ANNUAL REPORT

THE NRA FOUNDATION
TEACH FREEDOM

Mission Statement

Established in 1990, The NRA Foundation, Inc. ("NRA Foundation") is a 501(c)(3) tax-exempt organization that raises tax-deductible contributions in support of a wide range of firearm-related public interest activities of the National Rifle Association of America and other organizations that defend and foster the Second Amendment rights of all law-abiding Americans. These activities are designed to promote firearms and hunting safety, to enhance marksmanship skills of those participating in the shooting sports, and to educate the general public about firearms in their historic, technological and artistic context. Funds granted by The NRA Foundation benefit a variety of constituencies throughout the United States including children, youth, women, individuals with physical disabilities, gun collectors, law enforcement officers, hunters and competitive shooters.

Printed in the United States

11250 Waples Mill Road
Fairfax, VA 22030

NRA Foundation

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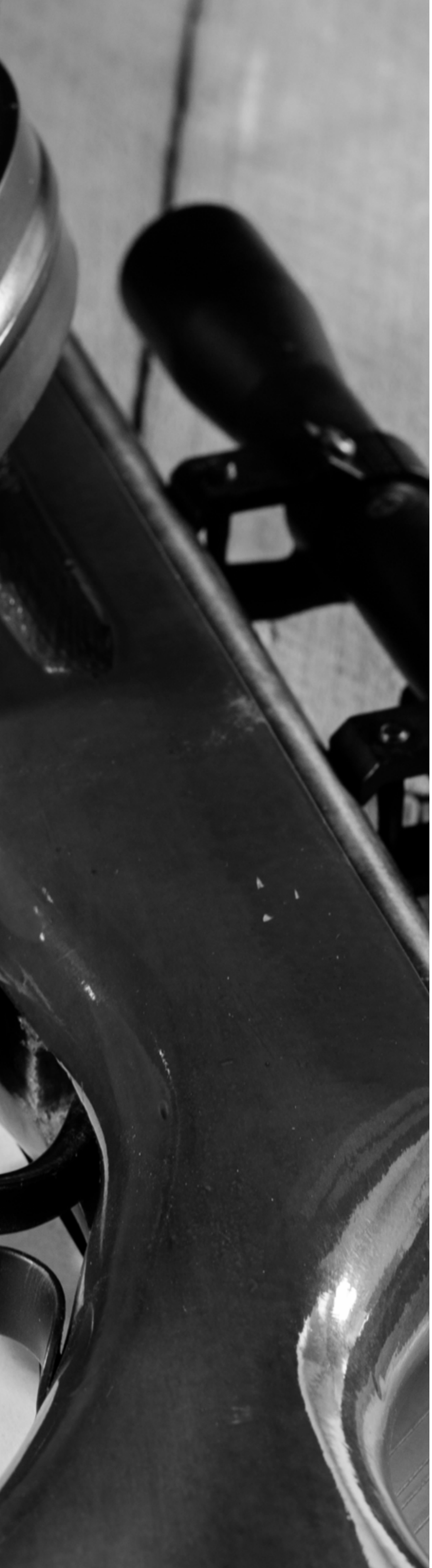

OFFICERS

BOARD OF
TRUSTEES

YOUR LEGACY OF FREEDOM

WAYS TO GIVE

Support Your NRA: The NRA Foundation offers many flexible options for individuals, organizations, and companies to support the Foundation's work. Call 1-877-NRA GIVE (1-877-672-4483) for details on the options available. These include:

Current Contributions

- Online Contributions
- Payroll Deduction
- Employer Matching Gift
- Workplace (CFC/United Way)
- Memorial Gifts
- Gifts in Kind
- Firearms
- Real Estate
- Stocks, Bonds

Contributions through a Planned Gift

- Will or Living Trust Bequests
- Life Insurance
- Retirement Plans, IRA-401
- Real Estate
- Charitable Trusts

Planned Gifts that Provide Income to Donor(s)

- Charitable Remainder Trusts
- Charitable Gift Annuities (Funded by Cash, Appreciated Stocks, Firearms, Real Estate)

Wills & Bequests

Donors can bequeath a specific amount or a percentage of their estate to The NRA Foundation. Contributions by bequest are deductible from the taxable estate as a charitable gift. As an alternative, The NRA Foundation can be named a contingent beneficiary in the event the first-named beneficiary(ies) should not live to receive the inheritance. If your will is already prepared, a simple codicil (a supplement or addition) can be added to the existing document.

Since local laws differ, a professional advisor should be contacted for the preparation of all wills and trusts. As a reference, The NRA Foundation recommends that members and friends consider the following language for use in their wills.

General bequest language is as follows: I give, devise, and bequeath to The NRA Foundation, Inc, 11250 Waples Mill Road, Fairfax, Virginia 22030, the sum of $________ (or here otherwise describe the gift) for its general purposes as such shall be determined by its Board of Trustees.

Bequest language to benefit The NRA Foundation Endowment is as follows: I give, devise, and bequeath to The NRA Foundation, Inc, 11250 Waples Mill Road, Fairfax, Virginia 22030, the sum of $_______ (or here otherwise describe the gift) for The NRA Foundation Endowment.


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REPORT OF THE
TREASURER

The NRA Foundation, Inc. experienced continued growth and success in 2022, with net proceeds from *Friends of NRA* events of $25.6 million. As a result of these and other fundraising efforts, the Foundation was able to fund $15.2 million in grants and educational programs benefitting youth; school safety; law enforcement; range development and improvement; training, education and safety; wildlife and natural resources; and more. With steady growth since inception in 1990, the Foundation's financial position is strong, with $119 million in cash and investments and over $172 million in net assets at December 31, 2022.

Management of the Foundation's investment portfolio is assigned to various external managers under the supervision of the Treasurer, with oversight by a committee of the Board of Trustees. The portfolio is allocated among equity and fixed income investments in a manner that maximizes investment returns at appropriate risk levels. The Foundation's endowment fund, a significant segment of the portfolio, stood at $59 million as of December 31, 2022 and generated $2.3 million in program and other support for the year.

TO THE BOARD OF

TRUSTEES

THE NRA FOUNDATION, INC. | FAIRFAX, VIRGINIA

Independent Auditor's Report

Opinion

We have audited the accompanying financial statements of **The NRA Foundation, Inc.** (a nonprofit organization), which comprise the Statement of Financial Position as of December 31, 2022 and 2021, and the related Statements of Activities and Changes in Net Assets, Functional Expenses, and Cash Flows for the years then ended, and the related notes to the financial statements.

In our opinion, the 2022 financial statements referred to above present fairly, in all material respects, the financial position of **The NRA Foundation, Inc.** as of December 31, 2022, and the changes in its net assets and its cash flows for the year 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. 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 **The NRA Foundation, Inc.** 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.

Prior Period Financial Statements

The financial statements as of December 31, 2021 were audited by Aronson LLC, who merged with Aprio LLP as of January 1, 2023, and whose report dated April 13, 2022 expressed an unmodified opinion on those statements.

Responsibilities of Management for the Financial Statements

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

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

Auditor’s Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of **The NRA Foundation, Inc.’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 NRA Foundation, Inc.’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.

Aprio, LLP

Rockville, Maryland
March 27, 2023

THE NRA FOUNDATION, INC

Statements of Financial Position

AS OF DECEMBER 31, 2022 AND 2021

	2022	2021
Assets		
Cash and cash equivalents	$ 32,019,157	$ 32,544,038
Investments	86,928,258	98,949,796
Pledges and contributions receivable, net	1,079,149	1,498,147
Accounts receivable, net of allowance of $19,750 and $25,775	424,641	804,711
Inventory, net	4,040,318	3,173,575
Property and equipment, net	22,837,816	476,245
Other assets, principally museum collections, net	31,754,545	31,605,733
Split interest agreements	738,720	1,139,409
Total assets	**$ 179,822,604**	**$ 170,191,654**
Liabilities and Net Assets		
Accounts payable and accrued liabilities	$ 1,396,899	$ 1,413,238
Due to affiliates	4,102,250	5,051,502
Grants payable	243,719	541,662
Annuities payable	1,740,799	1,951,698
Total liabilities	**7,483,667**	**8,958,100**
Without donor restrictions	26,383,039	27,747,809
With donor restrictions	145,955,898	133,485,745
Total net assets	**172,338,937**	**161,233,554**
Total liabilities and net assets	**$ 179,822,604**	**$ 170,191,654**

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

THE NRA FOUNDATION, INC

Statements of Activities

FOR THE YEAR ENDED DECEMBER 31, 2022

	2022		
	Without Donor Restrictions	**With Donor Restrictions**	**Total**
Revenue and other support:			
Friends of NRA proceeds of $50,305,313 net of direct benefit expenses of $24,751,246	$ 12,531,665	$ 13,022,402	$ 25,554,067
Contributions of cash and other financial assets, net	3,594,171	4,244,530	7,838,701
Contributions of nonfinancial assets, net	—	22,734,600	22,734,600
Net investment income	171,495	653,897	825,392
Change in value of split interest agreements	—	(388,678)	(388,678)
Other income (expense)	(75,926)	95,997	20,071
Assets released from restrictions	14,787,748	(14,787,748)	—
Total revenue and other support	**31,009,153**	**25,575,000**	**56,584,153**
Expenses:			
Program	18,200,399	—	18,200,399
Administrative	7,778,047	—	7,778,047
Fundraising	5,900,632	—	5,900,632
Total expenses	31,879,078	—	31,879,078
Change in net assets before other changes	(869,925)	25,575,000	24,705,075
Unrealized loss on investments, net	(1,226,535)	(13,104,847)	(14,331,382)
Reimbursement of legal costs	731,690	—	731,690
Change in net assets	(1,364,770)	12,470,153	11,105,383
Net assets, beginning of year	27,747,809	133,485,745	161,233,554
Net assets, end of year	**$ 26,383,039**	**$ 145,955,898**	**$ 172,338,937**

THE NRA FOUNDATION, INC

Statements of Activities

FOR THE YEAR ENDED DECEMBER 31, 2021

	2021		
	Without Donor Restrictions	**With Donor Restrictions**	**Total**
Revenue and other support:			
Friends of NRA proceeds of $40,482,707 net of direct benefit expenses of $18,622,788	$ 10,786,080	$ 11,073,839	$ 21,859,919
Contributions of cash and other financial assets, net	4,469,503	905,855	5,375,358
Contributions of nonfinancial assets, net	–	230,550	230,550
Net investment income	371,523	1,970,866	2,342,389
Change in value of split interest agreements	–	93,993	93,993
Other income (expense)	307,680	–	307,680
Assets released from restrictions	12,463,377	(12,463,377)	–
Total revenue and other support	**28,398,163**	**1,811,726**	**30,209,889**
Expenses:			
Program	14,151,374	–	14,151,374
Administrative	2,540,254	–	2,540,254
Fundraising	4,935,503	–	4,935,503
Total expenses	21,627,131	–	21,627,131
Change in net assets before other changes	6,771,032	1,811,726	8,582,758
Unrealized gain on investments, net	396,587	9,116,219	9,512,806
Reimbursement of legal costs	677,366	–	677,366
Change in net assets	7,844,985	10,927,945	18,772,930
Net assets, beginning of year	19,902,824	122,557,800	142,460,624
Net assets, end of year	**$ 27,747,809**	**$ 133,485,745**	**$ 161,233,554**

THE NRA FOUNDATION, INC

Statements of Functional Expenses

FOR THE YEAR ENDED DECEMBER 31, 2022

	2022			
	Program	Administrative	Fundraising	Total
Grants and education	$ 15,208,397	$ —	$ —	$ 15,208,397
Costs of goods sold	—	—	20,744,111	20,744,111
Management fees	1,776,948	921,256	4,772,357	7,470,561
Occupancy	34,200	97,200	1,556,012	1,687,412
Other operating	261,142	30,982	924,441	1,216,565
Meetings and travel	340,164	14,960	820,681	1,175,805
Postage and shipping	508,235	3,370	645,910	1,157,515
Advertising and promotion	—	—	275,771	275,771
Legal, audit, taxes and fees	—	6,667,215	540,609	7,207,824
Depreciation and amortization	7,413	166,957	68,378	242,748
Printing and publications	—	2,500	185,227	187,727
Office supplies and services	63,900	18,993	118,381	201,274
Total expenses	**18,200,399**	**7,923,433**	**30,651,878**	**56,775,710**
Less: Warehouse depreciation	—	(145,386)	—	(145,386)
Less: Friends of NRA direct benefit expenses	—	—	(24,751,246)	(24,751,246)
	$ 18,200,399	**$ 7,778,047**	**$ 5,900,632**	**$ 31,879,078**

 THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

THE NRA FOUNDATION, INC

Statements of Functional Expenses

FOR THE YEAR ENDED DECEMBER 31, 2021

	2021			
	Program	**Administrative**	**Fundraising**	**Total**
Grants and education	$ 11,412,123	$ —	$ —	$ 11,412,123
Costs of goods sold	—	—	15,984,354	15,984,354
Management fees	1,696,190	912,958	4,140,491	6,749,639
Occupancy	34,200	97,200	1,129,383	1,260,783
Other operating	290,409	80,392	415,051	785,852
Meetings and travel	236,780	1,506	474,203	712,489
Postage and shipping	419,107	3,544	441,838	864,489
Advertising and promotion	—	—	239,130	239,130
Legal, audit, taxes and fees	—	1,404,803	500,861	1,905,664
Depreciation and amortization	7,600	22,208	27,501	57,309
Printing and publications	—	3,500	96,215	99,715
Office supplies and services	54,965	14,143	109,264	178,372
Total expenses	**14,151,374**	**2,540,254**	**23,558,291**	**40,249,919**
Less: Warehouse depreciation	—	—	—	—
Less: Friends of NRA direct benefit expenses	—	—	(18,622,788)	(18,622,788)
	$ 14,151,374	**$ 2,540,254**	**$ 4,935,503**	**$ 21,627,131**

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

THE NRA FOUNDATION, INC

Statements of Cash Flows

AS OF DECEMBER 31, 2022 AND 2021

	2022	2021
Cash flows from operating activities:		
Change in net assets	$ 11,105,383	$ 18,772,930
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Amortization and depreciation	242,748	57,309
Provision for losses on pledges, contributions and accounts receivable	291,975	317,025
Provision for (gains) losses on inventory	(326,880)	170,461
Provision for gains on other assets	(41,000)	(26,000)
Donated assets, building	(22,600,000)	—
Donated assets, museum collections	(163,600)	(233,550)
Donated assets, securities with and without donor restrictions	(81,722)	(189,261)
Contributions restricted for investment in endowment	(3,956,038)	(619,582)
Net realized and unrealized loss (gain) on investments	15,478,961	(10,162,951)
Decrease in discount on pledges receivable	(3,882)	(4,385)
Decrease (increase) in value of split interest agreements	388,678	(93,993)
Changes in assets and liabilities:		
Decrease in pledges and contributions receivable	124,880	1,096,084
Decrease in accounts receivable	386,095	3,311,404
(Increase) decrease in inventory	(539,863)	2,162,387
Decrease (increase) in other assets	51,469	(15,381)
Decrease in accounts payable and accrued liabilities	(16,339)	(578,029)
(Decrease) increase in due to affiliates	(949,252)	41,462
Decrease in grants payable	(297,943)	(1,577,879)
Total adjustments	**(12,011,713)**	**(6,344,879)**
Net cash (used in) provided by operating activities	**(906,330)**	**12,428,051**

THE NRA FOUNDATION, INC

Statements of Cash Flows (Cont.)

AS OF DECEMBER 31, 2022 AND 2021

	2022	2021
Cash flows from investing activities:		
Purchases of investments	$ (59,469,782)	$ (5,388,338)
Proceeds from sale of investments	56,094,081	6,939,252
Net cash (used in) provided by investing activities	**(3,375,701)**	**1,550,914**
Cash flows from financing activities:		
Proceeds from split interest agreements	12,011	65,818
Proceeds from contributions restricted for:		
Investment in endowment	3,956,038	619,582
Payments on annuity obligations	(210,899)	(229,775)
Net cash provided by financing activities	**3,757,150**	**455,625**
Net (decrease) increase in cash and cash equivalents	(524,881)	14,434,590
Cash and cash equivalents, at beginning of year	32,544,038	18,109,448
Cash and cash equivalents, at end of year	**$ 32,019,157**	**$ 32,544,038**

Notes to Financial Statements

1. Nature of Activities and Significant Accounting Policies

The NRA Foundation, Inc. (the Foundation) is a non-profit organization incorporated in 1990 under the laws of the District of Columbia. The Foundation is organized to be operated exclusively in support of charitable, scientific and educational purposes. The Foundation is supported primarily by volunteer-driven Friends of NRA fundraising events and other charitable contributions.

The vision of the NRA Foundation is to provide lasting financial stability for the NRA's programs, teaching the safe and responsible use of firearms in a free society and the understanding of one simple truth – that personal freedom must be preserved by the right of individuals to keep and bear arms.

BASIS OF PRESENTATION

The financial statements of the Foundation have been prepared on the accrual basis and in conformity with accounting principles generally accepted in the United States of America which requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities as of the date of the financial statements and the reported amount of revenue and other support and expenses during the reporting period. Actual results could differ from those estimates.

CLASSIFICATION OF NET ASSETS

To identify the observance of limitations and restrictions placed on the use of the resources available to the Foundation, the accounts of the Foundation are maintained in two separate classes of net assets: without donor restrictions, and with donor restrictions, based on the existence or absence of donor-imposed restrictions.

> Net assets without donor restrictions represent resources that are not restricted by donor-imposed stipulations. They are available for support of the Foundation's general operations.
>
> Net assets with donor restrictions represent contributions and other inflows of assets whose use by the Foundation is limited by donor-imposed stipulations. Some of these restrictions are temporary in that they either expire by passage of time or can be fulfilled and removed by actions of the Foundation pursuant to those stipulations. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

CASH AND CASH EQUIVALENTS

The Foundation considers all highly liquid investments purchased with a maturity of three months or less at the date of purchase to be cash equivalents.

CONCENTRATION OF CREDIT RISK

The Foundation maintains cash balances at two commercial banks in interest bearing accounts. The Foundation's policy is to deposit funds only in financially sound institutions. Nevertheless, these deposits are subject to some degree of credit risk. These balances can exceed the FDIC insured deposit limit of $250,000 per financial institution. At December 31, 2022 and 2021, the Foundation's cash balances held at the commercial banks exceeded the FDIC limit by approximately $30,500,000 and $31,000,000, respectively. The Foundation has not experienced any losses through the date when the financial statements were available to be issued.

Investments are maintained in financial institutions. Accounts receivable primarily represent funds due to the Foundation for contributions and from *Friends of NRA* events and committees.

One donor and four donors combined represented 52.6% and 45.2% of contributions of cash and other financial assets for the years ended December 31, 2022 and 2021, respectively.

The Foundation invests in a professionally managed portfolio that primarily contains money market funds, equity securities, and fixed income securities. Such investments are exposed to various risks, such as market and credit. Due to the level of risk associated with such investments, and the level of uncertainty related to changes in value of such investments, it is at least reasonably possible that changes in risk in the near term would materially affect investment balances and the amounts reported in the financial statements.

INVESTMENTS

Investments consist primarily of money market funds, equity securities, and fixed income securities which are carried at fair value, as determined by an independent market valuation service using the closing prices at the end of the period. In calculating realized gains and losses, the cost of securities sold is determined by the specific-identification method. To adjust the carrying value of the investments to their fair value, the change in fair value is included in revenue and other support in the statements of activities.

PLEDGES AND CONTRIBUTIONS RECEIVABLE

Unconditional pledges and contributions receivable consist of irrevocable and measurable bequest proceeds due to the Foundation and donor promises to give in future periods, usually over a period of one to ten years. Pledges due in more than one year are recorded at the present value of estimated cash flows, discounted by rates of 1.48% to 2.80% for the years ended December 31, 2022 and December 31, 2021. An allowance for uncollectible pledges and contributions receivable is provided based upon management's judgment of potential defaults.

ACCOUNTS RECEIVABLE

Accounts receivable consist of start-up funds and current year event proceeds due from *Friends of NRA* committees. Start-up funds are advanced to each new *Friends of NRA* committee and are returned to the Foundation only upon dissolution of the committee.

INVENTORY

Inventory consists primarily of artwork and shooting sports and hunting supplies to be utilized at *Friends of NRA* fundraising events. Inventory is stated at the lower of cost or net realizable value, with cost determined using the first-in, first-out method. Adjustments are made to reduce the inventory to net realizable value in the case of obsolescence.

PROPERTY AND EQUIPMENT

Property and equipment are stated at cost, less accumulated depreciation. Expenditures for maintenance and repairs, which do not prolong the useful lives of the assets, are expensed. Depreciation is computed on the straight-line method over the assets' estimated useful lives. Buildings are depreciated over useful lives of 30 years, building improvements are depreciated over 20 years and other property and equipment is depreciated over 2 to 10 years. The Foundation capitalizes fixed assets greater than $2,000.

MUSEUM COLLECTIONS

The Foundation has capitalized its museum collections, consisting principally of donated firearms, since its inception. If purchased, items accessioned into the collection are capitalized at cost, and if donated they are capitalized at their appraised value or fair value on the accession date. Gains or losses on the deaccession of collection items are classified in the statements of activities as with donor restrictions or without donor restrictions depending on the donor restriction, if any, placed on the item at the time of accession. Provisions are made to reduce museum collections to net realizable value. Museum collections are not depreciated, as the Foundation takes appropriate measures to perpetually preserve their cultural and historic value.

Museum collections donated prior to 2001 were gifted without restriction, therefore proceeds from the sale of those collection items are considered unrestricted.

Beginning in 2001, donations of museum collections were received with restrictions limiting action related to the gifted item to inclusion in museum collections or sale of the item with proceeds added to the Foundation's National Firearms Museum Endowment (the Endowment). As such, donations of museum collections for 2001 and later are considered permanently restricted. Earnings on the Endowment are used to purchase additional collection items and for the direct care of existing collections. The Foundation defines direct care of collections as any activity that involves the protection and preservation of the collection.

SPLIT INTEREST AGREEMENTS

The Foundation is the beneficiary under several split interest agreements in the form of charitable lead trust and charitable remainder unitrust agreements. Under terms of the agreements, the Foundation has the irrevocable right to receive the annual payments during the life of the lead trust and/or remaining trust assets upon termination of the remainder trusts. Split interest agreements are recorded as an asset based on the actuarially computed fair value and adjusted as of the end of each year. The difference between the amount received for the agreement and its actuarially computed value at each year end is recorded as changes in present value of split interest agreement. Split interest agreements due in more than one year have been recorded at the present value of estimated cash flows. The discount rate applied ranged from 3.96% to 4.14% for the year ended December 31, 2022 and 1.52% to 1.94% for the year ended December 31, 2021, and incorporated future life expectancies ranging from 7 to 15 years for the year ended December 31, 2022 and 8 to 16 years for the year ended December 31, 2021.

ANNUITIES PAYABLE

Donors have established and funded gift annuity contracts. Under terms of the contracts, the Foundation has the irrevocable right to receive the remaining contract assets upon termination of the contract. Amounts payable under annuity contracts are recorded as a liability based on the actuarially computed value at the time of gift. The difference between the amount received for the contract and its actuarially computed liability is recorded as revenue.

The discount rate applied ranged from 0.6% to 3.8% for the year ended December 31, 2022 and 0.6% to 3.6% for the year ended December 31, 2021.

FRIENDS OF NRA REVENUE

Proceeds from volunteer-driven *Friends of NRA* committee fundraising events, net of direct attendee benefit expenses, are recorded in the period in which the event occurs. Other costs of operating the *Friends of NRA* program are included in expenses, as appropriate. 50% of all net proceeds from the comprehensive *Friends of NRA* program and other related special fundraising activity were restricted for the purpose of the fundraising committees' associated State Fund Committees to make grant recommendations to the Foundation's Board of Trustees. Proceeds designated to State Funds are classified as with donor restrictions until the restriction is released through subsequent grant approval by the Foundation's Board of Trustees, at which point 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.

The portion of revenue proceeds associated with providing direct attendee benefits is accounted for as an exchange transaction under Accounting Standards Codification (ASC) 606 – *Revenue from Contracts with Customers*. The standard outlines a five-step model whereby revenue is recognized as performance obligations within a contract are satisfied. The nature of direct attendee benefits (whether goods or services) varies widely, is subject to change at the discretion of the Foundation, and is generally not identifiable to event attendees before the event. As a result, the Foundation has determined revenue associated with direct attendee benefits does not meet the contract criterion in ASC 606. Accordingly, revenue is recognized under such arrangements when payment is received and the Foundation is no longer obligated to provide any additional goods or services to attendees (generally, after the associated event takes place). Payments received in advance of events are recorded as liabilities until recognized.

CONTRIBUTIONS

Unconditional contributions, whether without donor restrictions or with donor restrictions, are recognized as revenue upon notification of the unconditional gift or pledge and classified in the appropriate net asset category. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. 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.

Pursuant to Financial Accounting Standards Board Accounting Standards Codification 958-605-25-27 contributions received by the Foundation with the NRA as the specified beneficiary are recorded as support by the Foundation, as the Foundation and NRA are financially interrelated entities.

Pledges receivable are stated at the estimated net present value, net of an allowance for uncollectible amounts. Conditional promises to give are not recognized until the conditions on which they depend are substantially met.

OUTSTANDING LEGACIES

The Foundation is the beneficiary under various wills and trust agreements, the total realizable amounts of which are not presently determinable. The Foundation's share of such amounts is not recorded until the Foundation has an irrevocable right to the bequest and the proceeds are measurable.

VALUATION OF LONG-LIVED ASSETS

Long-lived assets and certain identifiable intangible assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of long-lived assets is measured by a comparison of the carrying amount of the asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. Assets to be disposed of are reportable at the lower of the carrying amount or fair value, less cost to sell.

FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing program services and supporting activities have been accounted for on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among program, administrative, and fundraising expenses. Such allocations are determined by management on an equitable basis. Allocated expenses and the related allocation method used are as follows: management fees, meetings and travel, allocated based on time and effort; occupancy and certain other operating expenses, allocated based on square footage; depreciation and amortization, based on square footage and/or area of use; and certain printing and publications, based on area per page. Expenses not allocated are charged directly to their related functional expense categories.

GRANT PROGRAM EXPENSE

Grants are recorded as program expense in the year for which the Foundation's Board of Trustees approves the expenditure. Grants to NRA are recognized when qualifying expenses have been incurred. The Foundation supports a wide range of firearms and safety-related public interest activities, including youth education, range development and improvements, wildlife and natural resource conservation, school security and firearm training, education and safety programs.

TAX STATUS

The Foundation is exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code and from state income taxes. In addition, the Foundation is not classified as a private foundation.

The Foundation follows the accounting standard on accounting for uncertainty in income taxes, which addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Foundation may recognize the tax benefit from an uncertain tax position only if it is more-likely-than-not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addresses de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods. Tax years from 2019 through the current year remain open for examination by tax authorities, which is the standard statute of limitations look-back period. Currently, there are no examinations in process.

Management evaluated the Foundation's tax positions and concluded that the Foundation had taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance.

RECENTLY ADOPTED ACCOUNTING PRONOUNCEMENTS

In September 2020, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update ("ASU") No. 2020-07 Not-for-Profit Entities (Topic 958): *Presentation and Disclosure by Not-For-Profit Entities for Contributed Nonfinancial Assets* ("ASU 2020-07"). The standard requires nonprofits to present contributed nonfinancial assets as a separate line item in the statement of activities, apart from contributions of cash or other financial assets. The standard also increases the disclosure requirements around contributed nonfinancial assets, including disaggregating by category the types of contributed nonfinancial assets the nonprofit entity has received, about monetization and utilization during the reporting period, information on donor-imposed restrictions and valuation techniques. Adoption of this standard did not have a material impact on the consolidated financial statements. The Foundation has updated these disclosures in Note 10.

RECLASSIFICATIONS

Certain reclassifications have been made to the prior year financial statement presentation to correspond to the current year's format.

SUBSEQUENT EVENTS

The Foundation evaluated subsequent events through March 27, 2023, which is the date the financial statements were available to be issued.

2. Availability and Liquidity

The Foundation maintains a policy of structuring its financial assets to be available as its general operating expenses come due. This includes the appropriation of income from donor restricted endowments and contributions, in satisfaction of those restrictions.

The table on the following page represents the Foundation's financial assets and liquidity resources available to meet general expenditures within one year as of December 31, 2022 and 2021:

	2022	2021
Financial assets at year-end:		
Cash and cash equivalents	$ 32,019,157	$ 32,544,038
Investments, excluding amounts held for affiliates	83,997,442	95,287,060
Pledges and contributions receivable available in one year, net, other than endowment pledges	1,049,621	1,150,375
Accounts receivable available in one year, net	79,891	233,461
Total financial assets	117,146,111	129,214,934
Less amounts not available to be used within one year:		
Net assets with donor restrictions	69,682,001	76,963,795
Financial assets not available to be used within one year	69,682,001	76,963,795
Financial assets available to meet general expenditures within one year	**$ 47,464,110**	**$ 52,251,139**

3. Investments

Investments, at fair value, as of December 31, 2022 and 2021 consisted of the following:

	2022	2021
Money market	$ 2,986,445	$ 1,604,672
Equity securities	59,909,377	71,900,449
Fixed income securities	24,032,436	25,444,675
Total	**$ 86,928,258**	**$ 98,949,796**

Investment income for the years ended December 31, 2022 and 2021 included the following:

	2022	2021
Realized (loss) gain, net	$ (1,147,579)	$ 650,145
Dividends and interest	1,972,971	1,692,244
Unrealized (loss) gain, net	(14,331,382)	9,512,806
Total	**$ (13,505,990)**	**$ 11,855,195**

4. Pledges and Contributions Receivable

At December 31, 2022 and 2021, donors to the Foundation have unconditionally promised to give amounts as follows:

	2022	2021
Within one year	$ 1,666,734	$ 2,255,914
One to five years	152,450	309,350
More than five years	193,325	168,125
	2,012,509	2,733,389
Less: discount on pledges receivable	(28,360)	(32,242)
	1,984,149	2,701,147
Less: allowance for uncollectible pledges	(905,000)	(1,203,000)
Total	**$ 1,079,149**	**$ 1,498,147**

Estate proceeds bequeathed and due to the Foundation in the amount of $248,715 and $476,248 were included in contributions receivable at December 31, 2022 and 2021, respectively.

One donor and three donors combined represented 11.98% and 25.7% of pledges and contributions receivable as of December 31, 2022, and 2021, respectively.

5. Property and Equipment

Property and equipment as of December 31, 2022 and 2021 consist of:

	2022	2021
Buildings and improvements	$ 20,637,206	$ 777,206
Land	2,740,000	—
Furniture, fixtures and equipment	921,102	921,102
	24,298,308	1,698,308
Less: accumulated depreciation	1,460,492	1,222,063
	$ 22,837,816	**$ 476,245**

Depreciation expense for the years ended December 31, 2022 and 2021 was $238,429 and $51,567, respectively.

6. Fair Value Measures

The Foundation follows the Codification Topic, *Fair Value Measurement*, which defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date and sets out a fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). Inputs are broadly defined as assumptions market participants would use in pricing an asset or liability. The three levels of the fair value hierarchy are described below:

> Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. The type of investments included in Level 1 include listed equities and listed derivatives.
>
> Level 2: Inputs other than quoted prices within Level 1 that are observable for the asset or liability, either directly or indirectly; and fair value is determined through the use of models or other valuation methodologies.
>
> Level 3: Inputs are unobservable for the asset or liability and include situations where there is little, if any, market activity for the asset or liability. The inputs into the determination of fair value are based upon the best information in the circumstances and may require significant management judgment or estimation.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, an investment's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. The Foundation's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment, and considers factors specific to the investment. In determining the appropriate levels, the Foundation performs a detailed analysis of the assets and liabilities that are subject to fair value measurements. At each reporting period, all assets and liabilities for which the fair value measurement is based on significant unobservable inputs are classified as Level 3.

The estimated fair values of the Foundation's short-term financial instruments, including cash and equivalents, and payables arising in the ordinary course of operations, approximate their individual carrying amounts due to the relatively short period of time between their origination and expected realization.

The tables on the following page present the balances of assets measured at fair value on a recurring basis by level within the hierarchy.

Assets	As of December 31, 2022			
	Total	Level 1	Level 2	Level 3
Equity Securities:				
Basic materials	$ 771,906	$ 771,906	$ —	$ —
Clinical consumer goods services	2,270,070	2,270,070	—	—
Energy	1,660,007	1,660,007	—	—
Financial	2,220,281	2,220,281	—	—
Healthcare	4,390,879	4,390,879	—	—
Industrials	2,995,208	2,995,208	—	—
Non-clinical consumer goods services	2,069,120	2,069,120	—	—
Technology	6,340,520	6,340,520	—	—
Utilities	977,006	977,006	—	—
Other equities	462,307	462,307	—	—
Multi-strategy stock funds	8,235,483	8,235,483	—	—
Multi-strategy mutual funds	27,516,590	27,516,590	—	—
Total equity securities	**59,909,377**	**59,909,377**	**—**	**—**
Fixed income securities:				
Mutual Funds	21,190,196	21,190,196	—	—
Multi-strategy bond funds	2,842,240	2,842,240	—	—
Total fixed income securities	**24,032,436**	**24,032,436**	**—**	**—**
Money market	**2,986,445**	**2,986,445**	**—**	**—**
Total investments	**86,928,258**	**86,928,258**	**—**	**—**
Split interest agreements	**738,720**	**—**	**—**	**738,720**
Total assets	**$ 87,666,978**	**$ 86,928,258**	**$ —**	**$ 738,720**

Assets	As of December 31, 2021			
	Total	Level 1	Level 2	Level 3
Equity Securities:				
Multi-strategy stock funds	$ 70,796,047	$ 70,796,047	$ —	$ —
Stock funds - commodities	1,104,402	1,104,402	—	—
Total equity securities	**71,900,449**	**71,900,449**	**—**	**—**
Fixed income securities:				
Corporate bonds[(a)]	8,151,374	—	8,151,374	—
U.S. Treasury & agency	3,361,676	3,361,676	—	—
Multi-strategy bond funds	13,478,855	13,478,855	—	—
Municipal bonds	236,059	—	236,059	—
Global bonds	216,711	—	216,711	—
Total fixed income securities	**25,444,675**	**16,840,531**	**8,604,144**	**—**
Money market	**1,604,672**	**1,604,672**	**—**	**—**
Total investments	**98,949,796**	**90,345,652**	**8,604,144**	**—**
Split interest agreements	**1,139,409**	**—**	**—**	**1,139,409**
Total assets	**$ 100,089,205**	**$ 90,345,652**	**$ 8,604,144**	**$ 1,139,409**

[a] Based on its analysis of the nature and risk of these investments, the Foundation has determined that presenting them as a single class is appropriate.

Money market funds, equity and fixed income securities are classified as Level 1 instruments, as they are actively traded on public exchanges.

Split interest agreements are classified as Level 3 instruments, as there is no market for the Foundation's interest in the trusts. Further, the Foundation's asset is the right to receive cash flows from the trusts, not the assets of the trusts themselves. Although the trust assets may be investments for which quoted prices in an active market are available, the Foundation does not control those investments.

Changes in assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3) are as follows:

	2022	2021
Purchases	$ —	$ —
Issues	—	—
Transfers In (Out)	(12,011)	(65,818)
Settlements	—	—
Change in value of split interest agreements	(388,678)	93,993

7. Net Assets with Donor Restrictions and Endowment Funds

Net assets with donor restrictions are restricted as follows:

	2022	2021
Perpetual in nature	$ 74,742,465	$ 71,022,858
Purpose restricted program awards	54,576,135	33,035,311
Time restricted program awards	14,109,117	25,829,037
Other, passage of time	2,528,181	3,598,539
Total	**$ 145,955,898**	**$ 133,485,745**

The Foundation follows the Codification subtopic *Reporting endowment funds*. The Codification addresses accounting issues related to guidelines in the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA), which was adopted by the National Conferences of Commissioners on Uniform State Laws in July 2006 and enacted in the Commonwealth of Virginia on July 1, 2008 and in the District of Columbia on January 23, 2008. The Foundation includes all permanent donor restricted funds in its endowments. The Management of the Foundation has interpreted UPMIFA as requiring the preservation of the fair value of original donor restricted endowment gifts as of the date of the gift or Board designation, absent explicit donor stipulations or Board action to the contrary. As a result of this interpretation, the Foundation classifies as net assets with permanent donor restrictions (a) the original value of cash gifts donated to permanent donor restricted endowment, (b) the discounted value of future gifts promised to permanent donor restricted endowment, net of allowance for uncollectible pledges, and (c) the fair value of non-cash gifts received whereby the proceeds of any future sale are donor restricted to permanent endowment. Board designated endowment funds are classified in net assets without donor restrictions until utilized by the Foundation for the Board designated purpose. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the Foundation and donor restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Foundation
- The investment policies of the Foundation

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to the programs supported by its endowment while seeking to maintain purchasing power of the endowment assets. The investment policy of the Foundation is to achieve, at a minimum, a real (inflation adjusted) total net return that exceeds spending policy requirements. Investments are diversified both by asset class and within asset classes. The purpose of diversification is to minimize unsystematic risk and to provide reasonable assurance that no single security or class of securities will have a disproportionate impact on the total portfolio. The amount appropriated for expenditure ranges from 1% to 5% of the endowment fund's fair value as of the end of the preceding year, as long as the value of the endowment does not drop below the original contribution(s). From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration, as a result of unfavorable market fluctuations. In such instances, no further appropriations for expenditures are made from the donor restricted endowment until the fair value exceeds the level the donor or UPMIFA requires. All earnings of the donor restricted endowment are reflected as net assets with donor restrictions until appropriated for expenditure in the form of program grants.

The Foundation's endowments are composed primarily of funds with donor restrictions. The changes in endowment net assets for the years ended December 31, 2022 and 2021 are as follows:

	Year Ended December 31, 2022		
	Without donor restrictions	With donor restrictions	Total
Endowment net assets, beginning of year	$ —	$ 96,851,893	$ 96,851,893
Interest and dividends, net	—	1,399,323	1,399,323
Net depreciation	—	(11,027,117)	(11,027,117)
Designations and contributions	—	3,956,038	3,956,038
Amount appropriated for expenditure	—	(2,296,773)	(2,296,773)
Endowment net assets, end of year	**$ —**	**$ 88,883,364**	**$ 88,883,364**

	Year Ended December 31, 2021		
	Without donor restrictions	With donor restrictions	Total
Endowment net assets, beginning of year	$ 60,930	$ 89,508,801	$ 89,569,731
Interest and dividends, net	209	1,160,873	1,161,082
Net appreciation	2,636	7,572,308	7,574,944
Designations and contributions	—	619,582	619,582
Amount appropriated for expenditure	(63,775)	(2,009,671)	(2,073,446)
Endowment net assets, end of year	**$ —**	**$ 96,851,893**	**$ 96,851,893**

The related assets are included in investments, museum collections and pledges and contributions receivable.

The portion of perpetual endowment funds that is required to be retained permanently either by explicit donor stipulation or by UPMIFA as of December 31, 2022 and 2021 is $74,742,465 and $71,022,858, respectively. Perpetually restricted endowments and related time restricted investment gains were included in net assets with donor restrictions as follows:

	2022	2021
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	$ 76,353,830	$ 72,634,223
Time restricted accumulated investment gains	12,529,534	24,217,670
Total donor-restricted endowment funds	**$ 88,883,364**	**$ 96,851,893**

8. Commitments and Contingencies

OPERATING LEASES

The Foundation leases warehouse space and equipment under operating leases, cancelable with one year's notice, with terms expiring through June 30, 2023. Total lease expense for each of the years ended December 31, 2022 and 2021 was $195,458.

LITIGATION AND CLAIMS

On August 6, 2020, the District of Columbia Attorney General (the "DCAG") filed an action against the NRA and the NRA Foundation alleging that the NRA improperly diverted funds from the NRA Foundation and that the NRA Foundation failed to act independently from the NRA. The DCAG also alleged that the NRA Foundation failed to implement appropriate controls and protocols in relation to the funds.

At the outset, the DCAG asserted two faulty causes of action against the NRA for a "constructive trust"—a device that exists only as a remedy, but not a cause of action. As a result, the two original causes of action against the NRA were dismissed on that basis in December 2020.

On July 16, 2021, however, the DCAG amended his complaint to name the NRA as a defendant in the claims previously asserted against the NRA Foundation. The two statutory claims are for alleged: (i) exceeding or abusing the authority conferred by law in violation of the District's Nonprofit Corporation Act, D.C. Code§ 29-412.20(a)(1)(B); and (ii) continuing to act contrary to nonprofit purposes in violation of the District's Nonprofit Corporation Act, D.C. Code § 29-412.20(a)(1)(C). The complaint also asserts a common law claim for alleged violation of nonprofit purposes.

The DCAG continues to seek a constructive trust over funds in the NRA's possession that the DCAG alleges belong to the NRA Foundation. The relief the DCAG seeks against the NRA Foundation includes: (i) modifying the NRA Foundation's governance policies to ensure independence from the NRA; (ii) appointing a court-supervised independent receiver to oversee the modification of the NRA Foundation's governance policies and monitor all the NRA Foundation's financial decisions and transactions; and (iii) requiring the NRA Foundation's Board of Trustees and officers to undergo charitable nonprofit corporate governance training.

Fact discovery was completed in May 2022. Expert discovery was completed in October 2022. Discovery was reopened for a limited purpose (pertaining to the NRA Foundation's records related to grants to the NRA) until April 30, 2023. A mediation, which is mandatory under the applicable rules, is scheduled for September 13, 2023. A two-week bench trial is scheduled for January 16, 2024. At this stage, it is not possible to evaluate the likelihood of any particular outcome or estimate the amount or range of any potential loss with any reasonable degree of certainty.

9. Related Parties

The Foundation is affiliated with the NRA by virtue of the control vested with the NRA's Board of Directors to appoint the Trustees of the Foundation. The Foundation has received certain benefits from this affiliation at no cost, among which are various administrative and support services. Management has determined that the fair value of these benefits is minimal, and accordingly, no amounts are reflected in these financial statements.

The Foundation reimburses the NRA for certain expenses, such as salaries, benefits and general operating expenses, paid by the NRA on the Foundation's behalf. These expenses totaled $9,694,495 and $8,621,074 for the years ended December 31, 2022 and 2021, respectively. As of December 31, 2022, and 2021, $1,158,701 and $1,373,052, respectively, was owed to the NRA and included in due to affiliates for reimbursements and pass through funds still held by the Foundation. $28,718,687 and $35,249,029 of funds that are designated for the NRA as beneficiary are included in investments and net assets with donor restrictions as of December 31, 2022 and 2021.

The Foundation funded certain qualified NRA programs with grants totaling $6,367,910 and $4,819,586 for the years ended December 31, 2022 and 2021, respectively.

The Foundation funded certain qualified NRA Civil Rights Defense Fund programs with grant awards totaling $0 for both years ended December 31, 2022 and 2021. The NRA Civil Rights Defense Fund returned unused grant awards totaling $38,000 and $54,963 for the years ended December 31, 2022 and 2021, respectively.

Endowment contributions and gift annuities benefiting NRA Civil Rights Defense Fund, NRA Freedom Action Foundation, and NRA Special Contribution Fund are pooled with Foundation investments.

The following amounts were due to affiliates at December 31:

	2022	2021
National Rifle Association	$ (1,158,701)	$ (1,373,052)
NRA Civil Rights Defense Fund	(2,276,579)	(2,811,462)
NRA Freedom Action Foundation	(107,615)	(128,955)
NRA Special Contribution Fund	(559,355)	(738,033)
Total	**$ (4,102,250)**	**$ (5,051,502)**

10. Contributed Non-Financial Assets

For the years ended December 31, contributed nonfinancial assets recognized within the statement of activities included:

	2022	2021
Building	$ 19,860,000	$ —
Land	2,740,000	—
Firearms and firearm accessories	134,600	230,550
Total	**$ 22,734,600**	**$ 230,550**

The Foundation recognized contributed nonfinancial assets within revenue, including a contributed building and firearms and firearm accessories.

The contributed building will be used partially as the Field Operations distribution center. The remaining space will be rented to tenants. Per donor restrictions, the Foundation is not to sell or transfer the building to any third party within 10 years from the gift date. The value of the contributed building, which is located in Columbia, MO, is based on an independent appraisal. This appraisal took into consideration three different approaches in determining market value: (1) value by sales comparison approach; (2) value by cost approach; and (3) value by income approach.

Contributions of firearms and firearm accessories are restricted to inclusion in museum collections or sale of the item with proceeds added to the Foundation's National Firearms Museum Endowment. The values are determined by the Senior Curator of the museum.

The Foundation also included contributed inventory of $165,000 and $219,000 in other income for the years ended December 31, 2022 and 2021, respectively.

FOR INFORMATION about making a gift to The NRA Foundation, please call (877) NRA-GIVE or visit *www.nrafoundation.org*.

To make your **tax-deductible contribution**, please make checks payable to NRA Foundation and mail to NRA Foundation, 11250 Waples Mill Road, VA 22030, or make an online contribution through our secure server by visiting us online at *www.nrafoundation.org*

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