

**PUBLISHERS INTERNATIONAL LINKING  
ASSOCIATION, INC.**

Financial Statements  
with Independent Auditor's Report

December 31, 2024

**GALLEROS ROBINSON  
CERTIFIED PUBLIC ACCOUNTANTS, LLP**

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**DECEMBER 31, 2024**

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of  
Publishers International Linking Association, Inc.

### Opinion

We have audited the accompanying financial statements of Publishers International Linking Association, Inc. d/b/a Crossref (the "Association"), which comprise the statement of financial position as of December 31, 2024, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Association as of December 31, 2024, 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 Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Association 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.

### 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 Association'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 Association'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 Association'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.

**Galleras Robinson CPAs, LLP**

Cream Ridge, New Jersey  
June 13, 2025

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**STATEMENT OF FINANCIAL POSITION**

**DECEMBER 31, 2024**

**ASSETS**

Current assets	
Cash and cash equivalents	\$ 8,431,620
Restricted cash	316,335
Accounts receivable, net	6,850,187
Prepaid expenses	<u>461,821</u>
Total current assets	<u>16,059,963</u>
 Property and equipment, net	 <u>22,166</u>
 Noncurrent assets	
Operating lease right-of-use asset	72,380
Investments	10,410,143
Intangible asset	175,000
Security and other deposits	<u>262,525</u>
Total noncurrent assets	<u>10,920,048</u>
 Total Assets	 <u>\$ 27,002,177</u>

**LIABILITIES AND NET ASSETS**

**Liabilities**

Current liabilities	
Accounts payable and accrued expenses	\$ 3,932,862
Operating lease liability, current portion	44,688
Deferred revenue	<u>230,688</u>
Total current liabilities	<u>4,208,238</u>
 Operating lease liability, noncurrent portion	 <u>26,746</u>
 Total Liabilities	 <u>4,234,984</u>

**Net Assets**

Without donor restrictions	
Undesignated	11,540,715
Board-designated	<u>10,910,143</u>
Total without donor restrictions	<u>22,450,858</u>
 With donor restrictions	 <u>316,335</u>
 Total Net Assets	 <u>22,767,193</u>
 Total Liabilities and Net Assets	 <u>\$ 27,002,177</u>

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**STATEMENT OF ACTIVITIES**

**YEAR ENDED DECEMBER 31, 2024**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>OPERATING REVENUE AND SUPPORT</b>			
Content registration fees	\$ 7,564,620	\$ -	\$ 7,564,620
Membership and subscriber fees	4,490,694	-	4,490,694
Document check fees	1,000,053	-	1,000,053
Grant revenue	12,719	-	12,719
Contributions	-	297,051	297,051
Net assets released from restrictions	<u>41,010</u>	<u>(41,010)</u>	<u>-</u>
Total operating revenue and support	<u>13,109,096</u>	<u>256,041</u>	<u>13,365,137</u>
<b>OPERATING EXPENSES</b>			
Program expenses	7,970,988	-	7,970,988
General and administrative expenses	<u>2,524,366</u>	<u>-</u>	<u>2,524,366</u>
Total operating expenses	<u>10,495,354</u>	<u>-</u>	<u>10,495,354</u>
Change in net assets from operations	2,613,742	256,041	2,869,783
<b>OTHER INCOME (EXPENSES)</b>			
Investment return	776,710	-	776,710
Foreign currency exchange loss, net	(1,086)	-	(1,086)
Loss on write-off of property and equipment	<u>(511)</u>	<u>-</u>	<u>(511)</u>
Total other income (expenses)	<u>775,113</u>	<u>-</u>	<u>775,113</u>
<b>CHANGES IN NET ASSETS</b>	3,388,855	256,041	3,644,896
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>19,062,003</u>	<u>60,294</u>	<u>19,122,297</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 22,450,858</u>	<u>\$ 316,335</u>	<u>\$ 22,767,193</u>

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**STATEMENT OF FUNCTIONAL EXPENSES**

**YEAR ENDED DECEMBER 31, 2024**

	<b>Program Services</b>	<b>General and Administrative</b>	<b>Total</b>
Salaries, taxes and benefits	\$ 5,494,695	\$ 1,385,091	\$ 6,879,786
Data center, software support and licensing	1,485,510	145,847	1,631,357
Professional fees	1,621	442,555	444,176
Travel, meetings and conferences	208,689	119,249	327,938
Registration fees	281,000	-	281,000
Product training, development and outreach	188,695	59,175	247,870
Service fees	-	203,512	203,512
Consulting	185,749	11,558	197,307
Supplies	47,808	17,170	64,978
Facilities	42,407	11,901	54,308
Dues and subscriptions	-	47,966	47,966
Insurance	25,901	6,494	32,395
Credit losses	-	71,613	71,613
Depreciation	8,913	2,235	11,148
	<u>          </u>	<u>          </u>	<u>          </u>
Total Expenses	<u>\$ 7,970,988</u>	<u>\$ 2,524,366</u>	<u>\$ 10,495,354</u>

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**STATEMENT OF CASH FLOWS**

**YEAR ENDED DECEMBER 31, 2024**

**CASH FLOWS FROM OPERATING ACTIVITIES:**

Changes in net assets	\$	3,644,896
Adjustments to reconcile change in net assets to net cash from operating activities:		
Credit losses		71,613
Depreciation		11,148
Noncash lease expense		(316)
Net realized and unrealized gain on investments		(194,905)
Loss on write-off of equipment		511
Changes in operating assets and liabilities:		
increase in assets:		
Accounts receivable		(1,293,886)
Prepaid expenses		(10,585)
Security and other deposits		(121,746)
Increase in liabilities:		
Accounts payable and accrued expenses		210,639
Deferred revenue		24,847
Net cash from operating activities		<u>2,342,216</u>

**CASH FLOWS FROM INVESTING ACTIVITIES:**

Purchase of investments	(3,868,145)
Proceeds from sale of investments	3,508,305
Purchase of property and equipment	<u>(24,204)</u>
Net cash from investing activities	<u>(384,044)</u>

**NET INCREASE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH** 1,958,172

**CASH, CASH EQUIVALENTS, AND RESTRICTED CASH, BEGINNING OF YEAR** 6,789,783

**CASH, CASH EQUIVALENTS, AND RESTRICTED CASH, END OF YEAR** \$ 8,747,955

**SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION**

	\$	44,237
Cash paid for leases included in the measurement of operating lease liabilities		
Cash, cash equivalents, and restricted cash included in the Statement of Cash Flows at December 31, 2024 are as follows:		
Cash and cash equivalents	\$	8,431,620
Restricted cash		<u>316,335</u>
	\$	<u>8,747,955</u>



# PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

## NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2024

### 1. ORGANIZATION

Publishers International Linking Association, Inc. (the "Association"), doing business as Crossref, makes research objects easy to find, cite, link, assess, and reuse. The Association runs various programs which enables the creation of persistent links to full-text scholarly content located on different member sites and a cross-reference linking service. The Association's principal place of operation is in Lynnfield, Massachusetts. The Association provides services through a distributed workforce model with employees located in Canada, Ecuador, Germany, Ireland, Kenya, Netherlands, Nigeria, Spain, the United Kingdom, and the United States.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### ***Basis of Accounting and Presentation***

The financial statements of the Association have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"), which require the Association to report information regarding its financial position and activities according to the following net asset classifications:

*Net assets without donor restrictions.* Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Association. These net assets may be used at the discretion of the Association's management and the board of directors.

*Net assets with donor restrictions.* Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Association or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

#### ***Use of Estimates***

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

### NOTES TO FINANCIAL STATEMENTS - CONTINUED

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

##### ***Performance Indicator***

In the accompanying statement of activities, the primary indicator of the Association's results is change in net assets from operations. As such, it includes all operating revenues and operating expenses. Transactions such as investment return, foreign currency exchange loss, net, and loss on write off of property and equipment are not included as a component of change in net assets from operations in the statement of activities.

##### ***Cash, Cash Equivalents and Restricted Cash***

Cash and cash equivalents include all cash balances and highly liquid investments with an original maturity of three months or less when acquired, except for cash and cash equivalents included in investments.

The Association has restricted cash provided by private funding sources to establish the Research Organization Registry ("ROR") (Note 6).

##### ***Accounts Receivable***

Accounts receivable are stated at the amount management expects to collect from outstanding balances.

##### ***Allowance for Credit Losses***

The Association carries its accounts receivable net of an allowance for credit losses. The Association estimates the allowance based upon a review of outstanding receivables and historical collection information by customer. Receivables are written off when they are deemed to be uncollectible.

The allowance estimate is derived from a review of the Association's historical losses based on the aging of receivables. Factors used to determine whether an allowance should be recorded include management's assessment of the creditworthiness of its debtors, the age of the receivables, a review of payments subsequent to year-end as well as current economic conditions and historical information. A receivable is considered past due if payment has not been received within stated terms. Once all practical resources to collect the receivable have been utilized without success, the receivable is deemed uncollectible and charged against the allowance for credit losses. The allowance for credit losses as of December 31, 2024 amounted to \$221,415.

The Association does not accrue interest on past due receivables.

##### ***Property and Equipment***

Property and equipment are recorded at cost or, if donated, at the estimated fair value at the date of donation. The Association capitalizes additions and improvements in excess of \$5,000. Maintenance and repair costs are charged to expenses as incurred.

## PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

### NOTES TO FINANCIAL STATEMENTS - CONTINUED

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

##### *Property and Equipment - Continued*

Depreciation is provided utilizing the straight-line method over the estimated useful lives of the respective assets as follows:

	Estimated Useful Lives
Equipment	2 - 5 years
Furniture and fixtures	3 years

##### *Impairment of Long-lived Assets*

The Association evaluates long-lived assets held and used by the Association for impairment whenever events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable. An impairment loss is recognized if the value of the expected undiscounted future cash flows from the use and disposition of the asset is less than its carrying amount. Generally, the amount of impairment loss is measured as the difference between the carrying amount of the asset and the estimated fair value of the asset. The Association did not record any impairment loss during the year ended December 31, 2024.

##### *Leases*

The Association leases office space in the U.S. and England. The Association determines if an arrangement is a lease at inception. Noncancellable operating leases in excess of 12 months are presented as right-of-use ("ROU") assets. ROU assets represent the Association's right to use an underlying asset for the lease term and lease liability represent the Association's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. If a lease does not provide an implicit rate, the Association uses a risk-free rate based on the information available at commencement date in determining the present value of lease payments. The ROU asset also includes any lease payments made and excludes lease incentives. The Association's lease terms include options to extend or terminate the lease when it is reasonably certain the Association will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

Subsequently, the operating lease ROU assets would be measured as the lease liability is adjusted by (1) accrued or prepaid rents (i.e., the aggregate difference between the cash payment and straight-line lease cost), (2) remaining unamortized initial direct costs and lease incentives, and (3) impairments of the ROU asset.

Operating lease liabilities are measured at the present value of payments expected to be made during the lease term (less any lease incentives).

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**NOTES TO FINANCIAL STATEMENTS - CONTINUED**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED**

***Leases - Continued***

The Association has elected to apply the short-term lease exemption to certain office and storage spaces. Short-term leases are defined as leases with lease terms of 12 months or less or a 12-month lease with an option to extend in which it is reasonably certain the option will not be exercised. If it is probable that the option will be exercised, the noncancellable lease will not qualify as a short-term lease. Lease expense for short-term leases are recognized straight-line over the lease term, and any variable lease payments are recorded in the period in which the obligation for those payments is incurred.

The Association has lease agreements with lease and non-lease components, which are generally accounted for separately. For certain leases, such as office space, lease and non-lease components are accounted for as a single lease component. For arrangements accounted for as a single lease component, there may be variability in future lease payments as the amount of the non-lease components is typically revised from one period to the next. These variable lease payments, which are primarily comprised of real estate taxes, operating costs and utilities that are passed on from the lessor in proportion to the space leased, are recognized in operating expenses in the period in which the obligation for those payments is incurred.

***Investments***

Investments are stated at readily determinable fair market value in accordance with the Not-for-Profit Entities topic of the Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC"). All interest, dividends, and realized and unrealized gains and losses are reported in the statement of activities as increases or decreases in net assets without donor restrictions unless their use is restricted explicitly donor stipulations or by law.

Interest income is recognized when earned and realized capital gains or losses are recognized upon the sale of the security using the trade-date basis.

***Fair Value Measurements***

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Fair value should be based on the assumptions market participants would use when pricing an asset or liability. U.S. GAAP establishes a fair value hierarchy that prioritizes investments based on those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to an entity's assumptions (unobservable inputs). The Association groups assets at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

Level 1 Unadjusted quoted market prices for identical assets or liabilities in active markets as of the measurement date.

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**NOTES TO FINANCIAL STATEMENTS - CONTINUED**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED**

***Fair Value Measurements - Continued***

Level 2 Other observable inputs, either directly or indirectly, including:

- Quoted prices for similar assets/liabilities in active markets;
- Quoted prices for identical or similar assets in non-active markets;
- Inputs other than quoted prices that are observable for the asset/liability; and,
- Inputs that are derived principally from or corroborated by other observable market data.

Level 3 Unobservable inputs that cannot be corroborated by observable market data.

Refer to Note 10 - Investments and Fair Value Measurements for assets measured at fair value.

***Intangible Asset***

The intangible asset consists of the Retraction Watch database acquired from the Center for Scientific Integrity, Inc. ("CSI"). The intangible asset has an indefinite useful life and is tested at least annually for impairment. Impairment exists if the carrying value of the asset exceeds its fair value. As of December 31, 2024, the Association believes no triggering events have occurred and no impairment to the intangible asset exists.

***Revenue and Support Recognition***

**Content Registration, Membership and Subscriber and Document Check Fees**

The Association has three primary forms of revenue:

- Content registration fees - paid for registering content in the Association's system and are recognized as revenue when invoiced quarterly in arrears.
- Membership and subscriber fees - represent annual member and affiliate fees paid for the use of the online database and are recognized as earned ratably over the 12-month membership term.
- Document check fees - earned to administer a plagiarism detection service offered to members and serviced by a third-party provider, and are recognized as revenue when invoiced annually in arrears. As the Association does not control the plagiarism detection service before it is transferred to the member, the Association acts as an agent and recognizes revenue net of amounts paid to the third-party provider (Note 5).

Deferred revenue consists of content registration and membership and subscriber fees received in advance of when the related services are provided. See Note 4 for further information on performance obligations and disaggregation of revenue.

PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS - CONTINUED

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

*Revenue and Support Recognition - Continued*

Grant Revenue

The Association recognizes cost-reimbursement grant revenue, which is conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses, when the Association has incurred expenditures in compliance with specific contract provisions.

Contributions

Contributions are provided to the Association either with or without restrictions placed on the gift by the donor. Revenues and net assets are separately reported to reflect the nature of those gifts - with or without donor restrictions. Unconditional contributions, including promises to give cash and other assets, are reported at fair value at the date the contribution is received. The value recorded for each contribution is recognized as follows:

Nature of the Gift	Value Recognized
<i>Conditional gifts and grants, with or without restrictions</i>	
Gifts and grants that depend on the Association overcoming a donor-imposed barrier to be entitled to the funds	Not recognized until the gift becomes unconditional, i.e., the donor-imposed barrier is met
<i>Unconditional gifts and grants, with or without restrictions</i>	
Received at date of gift - cash and other assets	Fair value
Received at date of gift - property, equipment and long-lived assets	Estimated fair value
Expected to be collected within one year	Net realizable value
Expected to be collected in future years	Initially reported at fair value determined using the discounted present value of estimated future cash flows technique

In addition to the amount initially recognized, revenue for unconditional gifts to be collected in future years is also recognized each year as the present-value discount is amortized using the level yield method.

## PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

### NOTES TO FINANCIAL STATEMENTS - CONTINUED

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

##### *Revenue and Support Recognition - Continued*

###### Contributions - Continued

When a donor 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 statement of activities as net assets released from restrictions. Absent explicit donor stipulations for the period of time that long-lived assets must be held, expirations of restrictions for gifts of land, buildings, equipment and other long-lived assets are reported when those assets are placed in service. Gifts and investment income that are originally restricted by the donor and for which the restriction is met in the same time period are recorded as revenue with donor restrictions and then released from restriction.

##### *Foreign Currency Transactions*

The Association has operations outside of the U.S. In the normal course of business, the Association is exposed to fluctuations in currency values. In accordance with authoritative guidance on foreign currency remeasurement, nonmonetary assets, capital accounts, liabilities, revenues and expenses are remeasured from the applicable local currency into the functional currency (U.S. Dollars) using historical exchange rates in effect at the transaction date, and monetary assets and liabilities are remeasured using the statement of financial position date exchange rate. Revenues and expenses related to monetary items are remeasured using the weighted-average exchange rate prevailing during the year. Exchange gains and losses resulting from remeasurements into the functional currency are recorded as a component of operations. Gains and losses resulting from transactions in foreign currencies are recognized in other expenses as foreign currency exchange loss, net on the accompanying statement of activities.

##### *Income Taxes*

The Association is exempt from federal and state income taxes under Section 501(c)(6) of the Internal Revenue Code ("IRC"). Fees or other payments made to the Association are not deductible as charitable contributions for income tax purposes. However, the payments may be deductible as ordinary and necessary business expenses to the extent allowed by the IRC.

##### *Accounting for Uncertainty in Income Taxes*

The Association applies the provisions pertaining to uncertain tax provisions, FASB ASC Topic 740, and has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements. The Association is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Association believes it is no longer subject to income tax examinations for years prior to 2021.



**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**NOTES TO FINANCIAL STATEMENTS - CONTINUED**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED**

***Functional Allocation of Expenses***

The costs of providing the Association's services have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses attributable to more than one functional expense category are allocated using a variety of cost allocation techniques such as time and effort.

***Subsequent Events***

Management of the Association has evaluated subsequent events through June 13, 2025, which is the date these financial statements were available to be issued.

**3. FINANCIAL ASSETS AND LIQUIDITY RESOURCES**

The following represents the Association's financial assets, reduced by amounts not available to meet cash needs for general expenditures within one year at December 31, 2024:

Cash and cash equivalents	\$ 8,431,620
Accounts receivable, net	6,850,187
Investments	<u>10,410,143</u>
Total financial assets	25,691,950
Less: Contractual or donor-imposed restrictions:	
Document check fee payable (see Note 5)	3,365,500
Board-designated	10,910,143
Purpose restricted	<u>316,335</u>
	14,591,978
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 11,099,972</u>

The Association has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due.

**4. PERFORMANCE OBLIGATIONS AND DISAGGREGATION OF REVENUE**

Revenue from performance obligations satisfied at a point in time consists of content registration, document check and grant revenue. For content registration and document check fees, revenue is recognized as invoiced since control of the service passes to the customer as soon as content is registered or checked. Invoices for these services are processed quarterly or annually in arrears with payment terms of 45 days from invoice date. Grant revenue is recognized as allowable expenditures have been incurred.



## PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

### NOTES TO FINANCIAL STATEMENTS - CONTINUED

#### 4. PERFORMANCE OBLIGATIONS AND DISAGGREGATION OF REVENUE - CONTINUED

Revenue from performance obligations satisfied over time consists of annual membership and subscriber fees. These fees are invoiced annually in January with payment terms of 45 days from invoice date.

In the following table, revenue noted above is disaggregated by timing of satisfaction of performance obligations as follows:

Performance obligations:

Satisfied at a point in time	\$ 8,577,392
Satisfied over time	<u>4,490,694</u>
Total	<u>\$ 13,068,086</u>

The Association's revenue does not have a significant financing component as payment is received at or shortly after the point of sale.

#### 5. DOCUMENT CHECK FEE

The Association is a party to an agreement with Turnitin, LLC ("Turnitin"), an unrelated third party, through an initial term of May 2022 and year-to-year thereafter, to provide Association members plagiarism detection service. In accordance with the agreement, the Association invoices its participating members the full cost of the service, retains 20% of the fee for its administration of the program and remits the balance to Turnitin for its services. The Association is required to pay Turnitin regardless of whether it collects the receivable from the member. In addition, Turnitin is required to provide certain levels of service and is charged for breaches, which it remits in the form of a credit.

The program activity for the year ended December 31, 2024 was as follows:

Program billings to members	\$ 4,365,553
Fee due to Turnitin (80%)	3,492,442
Credits received from Turnitin	<u>(126,942)</u>
Document check fees revenue	<u>\$ 1,000,053</u>

Program billings of \$4,365,553 are included in accounts receivable, net in the statement of financial position at December 31, 2024. The payment due to Turnitin of \$3,365,500 is included in accounts payable and accrued expenses in the statement of financial position at December 31, 2024.

## PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

### NOTES TO FINANCIAL STATEMENTS - CONTINUED

#### 6. RELATED PARTY TRANSACTIONS

##### *International DOI Foundation*

The Association is a Registration Agency of the International DOI Foundation ("IDF"), a management body for the Federation of Registration Agencies providing Digital Object Identifier ("DOI") services and registration. The Executive Director of the Association serves as the Treasurer on IDF's board. Registration fees charged by IDF amounted to \$281,000 for the year ended December 31, 2024.

Prepaid registration fees, representing the Association's annual registration dues for future periods, were approximately \$140,500 at December 31, 2024, and are included in prepaid expenses in the statement of financial position.

##### *Research Organization Registry*

Pursuant to a Memorandum of Agreement with an original end date of December 31, 2024 and was extended to December 31, 2027, the Association is a member of a collaborative agreement operating under the name of ROR, a community-led project to develop an open, sustainable, usable and unique identifier for every research organization in the world. The Executive Director of the Association serves as a member of the steering group of ROR, which is responsible for strategic decision-making about governance.

In 2024, the Association collected private funding on behalf of ROR of approximately \$297,051, recorded as contributions in the statement of activities. During 2024, the Association incurred expenses amounting to \$41,010, on behalf of ROR. Cash held on behalf of ROR of approximately \$316,335 is recorded as restricted cash and net assets with donor restrictions as of December 31, 2024, in the statement of financial position.

#### 7. ACCOUNTS RECEIVABLE, NET

As of December 31, 2024, accounts receivable, net are comprised of the following:

Accounts receivable	\$ 7,031,831
Other receivables	<u>39,771</u>
Total	7,071,602
Less: allowance for credit losses	<u>(221,415)</u>
	<u>\$ 6,850,187</u>

Changes in the allowance for credit losses for the year ended December 31, 2024 are as follows:

Balance, beginning of year	\$ 162,838
Provision for credit losses	71,613
Write-offs	<u>(13,036)</u>
Balance, end of year	<u>\$ 221,415</u>

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**NOTES TO FINANCIAL STATEMENTS - CONTINUED**

**8. PROPERTY AND EQUIPMENT, NET**

Property and equipment, net consisted of the following:

Equipment	\$ 447,258
Furniture and fixture	<u>36,580</u>
	483,838
Less: accumulated depreciation	<u>(461,672)</u>
Property and equipment, net	<u>\$ 22,166</u>

Depreciation expenses amounted to \$11,148 as of December 31, 2024. In 2024, the Association wrote off fully depreciated equipment with an original cost of \$1,433,863.

**9. LEASES**

The Association leases office space in Lynnfield, Massachusetts under a noncancellable operating lease agreement. The lease requires monthly rental payments, which include a pro-rata share of real estate taxes, utilities and other operating costs, of approximately \$3,500 through August 2023, increased annually thereafter by approximately \$100 per month. The lease will expire on August 31, 2026, with an option to extend for three additional years. At the inception of the lease, management was not certain to exercise extension options.

As of December 31, 2024, the balance of operating lease ROU asset and operating lease liability as shown in the statement of financial position are \$72,380 and \$71,434, respectively. The lease assets and liabilities were calculated utilizing discount rate of 1.37%, according to the Association's elected policy.

Security deposits on operating lease amounted to \$3,350 at December 31, 2024.

The following summarizes the weighted average remaining lease term and discount rate as of December 31, 2024:

Weighted average remaining lease term	2 years
Weighted average discount rate	1.37%

Lease expenses included in the statement of functional expenses as facilities for the year ended December 31, 2024 are as follows:

Operating lease expense	\$ 43,922
Short-term lease expense and other related costs	<u>5,503</u>
	<u>\$ 49,425</u>

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**NOTES TO FINANCIAL STATEMENTS - CONTINUED**

**9. LEASES - CONTINUED**

Future minimum annual rental commitments under noncancellable rental lease obligations are as follows:

Years Ending December 31:

2025	\$ 45,388
2026	<u>26,869</u>
Total	72,257
Less: amount representing interest	<u>(823)</u>
Present value of operating lease liabilities	71,434
Less: current portion	<u>(44,688)</u>
Operating lease liabilities, net of current portion	<u>\$ 26,746</u>

**10. INVESTMENTS AND FAIR VALUE MEASUREMENTS**

***Items Measured at Fair Value on a Recurring Basis***

The following table presents the Association's assets that are measured at fair value on a recurring basis at December 31, 2024:

	<u>Level 1</u>	<u>Level 2</u>	<u>Total</u>
Cash and cash equivalents	\$ 39,126	\$ -	\$ 39,126
Marketable securities - Equities	331,894	-	331,894
Certificates of deposit	<u>-</u>	<u>10,039,123</u>	<u>10,039,123</u>
	<u>\$ 371,020</u>	<u>\$ 10,039,123</u>	<u>\$ 10,410,143</u>

At December 31, 2024, the Association's certificates of deposit mature at various dates through September 2030 and earn interest at rates ranging from 0.60% to 5.45%. Certificates of deposit are held to maturity.

Investment return is summarized as follows:

Interest and dividends	\$ 586,785
Unrealized gain	199,429
Realized loss	(4,524)
Investment fees	<u>(4,980)</u>
	<u>\$ 776,710</u>

## **PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

### **NOTES TO FINANCIAL STATEMENTS - CONTINUED**

#### **11. RETIREMENT PLAN EXPENSE**

The Association sponsors contribution plans for its employees as follows:

The Association sponsors a defined contribution retirement plan for U.S. employees meeting certain eligibility requirements in accordance with Section 401(k) of the IRC. U.S. employee contributions are limited by IRS limitations. The Association provides a matching contribution of 100% of the participants' first 3% of eligible compensation and 50% of the participants' next 2% of eligible compensation and a discretionary profit-sharing contribution of 6%. For the year ended December 31, 2024, the Association contributed approximately \$225,900, of which approximately \$124,800 is included in accounts payable and accrued expenses on the accompanying statement of financial position at December 31, 2024.

Directors and employees in England participate in a defined contribution pension scheme. The scheme and its assets are held by independent managers. The Association may provide a discretionary matching contribution. The Association made a 16% Director, 10% employee discretionary matching contribution to eligible employees totaling approximately \$199,200 for the year ended December 31, 2024.

Employees in France participate in a defined contribution pension scheme. The scheme and its assets are held by independent managers. The Association is required to make a mandatory employer contribution of 12.25% of the employees' annual salary. In addition, the Association also made an additional 3.75% discretionary contribution to one eligible employee for 2024. For the year ended December 31, 2024, the Association made contributions of approximately \$30,900.

Thirteen employees located outside of the U.S. participate in defined contribution schemes as is typical in those locations and as may be regulated by the local government. The schemes and the assets are held by independent managers. Most schemes are participatory and all require mandatory contributions by the Association ranging from 2% to 15.7% of employees' salary up to specified limits. In addition, certain of the schemes allow for the Association to make discretionary matching contributions. For the year ended December 31, 2024, the Association made contributions of approximately \$98,300 to these schemes, including discretionary contributions ranging from 3.75% to 10% of eligible employee's salary.

#### **12. BOARD-DESIGNATED NET ASSETS**

As of December 31, 2024, the Association's governing board has designated certain net assets without donor restrictions for specific purposes. These designations are made to support the Association's long-term financial sustainability and strategic initiatives. The board may modify or release these designations at its discretion.

- a. The Capital Reserve Fund was established to be used in times of significant economic hardship that exceed normal cash flow challenges, ensuring the Association's continued operations during crises.

## PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.

### NOTES TO FINANCIAL STATEMENTS - CONTINUED

#### 12. BOARD-DESIGNATED NET ASSETS - CONTINUED

- b. The Capital Investment Fund was established to be used for one-time exigencies such as opportunities to invest in new initiatives or innovations that require significant, discrete investment. Any ongoing costs from these projects should be supported through budget planning.

The board-designated net assets are invested by the Association in accordance with its Board-approved Investment Policy. Investment earnings on these funds are also designated for the same purposes as the underlying principal.

During the year ended December 31, 2024, the Board designated an additional \$500,000 to the Capital Reserve Fund. This amount was subsequently invested on January 15, 2025, in accordance with the Investment Policy.

Board-designated net assets as of December 31, 2024 consist of the following:

Capital reserve fund	\$ 10,576,042
Capital investment fund	<u>334,101</u>
	<u>\$ 10,910,143</u>

#### 13. CONTINGENCIES

##### *Litigations*

The Association is a party to various litigations and other claims in the ordinary course of business. While the final outcome cannot be determined at this time, management is of the opinion that the ultimate liability, if any, from the final resolution of this matter will not have a material effect on the Association's financial statements.

#### 14. CONCENTRATIONS OF RISKS

##### Credit and Other Risks

The Association maintains its cash and cash equivalents and investments at financial institutions insured by the Federal Deposit Insurance Corporation and Securities Investor Protection Corporation for up to \$250,000 and \$500,000, respectively. The Association's cash and cash equivalents and investments may at times exceed these federally insured limits. The Association has not experienced any losses in such accounts, and management believes that credit risk related to these accounts is minimal.

Investment securities are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is possible that changes in values of investment securities could occur in the near term and that such changes could materially affect investment balances and activity included in the financial statements.

**PUBLISHERS INTERNATIONAL LINKING ASSOCIATION, INC.**

**NOTES TO FINANCIAL STATEMENTS - CONTINUED**

**14. CONCENTRATIONS OF RISKS - CONTINUED**

Two member organizations accounted for approximately 13% and 33% of the Association's revenue and accounts receivable, respectively, as of December 31, 2024. Management does not believe significant credit risk exists at year end.

One service provider accounted for approximately 87% of the Association's accounts payable as of December 31, 2024.