized and recorded at cost. Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the individual assets, which range from three to 10 years. Leasehold improvements are stated at cost and are amortized using the straight-line method over the shorter of their estimated useful lives or the lease term. Expenditures for repairs and maintenance are expensed as incurred.

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Notes to Financial Statements
December 31, 2024 and 2023

2. Summary of Significant Accounting Policies (continued)

Grants Payable

Grant expenses are nonreciprocal and are expensed when grants are approved by GO2. Grant expenses recognized but not paid are recognized as grants payable. All grants payable are expected to be paid out within one year and are recorded at net realizable value.

Operating Leases

GO2 determines whether an arrangement is a lease at inception. Operating leases are included in right-of-use (ROU) assets, representing GO2's right to use an underlying asset for the lease term, and in lease liabilities, representing GO2's obligation to make lease payments. Operating ROU assets and liabilities are recognized at the commencement date based on the present value of lease payments over the lease term. To determine the present value of lease payments, GO2 used a risk-free treasury rate based on the term of the lease at the commencement date.

The ROU assets also include any lease payments made and exclude lease incentives. GO2's lease terms may include an option to extend or terminate the lease when it is reasonably certain that GO2 will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

Revenue Recognition

Revenue Accounted for in Accordance with Contribution Accounting

Unconditional contributions that are nonreciprocal are recognized as revenue when cash, securities, or other asset; an unconditional promise to give; or a notification of a beneficial interest is received. GO2 reports gifts of cash and other assets as restricted support if they are received or promised with donor stipulations that limit the use of the donated funds to one of GO2's programs or to a future year. When a donor 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.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

Revenue Accounted for in Accordance with Contribution Accounting (continued)

Conditional contributions include donor-imposed conditions that represent barriers GO2 must overcome before becoming entitled to the transferred or promised assets. If the barriers are not met, the donor retains the right to reclaim the assets, or the promisor is released from the obligation to transfer them. These contributions are recognized as revenue when the donor-imposed conditions have been substantially met, and are then recognized as net assets without donor restrictions.

Revenue Accounted for as Contracts with Customers

Revenue is recognized when GO2 satisfies a performance obligation by transferring a promised good to, or performing a service for, a customer. The amount of revenue recognized reflects the consideration GO2 expects to receive in exchange for satisfying distinct performance obligations. If a performance obligation does not meet the criteria to be considered distinct, GO2 combines it with other performance obligations until a distinct bundle of goods or services exists. Fees or amounts received in advance of satisfying contractual performance obligations are reflected as deferred dues revenue in the statements of financial position. Revenue is recognized either over time or at the point in time that contractual obligations are met.

Specifically, for the various types of contracts, GO2 recognizes revenue as follows:

GO2 holds fundraising events throughout the year. The gross revenues and expenses, including direct benefits to donors, from these events are presented in the statements of activities. Fundraising events revenue includes event registration fees, event sponsorship payments, and donations collected during events. Registration fees are recognized at the time the event takes place and event sponsorships, and event-related donations are recognized when the commitment is made.

Contract revenue is evaluated and recognized based on the underlying agreement, usually over the term of the agreement. GO2 recognizes base revenue from contract agreements ratably over the term of the agreements, while additional amounts paid under the agreements are recognized in the year earned. Amounts received in advance before the expenditures are incurred are reported as deferred dues revenue in the accompanying statements of financial position.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

Revenue Accounted for as Contracts with Customers (continued)

Registrations for meetings and events are recognized at the time the event takes place, which is when the sole performance obligation is satisfied. Amounts received in advance of the event are included in deferred dues revenue in the accompanying statements of financial position.

In-Kind Contributions

The value of contributions that enhance a nonfinancial asset, which are considered specialized and can be estimated, and would have been purchased if not donated, are reflected in the accompanying statements of activities as in-kind contributions. In-kind contributions consist of contributed services and supplies. In-kind contributions are recognized as revenue and expense in the accompanying statements of activities at their estimated fair value, as provided by the donor, at the date of receipt, or calculated fair value of use of property in the period the property is used.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

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 the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Subsequent Events

In preparing these financial statements, GO2 has evaluated events and transactions for potential recognition or disclosure through July 17, 2025, the date the financial statements were available to be issued.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

3. Liquidity and Availability

GO2 maintained liquid financial assets to be able to fulfill its general expenditures, liabilities, and other obligations as of December 31, 2024 and 2023. As part of its liquidity management, GO2 invests cash in excess of daily requirements in various short-term investments.

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of the statements of financial position date, comprise the following at December 31:

	2024	2023
Cash	\$ 1,136,853	\$ 1,540,437
Investments	8,326,086	11,901,277
Accounts and interest receivable	8,275	10,828
Contributions and grants receivable, net	3,308,314	3,819,935
Total financial assets	12,779,528	17,272,477
Less: restricted by donors	(7,319,615)	(13,772,126)
Total available for general expenditures	\$ 5,459,913	\$ 3,500,351

4. Concentrations of Credit Risk

Financial instruments that potentially subject GO2 to significant concentrations of credit risk consist primarily of cash and investments. GO2 maintains cash deposit and transaction accounts, along with investments, with various financial institutions and these values, from time to time, may exceed insurable limits under the Federal Deposit Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC). GO2 has not experienced any credit losses on its cash and investments to date as it relates to FDIC and SIPC insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any credit loss is minimal.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

5. Investments and Fair Value Measurements

GO2 follows Financial Accounting Standards Board Accounting Standards Codification (ASC) 820, *Fair Value Measurements and Disclosures*, for its financial assets. This standard establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. Fair value measurement standards require an entity to maximize the use of observable inputs (such as quoted prices in active markets) and minimize the use of unobservable inputs (such as appraisals or other valuation techniques) to determine fair value. The categorization of a financial instrument within the hierarchy is based upon the pricing transparency of the instrument and does not necessarily correspond to the entity's perceived risk of that instrument.

The inputs used in measuring fair value are categorized into three levels. Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and liabilities and have the highest priority. Level 2 is based upon observable inputs other than quoted market prices, and Level 3 is based on unobservable inputs. GO2 recognizes transfers between levels in the fair value hierarchy at the end of the reporting period.

GO2 used the following methods and significant assumptions to estimate fair value of assets recorded at fair value:

Cash, money funds, and money market funds consist primarily of domestic commercial paper and other cash management accounts. Money market accounts seek to maintain stable net asset values (NAVs) of \$1.

US treasury bills are valued based on unadjusted quoted prices in active markets for identical assets.

Parasol Tahoe Community Foundation is valued based on NAV per share (or its equivalent) using the practical expedient permitted under ASC 820, which allows NAV to be used as an estimate of fair value. Accordingly, this investment has not been categorized within the fair value hierarchy.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

5. Investments and Fair Value Measurements (continued)

GO2 uses NAV per share, or its equivalent, such as member units or an ownership interest in partners' capital, as a practical expedient to estimate the fair values of certain alternative estimates that do not have readily determinable fair values. Investments that are measured at fair value using NAV per share as a practical expedient are not classified in the fair value hierarchy. In general, and where applicable, GO2 uses quoted prices in active markets for identical assets to determine fair value. This pricing methodology applies to Level 1 investments.

The following table presents GO2's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2024:

	Level 1	Level 2	Level 3	NAV	Total
Cash and money funds	\$ 1,481,579	\$ -	\$ -	\$ -	1,481,579
Money market funds	1,388,102	-	-	-	1,388,102
US treasury bills	5,439,101	-	-	-	5,439,101
Total assets at fair value	8,308,782	-	-	-	8,308,782
Parasol Tahoe Community Foundation	-	-	-	17,304	17,304
Total investments	\$ 8,308,782	\$ -	\$ -	\$ 17,304	\$ 8,326,086

The following table presents GO2's fair value hierarchy for those assets measured on a recurring basis as of December 31, 2023:

	Level 1	Level 2	Level 3	NAV	Total
Cash and money funds	\$ 2,961,949	\$ -	\$ -	\$ -	2,961,949
Money market funds	3,302,296	-	-	-	3,302,296
US treasury bills	5,621,238	-	-	-	5,621,238
Total assets at fair value	11,885,483	-	-	-	11,885,483
Parasol Tahoe Community Foundation	-	-	-	15,794	15,794
Total investments	\$ 11,885,483	\$ -	\$ -	\$ 15,794	\$ 11,901,277

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

5. Investments and Fair Value Measurements (continued)

The following table summarizes the nature of GO2's funds based on NAV as a practical expedient and its ability to redeem these funds as of December 31:

	NAV	Unfunded Commitments	Redemption Frequency	Redemption Notice
<u>2024:</u>				
Investments in community foundation portfolio	\$ 17,304	\$ -	Not eligible	Not eligible
<u>2023:</u>				
Investments in community foundation portfolio	\$ 15,794	\$ -	Not eligible	Not eligible

Investment return consists of the following for the years ended December 31:

	2024	2023
Interest and dividends	\$ 513,025	\$ 547,038
Realized gain	386	2,162
Unrealized gain	2,460	23,309
Total investment return	<u>\$ 515,871</u>	<u>\$ 572,509</u>

GO2 did not have investment expenses for the years ended December 31, 2024 and 2023.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

6. Contributions and Grants Receivable

Net contributions and grants receivable are due as follows at December 31:

	2024	2023
Due in less than one year	\$ 2,104,726	\$ 1,838,450
Due in one to five years	1,285,016	2,127,967
Due in more than five years	6,000	9,000
Total contributions and grants receivable	3,395,742	3,975,417
Less: discount to net present value 4.38% and 3.84%	(87,428)	(155,482)
Contributions and grants receivable, net	<u>\$ 3,308,314</u>	<u>\$ 3,819,935</u>

Contributions and grants receivable due in more than one year are discounted to present value. As disclosed in Note 2, the present value was calculated using a risk-adjusted discount rate, averaging 4.38% and 3.84% as of December 31, 2024 and 2023, respectively.

7. Property and Equipment

Property and equipment consists of the following at December 31:

	2024	2023
Website	\$ 449,293	\$ 393,485
Software	37,482	37,482
Furniture and equipment	170,515	170,516
Leasehold improvements	803,907	803,907
Total property and equipment	1,461,197	1,405,390
Less: accumulated depreciation and amortization	(827,236)	(673,024)
Property and equipment, net	<u>\$ 633,961</u>	<u>\$ 732,366</u>

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

8. Net Assets With Donor Restrictions

Net assets with donor restrictions were restricted for the following at December 31:

	2024	2023
Purpose restricted:		
Excellence in screening and care	\$ 2,239,982	\$ 4,540,105
Science and research	1,656,348	3,299,453
Patient and support services	1,091,229	2,088,061
Government affairs and health policy	156,889	258,616
Events	28,685	169,540
Communication and marketing	153,222	118,500
Fiscal sponsorship	4,022	-
Total purpose restricted	5,330,377	10,474,275
Time restricted	1,989,238	3,297,851
Total net assets with donor restrictions	<u>\$ 7,319,615</u>	<u>\$ 13,772,126</u>

9. Fiscal Sponsorship

GO2 entered into a formal fiscal sponsorship agreement with LungCAN to support its efforts in obtaining tax-exempt status under IRC Section 501(c)(3). LungCAN is a coalition of lung cancer advocacy organizations united to raise public awareness about the realities of lung cancer. This sponsorship arrangement was terminated on March 16, 2023, at which point LungCAN began operating independently as a separate legal entity.

For the years ended December 31, 2024 and 2023, GO2 received grants on behalf of LungCAN totaling \$0 and \$84,107, respectively, which are reported as contributions and grants revenue in the accompanying statements of activities. No expenses were incurred on LungCAN's behalf in either year. During the term of the agreement, GO2 provided administrative infrastructure and tax-exempt status in exchange for a 5% administrative fee on all grants and contributions received for LungCAN. However, no such fees were received in 2024 or 2023, and GO2 held no assets related to the agreement as of December 31, 2024 or 2023.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

9. Fiscal Sponsorship (continued)

Separately, GO2 maintains a fiscal sponsorship agreement with the Deadliest Cancers Coalition (DCC), a consortium of national nonprofit organizations focused on influencing policy issues related to the most lethal, or recalcitrant, cancers—those with five-year relative survival rates below 50%. For the years ended December 31, 2024 and 2023, dues received on behalf of DCC totaled \$66,405 and \$74,681, respectively, and are reported as fiscal sponsorship dues revenue. GO2 collected advance dues related to DCC in the amounts of \$22,250 and \$16,405 as of December 31, 2024 and 2023, respectively, which are recorded as deferred dues revenue in the statements of financial position. Corresponding expenses incurred on DCC's behalf amounted to \$62,383 and \$158,788 for the same periods and are included in the statements of activities. Under the agreement, GO2 charges a 2% administrative fee on dues received, which resulted in sponsor fees of \$1,223 in 2024 and \$1,464 in 2023. GO2 held no assets related to the DCC fiscal sponsorship as of December 31, 2024 or 2023.

10. In-Kind Contributions

Contributed supplies, photography service, consulting service, legal services, event services, and advertising service are valued using estimated U.S. wholesale prices (principal market) of identical or similar products using pricing data under a “like-kind” methodology considering the goods’ condition and utility for use at the time of the contribution.

All in-kind contributions received during the years ended December 31, 2024 and 2023 were unrestricted.

Contributed nonfinancial assets recognized within the statements of activities included the following at December 31:

	2024	2023
Advertising service	\$ 5,275,439	\$ -
Supplies	231,748	157,056
Legal services	114,651	-
Event services	14,200	-
Photography service	51,296	35,432
Consulting service	-	4,584
Total in-kind contributions	<u>\$ 5,687,334</u>	<u>\$ 197,072</u>

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

10. In-Kind Contributions (continued)

During the year ended December 31, 2024, GO2 received donated public service announcement commercial airtime valued at approximately \$5,326,735. These in-kind contributions were provided by national media partners to promote lung cancer awareness and GO2's mission through broadcast and digital media channels. The estimated fair value of the donated airtime was determined using market-based "like-kind" advertising rates for comparable time slots, media markets, and ad durations, as provided by the donating entities or estimated by GO2's media consultants. These contributed services are included in in-kind contributions and marketing expenses in the accompanying statements of activities.

11. Commitments and Contingencies

Operating Leases

On January 7, 2021, GO2 entered into a lease agreement for office space in Washington, D.C., which commenced on August 16, 2021 and extends through February 16, 2033. The lease includes a base monthly rent of \$34,645, subject to annual increases of 2.5%. As part of the agreement, GO2 received lease incentives including 18 months of free rent and a leasehold improvement allowance of up to \$803,908 for office renovations. The lease also provides an early termination option effective January 16, 2030.

Separately, on April 21, 2019, GO2 entered into a lease agreement for office space in San Carlos, California. The lease began on May 2, 2019 and initially expired on April 30, 2024. Effective May 1, 2024, the lease was amended to extend the expiration date to December 31, 2029, with an option to further extend the term through June 30, 2033. Under the terms of the lease, GO2 is obligated to pay a base monthly rent of \$11,217, subject to annual increases of 3% per annum.

Total rent expense for the years ended December 31, 2024 and 2023 was \$489,461 and \$471,299, respectively, and is included in facilities in the accompanying statements of functional expenses.

GO2 also leases office equipment under various operating leases. Total operating lease costs under these leases totaled \$9,719 and \$9,319 for the years ended December 31, 2024 and 2023, respectively.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

11. Commitments and Contingencies (continued)

Operating Leases (continued)

Supplemental qualitative information related to the operating leases is as follows as of, and for the years ended December 31:

	<u>2024</u>	<u>2023</u>
Operating leases cost	\$ 499,180	\$ 480,618
Cash paid for amounts included in the measurement of lease liabilities – operating cash flows	\$ 456,584	\$ 407,662
ROU assets obtained in exchange for lease obligations	\$ 1,133,403	\$ 19,157
Weighted-average remaining lease term (in years)	8.2	9.0
Weighted-average discount rate	2.18%	1.63%

Maturities of the lease liabilities under GO2's operating leases are as follows for the years ending December 31:

2025	\$ 574,907
2026	588,581
2027	599,956
2028	610,778
2029	626,784
Thereafter	<u>2,584,466</u>
Total minimum lease payments	5,585,472
Less: discount to present value at 2.18%	<u>(928,541)</u>
Present value of operating lease liabilities	<u><u>\$ 4,656,931</u></u>

The present value of lease liabilities is calculated using a risk-adjusted discount rate, consistent with the methodology disclosed in Note 2.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

11. Commitments and Contingencies (continued)

Hotel Agreements

GO2 holds meetings and conferences at various hotels throughout the United States. These events are contracted with the hotels in advance. In the event that GO2 cancels its agreements with the hotels, it can be held liable for liquidated damages up to the amount of lost profit less the hotel's mitigation, depending upon the date of cancellation.

Employment Agreement

GO2 has a signed employment agreement with the President & CEO. The agreement expired on December 31, 2024, and was renewed through December 31, 2025. The agreement contains terms that require severance payments upon the occurrence of certain contractual events.

12. Related Party Transactions

The Addario Lung Cancer Medical Institute (ALCMI) is an independent organization classified under IRC Section 501(c)(3) that supports lung cancer research. A member of GO2's Board of Directors is also the Founder of ALCMI. As part of the 2019 merger that formed GO2, a grant agreement was established between the two entities. This agreement is reviewed and extended annually, with the current extension running through December 31, 2024. Under the terms of the agreement, GO2 provided grant funding to ALCMI totaling \$1,825,000 and \$865,468 for the years ended December 31, 2024 and 2023, respectively.

In addition, as part of the 2019 merger that formed GO2, GO2 and ALCMI entered into a shared services agreement under which GO2 procures certain goods and services on behalf of ALCMI to optimize efficiency and reduce costs. ALCMI reimburses GO2 for these expenditures. Reimbursements received by GO2 under this agreement totaled \$29,574 and \$27,900 for the years ended December 31, 2024 and 2023, respectively.

GO2 also entered into an operating lease agreement for office space in San Carlos, California, with an entity owned by a member of GO2's Board of Directors. The lease commenced on May 1, 2019 and expired on April 30, 2024. Effective May 1, 2024, the lease was amended to extend the expiration date to December 31, 2029, with an option to further extend the term through June 30, 2033. Rent payments under this lease totaled \$118,051 and \$112,545 for the years ended December 31, 2024 and 2023, respectively.

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

12. Related Party Transactions (continued)

Additionally, two family members of two members of GO2's Board of Directors are employed by the organization as full-time staff. Their total compensation for the years ended December 31, 2024 and 2023 was \$372,469 and \$356,646, respectively.

13. Functionalized Expenses

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. All costs incurred directly for a certain function or program are coded directly or split among those activities. The expenses that are allocated include salaries, benefits, taxes, consulting fees, office rent, office expenses, depreciation and amortization, and other expenses, which are allocated on the basis of estimates of time and effort.

14. Retirement Plan

GO2 maintains a 403(b) defined contribution pension plan for all eligible employees. All employees are eligible to participate in the plan upon hire and are eligible for GO2's contributions upon completion of six months of regular service and upon attaining 21 years of age. Employees contribute by payroll deductions on a pre-tax basis up to the amount allowable by federal law. Employee deferrals are immediately 100% vested and may begin at any time. GO2's contributions are discretionary and determined every year. For the years ended December 31, 2024 and 2023, GO2 contributed \$310,355 and \$262,558 to the plan, respectively.

15. Joint Costs

Joint costs were incurred for activities that include programmatic elements (i.e., educating participants and raising awareness), as well as the solicitation of contributions. As part of these joint activities, GO2 received donated public service announcements valued at \$5,326,735 during the year ended December 31, 2024 (Note 10).

GO2 for Lung Cancer

Notes to Financial Statements
December 31, 2024 and 2023

15. Joint Costs (continued)

Joint costs have been allocated as follows for the year ended December 31, 2024:

	Communi- cations and Marketing	Events and Community Engagement	Total
Joint costs	\$ 8,782,747	\$ 1,083,331	\$ 9,866,078
Less: direct benefits to donors	(213,191)	(246,820)	(460,011)
Total expenses included in the expense section of the SOA	\$ 8,569,556	\$ 836,511	\$ 9,406,067

Joint costs have been allocated as follows for the year ended December 31, 2023:

	Communi- cations and Marketing	Events and Community Engagement	Total
Joint costs	\$ 3,170,537	\$ 1,024,334	\$ 4,194,871
Less: direct benefits to donors	(268,501)	(299,226)	(567,727)
Total expenses included in the expense section of the SOA	\$ 2,902,036	\$ 725,108	\$ 3,627,144

16. Income Taxes

GO2 is exempt from payment of taxes on income other than net unrelated business income under IRC Section 501(c)(3). No tax expense is recorded in the accompanying financial statements as there was no unrelated business income. Contributions to GO2 are deductible as provided in IRC Section 170(b)(1)(A)(vi). Management has evaluated GO2's tax positions and concluded that GO2's financial statements do not include any uncertain tax positions.