Rocky Mountain Institute

Independent Auditor's Report and
Consolidated Financial Statements

June 30, 2022 and 2021

Rocky Mountain Institute

June 30, 2022 and 2021

Contents

FORVIS

1801 California Street, Suite 2900 / Denver, CO 80202
P 303.861.4545 / F 303.832.5705
forvis.com

Independent Auditor's Report

Board of Trustees
Rocky Mountain Institute
Boulder, Colorado

Opinion

We have audited the consolidated financial statements of Rocky Mountain Institute (the Organization), which comprise the consolidated statement of financial position as of June 30, 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Organization, as of June 30, 2022, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the "Auditor's Responsibilities for the Audit of the Consolidated Financial Statements" section of our report. We are required to be independent of the Organization, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter

As discussed in Note 1 to the consolidated financial statements, in 2022, the reporting entity changed to exclude WattTime as part of the consolidated financial statements. Our opinion is not modified with respect to this matter.

Prior Year Audited by Other Auditors

The 2021 consolidated financial statements were audited by other auditors, and their report thereon, dated October 29, 2021, expressed an unmodified opinion.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated 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 GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 Organization's internal control. Accordingly, no such opinion is expressed.

- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Board of Trustees
Rocky Mountain Institute

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying consolidating schedules are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

FORVIS, LLP

Denver, Colorado
November 4, 2022

Rocky Mountain Institute
Statements of Financial Position
June 30, 2022 and 2021

Assets

	2022	2021
Current Assets		
Cash and cash equivalents	$ 30,554,029	$ 37,207,289
Investments	50,111,487	36,118,759
Beneficial interest in assets held by The Denver Foundation	174,734	189,277
Accounts receivable	3,829,129	4,228,946
Short-term pledges receivable	10,209,226	9,307,051
Prepaid expenses and other current assets	2,917,035	1,188,262
Total current assets	97,795,640	88,239,584
Property and Equipment, Net	14,999,575	15,296,733
Intangible Assets	37,037	843,778
Loan Receivable	61,846	61,846
Pledges Receivable, Net of Current Portion	1,409,400	1,173,357
Investments Restricted for the Innovation Center	587,578	647,904
Beneficial Interest in Assets Held by The Denver Foundation	493,823	534,799
Deposits and Other Assets	677,750	556,364
Total noncurrent assets	18,267,009	19,114,781
Total assets	$ 116,062,649	$ 107,354,365

Rocky Mountain Institute
Statements of Financial Position (continued)
June 30, 2022 and 2021

Liabilities and Net Assets

	2022	2021
Current Liabilities		
Accounts payable	$ 3,935,615	$ 3,096,326
Accrued salaries and benefits	7,793,308	5,060,559
Deferred revenue	1,087,014	377,169
Current portion of notes payable	170,239	162,064
Other accrued expenses	354,195	619,260
Current portion of deferred rent	136,582	382,062
Total current liabilities	13,476,953	9,697,440
Notes Payable, Net of Current Portion	5,350,633	5,515,804
Deferred Rent, Net of Current Portion	314,883	138,093
Total liabilities	19,142,469	15,351,337
Net Assets		
Without donor restrictions	36,095,280	31,980,871
With donor restrictions	60,824,900	60,022,157
Total net assets	96,920,180	92,003,028
Total liabilities and net assets	$ 116,062,649	$ 107,354,365

Rocky Mountain Institute
Statement of Activities
Year Ended June 30, 2022

	Net Assets without Donor Restrictions	Net Assets with Donor Restrictions	Total
Revenue, Gains, and Other Support			
Foundation, individual and corporate contributions	$ 21,725,107	$ 73,777,528	$ 95,502,635
Contributions of nonfinancial assets	478,137	-	478,137
Government and multilateral grants	5,874,000	948,061	6,822,061
Earned revenue	7,751,511	-	7,751,511
Event revenue	48,000	-	48,000
Net realized and unrealized loss on investments	(3,809,670)	(76,402)	(3,886,072)
Interest and dividends	298,532	3,114	301,646
Change in beneficial interest in assets held by The Denver Foundation	(14,543)	(41,104)	(55,647)
Gain on sale of energy web tokens	7,474,284	-	7,474,284
Other income	680,999	-	680,999
Net assets released from restrictions	73,808,454	(73,808,454)	-
Total revenue, gains, and other support	114,314,811	802,743	115,117,554
Expenses			
Program services	93,672,002	-	93,672,002
Management and general	12,350,691	-	12,350,691
Fundraising	4,177,709	-	4,177,709
Total expenses	110,200,402	-	110,200,402
Change in Net Assets	4,114,409	802,743	4,917,152
Net Assets, Beginning of Year	31,980,871	60,022,157	92,003,028
Net Assets, End of Year	$ 36,095,280	$ 60,824,900	$ 96,920,180

Rocky Mountain Institute

Statement of Activities

Year Ended June 30, 2021

	Net Assets without Donor Restrictions	Net Assets with Donor Restrictions	Total
Revenue, Gains, and Other Support			
Foundation, individual and corporate contributions	$ 16,793,710	$ 66,995,865	$ 83,789,575
Contributions of nonfinancial assets	108,087	-	108,087
Government and multilateral grants	4,497,762	7,520,904	12,018,666
Earned revenue	6,981,604	-	6,981,604
Event revenue	29,500	-	29,500
Net realized and unrealized gain (loss) on investments	(221,621)	36,264	(185,357)
Interest and dividends	257,969	3,758	261,727
Change in beneficial interest in assets held by The Denver Foundation	49,441	144,062	193,503
Gain on sale of energy web tokens	8,718,951	-	8,718,951
Gain on debt forgiveness	3,777,737	-	3,777,737
Other income	22,455	-	22,455
Net assets released from restrictions	41,097,802	(41,097,802)	-
Total revenue, gains, and other support	82,113,397	33,603,051	115,716,448
Expenses			
Program services	56,082,233	-	56,082,233
Management and general	7,695,837	-	7,695,837
Fundraising	3,027,025	-	3,027,025
Total expenses	66,805,095	-	66,805,095
Change in Net Assets	15,308,302	33,603,051	48,911,353
Net Assets, Beginning of Year	16,672,569	26,419,106	43,091,675
Net Assets, End of Year	$ 31,980,871	$ 60,022,157	$ 92,003,028

Rocky Mountain Institute

Statement of Functional Expenses

Year Ended June 30, 2022

	Program Services					Support Services		
	RMI Program Services	Communications	Canary Media	MPP	Total	Management and General	Fundraising	Total
Salaries	$ 42,803,661	$ 2,120,058	$ 1,532,792	$ -	$ 46,456,511	$ 6,186,946	$ 2,854,943	$ 55,498,400
Benefits	8,955,869	405,459	325,463	-	9,686,791	1,208,581	566,406	11,461,778
Total salaries and related expenses	51,759,530	2,525,517	1,858,255	-	56,143,302	7,395,527	3,421,349	66,960,178
Bad debt expense	77,290	-	-	-	77,290	483	-	77,773
Computer expense	140,694	5,823	300	-	146,817	20,602	7,804	175,223
Consultants and contractors	17,559,231	671,619	500,281	-	18,731,131	2,884,691	200,145	21,815,967
Depreciation	843,610	37,816	-	-	881,426	98,270	50,679	1,030,375
Equipment leasing	35,277	1,581	-	-	36,858	4,109	2,119	43,086
Event expenses	96,097	6,813	50	-	102,960	2,448	5,647	111,055
Foreign currency adjustment	102,070	-	-	-	102,070	1,131	-	103,201
Insurance	152,042	6,816	-	-	158,858	17,711	9,134	185,703
Interest expense	4	-	57,500	-	57,504	281,689	-	339,193
Memberships and subscriptions	330,865	61,347	153	-	392,365	41,604	20,725	454,694
Office expenses	214,801	20,885	883	-	236,569	15,275	60,296	312,140
Other operating expenses	346,313	10,778	40,186	-	397,277	386,016	24,908	808,201
Property tax expense	46,272	-	-	-	46,272	15,020	-	61,292
Rent	2,246,082	100,685	-	-	2,346,767	261,641	134,931	2,743,339
Repairs and maintenance	143,295	6,423	-	-	149,718	16,692	8,608	175,018
Shipping and postage	42,723	2,585	-	-	45,308	5,640	44,307	95,255
Software	1,151,226	182,266	46,511	-	1,380,003	263,727	93,049	1,736,779
Subcontract awards	9,624,190	-	-	-	9,624,190	14,338	-	9,638,528
Telephone	750,806	33,330	-	-	784,136	88,794	44,667	917,597
Travel, meals, and meetings	1,656,649	119,509	30,304	-	1,806,462	532,527	47,920	2,386,909
Utilities	23,658	1,061	-	-	24,719	2,756	1,421	28,896
Total functional expenses	$ 87,342,725	$ 3,794,854	$ 2,534,423	$ -	$ 93,672,002	$ 12,350,691	$ 4,177,709	$ 110,200,402

Rocky Mountain Institute
Statement of Functional Expenses
Year Ended June 30, 2021

	Program Services					Support Services		
	RMI Program Services	RMI International	Communications	Canary Media	Total	Management and General	Fundraising	Total
Salaries	$ 25,735,484	$ -	$ 978,886	$ 313,248	$ 27,027,618	$ 4,322,663	$ 2,005,407	$ 33,355,688
Benefits	5,105,245	-	225,923	54,601	5,385,769	839,538	347,612	6,572,919
Total salaries and related expenses	30,840,729	-	1,204,809	367,849	32,413,387	5,162,201	2,353,019	39,928,607
Bad debt expense	19,800	-	-	-	19,800	-	-	19,800
Computer expense	21,387	-	1,276	-	22,663	8,741	1,586	32,990
Consultants and contractors	13,501,895	-	137,998	111,350	13,751,243	958,245	248,518	14,958,006
Depreciation	593,571	-	34,980	-	628,551	232,446	43,486	904,483
Equipment leasing	37,493	-	2,236	-	39,729	15,324	2,779	57,832
Event expenses	156,954	-	-	-	156,954	328	-	157,282
Foreign currency adjustment	13,166	7,024	-	-	20,190	7,881	-	28,071
Insurance	110,435	-	6,111	-	116,546	33,876	7,597	158,019
Interest expense	200	-	-	11,250	11,450	282,094	-	293,544
Memberships and subscriptions	162,368	-	9,686	-	172,054	66,364	12,041	250,459
Office expenses	8,908	-	531	-	9,439	3,640	660	13,739
Other operating expenses	662,756	7,437	118,399	14,423	803,015	78,435	147,416	1,028,866
Property tax expense	300	-	-	-	300	15,527	-	15,827
Rent	2,191,546	-	99,946	-	2,291,492	168,541	124,245	2,584,278
Repairs and maintenance	101,123	-	6,033	-	107,156	41,331	7,499	155,986
Shipping and postage	14,590	-	870	-	15,460	5,963	1,082	22,505
Software	361,754	-	21,581	-	383,335	147,857	26,828	558,020
Subcontract awards	4,197,860	-	-	-	4,197,860	253,060	-	4,450,920
Telephone	651,025	-	35,917	-	686,942	196,696	44,628	928,266
Travel, meals, and meetings	208,343	-	6,823	291	215,457	15,111	4,561	235,129
Utilities	18,341	-	869	-	19,210	2,176	1,080	22,466
Total functional expenses	$ 53,874,544	$ 14,461	$ 1,688,065	$ 505,163	$ 56,082,233	$ 7,695,837	$ 3,027,025	$ 66,805,095

Rocky Mountain Institute

Statements of Cash Flows

Years Ended June 30, 2022 and 2021

	2022	2021
Cash Flows from Operating Activities		
Change in net assets	$ 4,917,152	$ 48,911,353
Adjustments to reconcile change in net assets to net cash and cash equivalents		
Depreciation expense	1,030,375	904,483
Amortization of loan fees	4,414	5,800
Investment return	3,886,072	172,214
Net change in beneficial interest in assets held by The Denver Foundation	55,519	(193,503)
Bad debt expense	77,773	21,100
Contributions restricted for endowment	(1,500)	(127)
Gain on sale of energy web tokens	(7,474,284)	(8,718,951)
Gain on debt forgiveness	-	(3,777,737)
Changes in operating assets and liabilities that provided (used) cash and cash equivalents		
Accounts receivable	322,044	(1,690,272)
Pledges receivable	(1,138,218)	(534,710)
Other current receivables, prepaid expenses and other assets, and deposits	(1,850,159)	(497,717)
Intangible assets	8,281,025	9,703,756
Accounts payable	839,289	1,666,432
Accrued salaries and benefits and other accrued expenses	2,467,684	2,154,163
Deferred rent	(68,690)	283,418
Deferred revenue	709,845	(167,592)
Net cash provided by operating activities	12,058,341	48,242,110
Cash Flows from Investing Activities		
Purchases of investments	(38,604,982)	(59,414,073)
Sales of investments	20,786,508	23,087,114
Net transfers from The Denver Foundation	-	16,529
Purchases of property and equipment	(733,217)	(668,515)
Net cash used in investing activities	(18,551,691)	(36,978,945)
Cash Flows from Financing Activities		
Payments on long-term debt	(161,410)	(74,039)
Contributions restricted for endowment	1,500	127
Net cash used in financing activities	(159,910)	(73,912)

Rocky Mountain Institute
Statements of Cash Flows (continued)
Years Ended June 30, 2022 and 2021

	2022	2021
Increase (Decrease) in Cash and Cash Equivalents	(6,653,260)	11,189,253
Cash and Cash Equivalents, Beginning of Year	37,207,289	26,018,036
Cash and Cash Equivalents, End of Year	$ 30,554,029	$ 37,207,289
Supplemental Cash Flows Information		
Cash paid for interest	$ 281,693	$ 294,194

Note 1: Nature of Operations and Significant Accounting Policies

Nature of Operations

Rocky Mountain Institute (RMI) – is an independent not-for-profit organization whose mission and principal activities are to transform global energy use to create a clean, prosperous, and secure low-carbon future. It engages businesses, communities, institutions, and entrepreneurs to accelerate the adoption of market-based solutions that cost-effectively shift from fossil fuels to efficiency and renewable. RMI has offices in Basalt and Boulder, Colorado; New York City; Oakland, California; Washington, D.C.; and Beijing.

Principles of Consolidation

In September 2014, RMI Innovation Center, LLC (RMIIC) was formed as a 100 percent-owned subsidiary of Rocky Mountain Institute. RMIIC was formed to construct and own Rocky Mountain Institute's Innovation Center (IC), which is a beyond-state-of-the-art office and convening center of 15,610 square feet along the banks of the Roaring Fork River in Basalt, Colorado. RMIIC is treated as a division within RMI, and its sole asset is the Innovation Center, which is shown within RMI's section in the consolidating statement of financial position

On April 21, 2015, Rocky Mountain Institute International (RMII) was formed as a 100 percent-owned subsidiary of Rocky Mountain Institute. RMII was created to facilitate the execution of Rocky Mountain Institute's mission in China and elsewhere in Asia. Effective January 1, 2018, Rocky Mountain Institute established a representative office (the RO) in response to laws instituted in China, which require foreign nongovernmental organizations with a permanent physical office in China to be registered and approved by the Ministry of Public Security. The RO is treated as a division within Rocky Mountain Institute, as the U.S. sponsor, not as a separate legal entity. ROs are not allowed to directly engage in operational activities, including receiving payments from clients or donors; accordingly, as revenue activity associated with the RO was processed and recorded by Rocky Mountain Institute's U.S. headquarters subsequent to January 1, 2018. RMI reported the financials of its foreign partnership Qianhai Rocky Mountain Institute Research Centre (Shenzhen) (Limited Partnership) through RMII. Qianhai Rocky Mountain Institute Research Centre (Shenzhen) (Limited Partnership) completed its cancellation registration within China as of September 9, 2020.

Effective March 5, 2021, RMI Media, Inc., a nonprofit nonstock corporation, was formed as a 100 percent owned subsidiary of Rocky Mountain Institute. On March 31, 2021, RMI Media, Inc. changed its name to Canary Media, Inc. (CMI). CMI was formed to provide a platform to produce, publish, share, and disseminate information and news regarding the global energy and economic transaction.

Effective August 26, 2021, Mission Possible Partnership (MPP), a nonprofit nonstock corporation, was formed. RMI is the sole corporate member of MPP. MPP was formed to encourage research and investigation of emerging climate and energy technologies, to coordinate collaboration among key industrial sectors on decarbonization strategies, to educate buyers of carbon intensive materials and to develop and deploy practical resources and tools to encourage and track decarbonization efforts.

The consolidated financial statements include the accounts of RMI, RMIIC, RMII, and CMI (collectively, the Organization). All material intercompany accounts and transactions have been eliminated in consolidation. (See page 19 for change in reporting entity).

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the 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, expenses, gains, losses and other changes in net assets during the reporting period. Actual results could differ from those estimates.

Cash Equivalents

The Organization considers all liquid investments with original maturities of three months or less to be cash equivalents. Uninvested cash and cash equivalents included in investment accounts are not considered to be cash and cash equivalents. At June 30, 2022 and 2021, cash equivalents consisted primarily of money market accounts with brokers.

At June 30, 2022, the Organization's cash accounts exceeded federally insured limits by approximately $29,055,000. In addition, at June 30, 2022, cash accounts totaling approximately $825,000 are located outside of the United States.

Investments and Net Investment Return

The Organization measures securities at fair value.

Gains and losses on the sale of securities are recorded on the trade date and are determined using the specific identification method.

Investment return that is initially restricted by donor stipulation and for which the restriction will be satisfied in the same year is included in net assets without donor restrictions.

The Organization maintains pooled investment accounts for its endowments. Investment income and realized and unrealized gains and losses from securities in the pooled investment accounts are allocated monthly to the individual endowments based on the relationship of the fair value of the interest of each endowment to the total fair value of the pooled investments accounts, as adjusted for additions to or deductions from those accounts.

Accounts Receivable

Accounts receivable are stated at the amount of consideration from customers of which the Organization has an unconditional right to receive plus any accrued and unpaid interest. The Organization provides an allowance for doubtful accounts, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions.

Accounts receivable are ordinarily due 30 days after the issuance of the invoice. Delinquent receivables are written off based on individual credit evaluation and specific circumstances of the customer.

Property and Equipment

Property and equipment acquisitions over $5,000 are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization is charged to expense on the straight-line basis over the estimated useful life of each asset. Assets under capital lease obligations and leasehold improvements are amortized over the shorter of the lease term or respective estimated useful lives.

The estimated useful lives for each major depreciable classification of property and equipment are as follows:

Buildings	40 years
Equipment	3 – 7 years
Furniture and fixtures	3 – 5 years

Intangible Assets

The Organization's intangible assets consist of energy web tokens (EWT) received as contributions or as payment for past services. EWT are accounted for as digital assets, and are categorized as an indefinite-life intangible asset, recorded at cost, and assessed periodically for impairment. During 2022, the Organization sold EWT and recognized a gain of $7,474,284. In addition to these tokens, as founders of the Energy Web Foundation, the Organization was granted 5,000,000 EWT upon the launch of the genesis block on the Energy Web Chain in June 2019. Per the established rules of governance for the chain, these founder tokens were locked and nontradable for 24 months, until June 2021. The value of the founder tokens at the time they were granted was indeterminable; therefore, these tokens have $0 carrying value.

Long-lived Asset Impairment

The Organization evaluates the recoverability of the carrying value of long-lived assets whenever events or circumstances indicate the carrying amount may not be recoverable. If a long-lived asset is tested for recoverability and the undiscounted estimated future cash flows expected to result from the use and eventual disposition of the asset are less than the carrying amount of the asset, the asset cost is adjusted to fair value and an impairment loss is recognized as the amount by which the carrying amount of a long-lived asset exceeds its fair value.

No asset impairment was recognized during the years ended June 30, 2022 and 2021.

Deferred Revenue

Revenue from fees are deferred and recognized over the periods to which the revenues relate. Revenue from advanced-funded grants are deferred and recognized when the respective conditions have been satisfied.

Debt Issuance Costs

Debt issuance costs represent costs incurred in connection with the issuance of long-term debt. The Organization records these costs as direct deductions from the related debt. Such costs are being amortized over the term of the respective debt using the effective interest method.

Net Assets

Net assets, revenues, gains and losses are classified based on the existence or absence of donor restrictions.

Net assets without donor restrictions are available for use in general operations and not subject to donor restrictions.

Net assets with donor restrictions are subject to donor restrictions. Some restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

Contributions

Contributions are provided to the Organization 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. The value recorded for each contribution is recognized as follows:

Nature of the Gift	Value Recognized
Conditional gifts, with or without restriction	
Gifts that depend on the Organization 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
Unconditional gifts, with or without restriction	
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
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.

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 statements 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 the gift is received are recorded as revenue with donor restrictions and then released from restriction.

Conditional contributions and investment income having donor stipulations which are satisfied in the period the gift is received and the investment income is earned are recorded as revenue with donor restrictions and then released from restriction.

Conditional grants are recorded as revenue without donor restrictions as the related conditions are satisfied (*i.e.*, incurring specified expenses) simultaneously with the recognizing revenue.

Contributed Nonfinancial Assets

The Organization receipts various nonfinancial gifts, including professional services, supplies, and property and equipment usage. The Organization obtains necessary inputs to measure these gifts at fair value. These gifts are utilized internally and, generally, possess no donor restrictions on their use or deployment.

Government Grants

Support funded by grants is recognized as the Organization meets the conditions prescribed by the grant agreement, performs the contracted services or incurs outlays eligible for reimbursement under the grant agreements. Grant activities and outlays are subject to audit and acceptance by the granting agency and, as a result of such audit, adjustments could be required.

Earned Revenue

The Organization's earned revenue stream is generated from specialized research and professional services. The Organization typically enters into the following contract types: cost reimbursable, cost plus fixed fee, time and materials, and fixed price. Individual contracts are classified as either contribution or exchange. Exchange contracts are promises to provide specialized research and professional services in accordance with agreed-upon specifications and deliverables.

Exchange contracts include both single and multiple performance obligations for specialized research and development services, with the transaction price explicitly stated in the contract. Revenue is recognized over time based on contract costs incurred to date as a percentage of estimated total contract costs (these contracts generally have one performance obligation) or at a point in time as the various performance obligations in a contract are completed.

Generally, exchange contracts do not include accounting provisions for variable consideration. Contract modifications/change orders are issued for changes in scope, price, or performance dates and are approved in writing as contract amendments. Contract amendments are ordinary and customary during the research process and typically modify the existing performance obligations.

The following economic factors affect the nature, amount, timing, and uncertainty of the Organization's revenue and cash flows as indicated:

Type of customer: The primary sources of earned revenue are from state sponsors and corporate clients. Revenue from each of these sources lacks seasonality.

Geographical location of customers: For the years ended June 30, 2022 and 2021, sales to customers located outside of the United States represent approximately 20 percent of the Organization's total earned revenue. Total sales to customers located outside of the United States were approximately $1.8 million and $1.3 million for the years ended June 30, 2022 and 2021, respectively.

Type of contract: The primary source of earned revenue is from service contracts that are primarily less than one year in duration.

Performance Obligations

The Organization typically satisfies its performance obligations for services over time. For service performance obligations satisfied over time, the Organization typically uses input methods to measure progress. The use of input methods results in the recognition of revenue on the basis of the Organization's efforts toward the satisfaction of the performance obligations. The most common input method used is time and costs incurred in satisfying each performance obligation.

In the case of services that provide distinct, tangible deliverables, such as specialized research reports, webinars, events, and trainings, the Organization satisfies its performance obligations at a point in time. Management confirms with the Organization's employees when a deliverable is complete and performance obligations have been satisfied.

Significant Payment Terms

Payment for goods and services sold by the Organization is typically due within 30 days after an invoice is sent to the customer. Invoices for services performed over time are typically sent to customers monthly.

Any unique terms are stipulated by the contract. Invoices for services performed at a point in time are typically sent to customers within the month following the service. The Organization does not typically offer discounts, returns, refunds, or warranties.

Allocating the Transaction Price

The transaction price of a contract is the amount of consideration to which the Organization expects to be entitled in exchange for transferring promised goods or services to a customer. Most of the Organization's contracts with customers have fixed transaction prices that are denominated in U.S. dollars and payable in cash.

Functional Allocation of Expenses

The costs of supporting the various programs and other activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Certain costs have been allocated among the program, management and general and fundraising categories based on various methods prescribed by management.

Income Taxes

Rocky Mountain Institute is a not-for-profit organization exempt from income taxes under Section 501 of the Internal Revenue Code and a similar provision of state law. CMI is a charitable nonstock corporation organized to be exempt from taxation as a public charity within the meaning of Internal Revenue Code Section 501(c)(3), RMIIC is a limited liability company, and RMII is a limited partnership with no significant taxable activity during the period. Accordingly, no provision for income taxes has been recorded in the accompanying consolidated financial statements.

Rocky Mountain Institute applies a more-likely-than-not measurement methodology to reflect the financial statement impact of uncertain tax positions taken or expected to be taken in a tax return. After evaluating the tax positions taken, none are considered to be uncertain; therefore, no amounts have been recognized as of June 30, 2022 and 2021. If incurred, interest and penalties associated with tax positions are recorded in the period assessed as general and administrative expense. No interest or penalties have been assessed as of June 30, 2022 and 2021.

Change in Reporting Entity

Effective July 1, 2017, Rocky Mountain Institute entered into a parent-subsidiary relationship with WattTime, a California 501(c)3 nonprofit organization with a mission to raise awareness about the potential to reduce environmental harm by shifting electricity use to particular times and to encourage the development and spread of common protocols for this practice. Under the agreement, Rocky Mountain Institute as the parent is the "designator," as that term is used in California Corporations Code Section 5220(d), with the power to appoint WattTime's entire board of directors. Accordingly, WattTime was consolidated in Rocky Mountain Institute's financial statements beginning on this date. However, effective August 2021, WattTime's Board of Directors authorized a strategic collaboration agreement with RMI, terminating RMI's designator status and parent-subsidiary relationship with WattTime.

In accordance with Accounting Standards Codification (ASC) Topics 250 and 810, this event was considered to be a change in reporting entity and was performed retrospectively to all periods presented. The following reconciles the effect of the adjustment resulting from the change in reporting entity (CRE) transaction:

	June 30, 2021		
	As Previously Presented	As Currently Presented	Impact of Deconsolidation
Consolidated Statement of Financial Position			
Net assets without donor restrictions	$ 30,612,015	$ 31,980,871	$ 1,368,856
Net assets with donor restrictions	64,675,078	60,022,157	(4,652,921)
Total net assets	$ 95,287,093	$ 92,003,028	$ (3,284,065)

	Year Ended June 30, 2021		
	As Previously Presented	As Currently Presented	Impact of Deconsolidation
Consolidated Statement of Activities			
Total revenues, gains and other – without restrictions	$ 87,766,545	$ 82,113,397	$ (5,653,148)
Total revenues, gains and other – with restrictions	36,901,423	33,603,051	(3,298,372)
Total revenues, gains and other	124,667,968	115,716,448	(8,951,520)
Total expenses	73,699,796	66,805,095	(6,894,701)
Total change in net assets – without restrictions	14,066,749	15,308,302	1,241,553
Total change in net assets – with restrictions	36,901,423	33,603,051	(3,298,372)
Total change in net assets	50,968,172	48,911,353	(2,056,819)
Net assets without donor restrictions, beginning of year	16,545,266	16,672,569	127,303
Net assets with donor restrictions, beginning of year	27,773,655	26,419,106	(1,354,549)
Total net assets, beginning of year	$ 44,318,921	$ 43,091,675	$ (1,227,246)

	June 30, 2021		
	As Previously Presented	As Currently Presented	Impact of Deconsolidation
Consolidated Statement of Functional Expenses			
Total program expenses	$ 62,976,934	$ 56,082,233	$ (6,894,701)

	Year Ended June 30, 2021		
	As Previously Presented	As Currently Presented	Impact of Deconsolidation
Consolidated Statement of Cash Flows			
Change in net assets	$ 50,968,172	$ 48,911,353	$ (2,056,819)
Net cash provided by operating activities	50,316,322	48,242,110	(2,074,212)
Net cash used in investing activities	(36,978,945)	(36,978,945)	-
Net cash used in financing activities	(198,311)	(73,912)	124,399
Net change in cash and cash equivalents	13,139,066	11,189,253	(1,949,813)
Cash and cash equivalents, beginning of year	27,727,400	26,018,036	(1,709,364)
Cash and cash equivalents, end of year	$ 40,866,466	$ 37,207,289	$ (3,659,177)

Reclassifications

Certain reclassifications have been made to the 2021 consolidated financial statements to conform to the 2022 consolidated financial statement presentation. These reclassifications had no effect on the change in net assets.

Subsequent Events

Subsequent events have been evaluated through November 4, 2022, which is the date the financial statements were available to be issued.

Note 2: Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of June 30, 2022 and 2021, comprise the following:

	2022	2021
Financial Assets		
Cash and cash equivalents	$ 30,554,029	$ 37,207,289
Investments	50,111,487	36,118,759
Beneficial interest in assets held by The Denver Foundation	174,734	189,277
Accounts receivable	3,829,129	4,228,946
Short-term pledges receivable	10,209,226	9,307,051
	94,878,605	87,051,322
Donor, Legal or Other Restrictions and Designations		
Donor imposed restrictions	58,334,099	57,666,097
Financial assets available to meet cash needs for general expenditures within one year	$ 36,544,506	$ 29,385,225

To help manage unanticipated liquidity needs, the Organization has committed lines of credit in the amount of $5,000,000, which it could draw upon (See Note 8).

The Organization manages its liquidity and reserves following three guiding principles: operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. The Organization has a liquidity policy to maintain current financial assets less current liabilities at a minimum of 90 days operating expenses. The Organization has a policy to target a year-end balance of reserves without donor restriction and which are undesignated by the board to meet 120 to 180 days of expected expenditures. To achieve these targets, the Organization forecasts its future cash flows and monitors its liquidity quarterly, and monitors its reserves annually. During the years ended June 30, 2022 and 2021, the level of liquidity and reserves was managed within the policy requirements.

Rocky Mountain Institute
Notes to Financial Statements
June 30, 2022 and 2021

Note 3: Disclosures About Fair Value of Assets and Liabilities

Fair value is 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. Fair value measurements must maximize the use of observable inputs and minimize the use of unobservable inputs. The hierarchy comprises three levels of inputs that may be used to measure fair value:

Level 1 Quoted prices in active markets for identical assets or liabilities

Level 2 Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities

Level 3 Unobservable inputs supported by little or no market activity and that are significant to the fair value of the assets or liabilities

Recurring Measurements

The following tables present the fair value measurements of assets and liabilities recognized in the accompanying statements of financial position measured at fair value on a recurring basis and the level within the fair value hierarchy in which the fair value measurements fall at June 30, 2022 and 2021:

	Assets Measured at Fair Value on a Recurring Basis at June 30, 2022			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Other Unobservable Inputs (Level 3)	Balance at June 30, 2022
Investments				
Cash and short-term investents - money market funds	$ 11,038,749	$ -	$ -	$ 11,038,749
Mutual funds	24,598,123	-	-	24,598,123
Equities	3,340,200	-	-	3,340,200
Corporate and municipal bonds	-	7,382,339	-	7,382,339
U.S. Treasury notes	-	4,339,654	-	4,339,654
Beneficial Interest in Assets Held by The Denver Foundation	-	-	668,557	668,557
Total	$ 38,977,072	$ 11,721,993	$ 668,557	$ 51,367,622

	Assets Measured at Fair Value on a Recurring Basis at June 30, 2021			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Other Unobservable Inputs (Level 3)	Balance at June 30, 2021
Investments				
Cash and short-term investents - money market funds	$ 17,133,452	$ -	$ -	$ 17,133,452
Mutual funds	15,448,560	-	-	15,448,560
Equities	1,578,653	-	-	1,578,653
Corporate bonds	-	2,605,998	-	2,605,998
Beneficial Interest in Assets Held by The Denver Foundation	-	-	724,076	724,076
Total	$ 34,160,665	$ 2,605,998	$ 724,076	$ 37,490,739

The following table reconciles assets reported above to the respective line items on the statements of financial position:

	2022	2021
Investments	$ 50,111,487	$ 36,118,759
Beneficial interest	668,557	724,076
Restricted investments	587,578	647,904
Total per statements of financial position	$ 51,367,622	$ 37,490,739

Following is a description of the valuation methodologies and inputs used for assets and liabilities measured at fair value on a recurring basis and recognized in the accompanying statements of financial position, as well as the general classification of such assets and liabilities pursuant to the valuation hierarchy. There have been no significant changes in the valuation techniques during the year ended June 30, 2022. For assets classified within Level 3 of the fair value hierarchy, the process used to develop the reported fair value is described below.

Investments

Where quoted market prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. If quoted market prices are not available, then fair values are estimated by using quoted prices of securities with similar characteristics or independent asset pricing services and pricing models, the inputs of which are market-based or independently sourced market parameters, including, but not limited to, yield curves, interest rates, volatilities, prepayments, defaults, cumulative loss projections and cash flows. Such securities are classified in Level 2 of the valuation hierarchy. In certain cases where Level 1 or Level 2 inputs are not available, securities are classified within Level 3 of the hierarchy. See the table below for inputs and valuation techniques used for Level 3 securities.

Beneficial Interest in Assets Held by The Denver Foundation

The Organization has been named as an irrevocable beneficiary of several perpetual trusts held and administered by The Denver Foundation. Perpetual trusts provide for the distribution of the net income of the trusts to the Organization; however, the Organization will never receive the assets of the trusts.

The estimated value of the expected future cash flows is $668,557 and $724,076, which represents the fair value of the trust assets at June 30, 2022 and 2021, respectively.

Fair value is estimated at the present value of the future distributions expected to be received over the term of the agreement. Due to the nature of the valuation inputs, the interest is classified within Level 3 of the hierarchy.

The Organization recognized gains/(losses) from assets held by the Foundation of $(55,647) and $193,503 at June 30, 2022 and 2021, respectively.

Note 4: Black Bear Energy, Inc.

As of June 30, 2022 and 2021, the Organization owned approximately 20 percent of Black Bear Energy, Inc. (BBE). The Organization accounts for this investment using the equity method. The Organization’s share of BBE’s net losses is in excess of the carrying value of its investment in BBE. The Organization is not responsible for losses of BBE in excess of its investment and, therefore, is no longer reflecting its share of BBE’s losses and may only reflect its share of BBE’s future earnings to the extent they exceed the Organization’s share of BBE’s cumulative unrecognized losses. As of June 30, 2022 and 2021, the Organization’s investment in BBE was $0.

Subsequent to year-end, the Organization sold its interest in BBE for both cash and non-cash consideration to an unrelated third-party.

Note 5: Pledges Receivable

Pledges receivable consisted of the following:

	2022	2021
Due in less than one year	$ 10,209,226	$ 9,307,051
Due in one to five years	1,450,000	1,175,000
Subtotal	11,659,226	10,482,051
Less unamortized discount on pledges	(40,600)	(1,643)
Subtotal	11,618,626	10,480,408
Less current portion	(10,209,226)	(9,307,051)
Total	$ 1,409,400	$ 1,173,357

Discount rates ranged from 0.07 percent to 1.71 percent for 2021 and 2.8 percent for 2022.

Note 6: Grant Reimbursements Receivable and Future Commitments

Organization receives its grant support through periodic claims filed with the respective funding sources, not to exceed a limit specified in the funding agreement. These grants contain various conditions, including the requirement to incur specified grant-related expenses. Since the financial statements of the Organization are prepared on the accrual basis, all earned portions of the grants not yet received as of June 30, 2022, have been recorded as receivables. Following are the grant commitments that extend beyond June 30, 2022:

Grant	Term	Grant Amount	Earned Through 2022	Funding Available
Federal grants	Various, through June 30, 2024	$ 6,984,777	$ 3,158,228	$ 3,826,549
State grants	Various, through June 30, 2024	9,982,433	4,975,292	5,007,141
Multilateral (private) grants	Various, through June 30, 2024	4,336,390	2,299,922	2,036,468
		$ 21,303,600	$ 10,433,442	$ 10,870,158

Note 7: Property and Equipment

Property and equipment at June 30, 2022 and 2021 consists of:

	2022	2021
Buildings and improvements	$ 16,495,386	$ 16,480,386
Equipment	2,240,056	1,690,205
Furniture	1,790,550	1,623,103
Intellectual property	100,000	100,000
Total cost	20,625,992	19,893,694
Accumulated depreciation	(5,626,417)	(4,596,961)
Net property and equipment	$ 14,999,575	$ 15,296,733

Depreciation expense for 2022 and 2021 was $1,030,375 and $904,483, respectively.

Innovation Center

RMI completed construction on the Innovation Center (IC) in Basalt, Colorado in December, 2015, which now serves as an office for a portion of RMI's staff and a convening space. It is expected to be one of the most energy-efficient buildings in North America and demonstrates many of the design and technical features that RMI advocates in its buildings program work. Elements of the IC or its construction operation and maintenance are expected to impact the techniques used in other buildings, thereby lowering the energy consumption of buildings more broadly. While those benefits associated with the IC are not capitalizable, they are important and consistent with the overall mission of RMI.

Note 8: Line of Credit

During 2022 and 2021, the Organization had a line of credit of $5,000,000. Interest accrues at the U.S. prime rate, as published by *The Wall Street Journal* (an effective rate of 4.38 percent and 3.25 percent at June 30, 2022 and 2021, respectively). The line of credit is collateralized by substantially all assets of RMI and a deed of trust and is subject to certain covenants. The line of credit has a maturity date of December 21, 2022. As of June 30, 2022 and 2021, there was no outstanding balance on the line of credit.

Note 9: Notes Payable

	2022	2021
RMI holds a note payable with a bank with interest of 5 percent and monthly payments of $36,612 that matures in September 2024. The loan is collateralized by the IC and substantially all assets of RMI	$ 5,547,355	$ 5,708,765
Less: unamortized debt issuance costs	(26,483)	(30,897)
Less: current portion	(170,239)	(162,064)
	$ 5,350,633	$ 5,515,804

Aggregate annual maturities of long-term debt at June 30, 2022, are:

Years Ending June 30,	Amount
2023	$ 170,239
2024	178,462
2025	5,198,654
	$ 5,547,355

Note 10: Net Assets

Net Assets With Donor Restrictions

Net assets with donor restrictions that are subject to time or purpose restrictions at June 30 are restricted for the following purposes:

	2022	2021
Subject to expenditure for specified purpose		
Africa	$ 1,865,493	$ 2,017,928
Breakthrough Technology/Third Derivative	5,707,276	4,118,199
Canary Media	77,230	-
Carbon-Free Buildings	6,411,619	8,777,231
Carbon-Free Electricity	5,923,959	2,637,256
Carbon-Free Mobility	606,629	245,041
CFAN	4,735,694	5,907,443
China	5,019,069	5,491,007
Climate Aligned Industries	1,752,310	1,518,097
Climate Intelligence	11,361,930	13,257,521
Energy Transition Academy	372,122	897,725
Finance	1,844,653	3,089,799
India	4,172,304	3,751,772
Islands	1,218,562	1,589,293
Mission Possible Partnership	500,000	-
Portfolio Impact Accelerator	125,000	-
Southeast Asia	348,382	-
Strategic Analysis and Engagement	2,116,327	1,441,665
Internship program	24,754	-
Urban Transformation	853,582	1,931,844
U.S.	4,004,856	642,507
	59,041,751	57,314,328

	2022	2021
Subject to passage of time		
Pledges receivable that are not restricted by donors but which are unavailable for expenditure until due	700,250	1,525,000
Endowments and beneficial interest (see Note 3)		
Subject to appropriation and expenditure when a specified event occurs	152,530	253,960
Subject to endowment spending policy and appropriation		
Rocky Mountain Institute Fund	76,602	75,102
Eric Konheim Memorial Internship Fund	196,687	196,687
Philip Austin Semmer Memorial Intership Fund	101,080	101,080
Rocky Mountain Institute IC	556,000	556,000
	930,369	928,869
Total endowments and beneficial interest	1,082,899	1,182,829
	$ 60,824,900	$ 60,022,157

Net Assets Released from Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

	2022	2021
Expiration of time restrictions	$ 1,325,000	$ 1,050,000
Satisfaction of purpose restrictions		
Africa	1,666,375	1,360,541
Breakthrough Technology/Third Derivative	4,456,544	2,662,997
Canary Media	23,021	9,088
Carbon-Free Buildings	9,010,200	7,829,872
Carbon-Free Electricity	7,663,486	3,807,171
Carbon-Free Mobility	825,911	409,485
CFAN	1,280,175	1,613,461
China	5,875,581	3,303,086
Climate Aligned Industries	11,032,516	1,232,666
Climate Intelligence	8,125,098	3,898,052
Energy Transition Academy	1,525,602	102,275
Finance	3,190,971	2,289,353
India	4,941,134	2,382,256
Islands	3,409,309	2,795,575
Southeast Asia	399,254	75,361
Strategic Analysis and Engagement	2,480,338	1,630,649
Urban Transformation	3,632,261	2,102,080
U.S.	2,945,678	2,522,955
	72,483,454	40,026,923
Restricted purpose spending-rate distributions and appropriations	-	20,879
	$ 73,808,454	$ 41,097,802

Additional Donor-specific Information

FDCO requires annual accounts audited by an independent auditor where FCDO project funding is clearly segregated from other funds. FDCO revenue recognized in 2022 totaled 576,349 GBP or $731,515; from that total 337,338 GBP or $430,835 was for project CET-7, and 239,011 GBP or $300,680 was for project CET-8. Revenue is recognized as tasks are delivered and is recognized under Government and Multilateral grants.

IKEA Foundation requires an audit report stating the recognized income from IKEA Foundation. The Organization recognized $1,086,608 in contributions with donor restrictions from IKEA Foundation during 2020 for "productive uses of energy in Ethiopia." The Organization released from restriction the following amounts related to this donor: 2020 – $223,391, 2021 – $790,517, and 2022 – $72,700.

Note 11: Endowment

The Organization's governing body is subject to the state of Colorado *Uniform Prudent Management of Institutional Funds Act* (UPMIFA). As a result, the Organization classifies amounts in its donor-restricted endowment funds as net assets with donor restrictions because those net assets are time restricted until the governing body appropriates such amounts for expenditures. Most of those net assets also are subject to purpose restrictions that must be met before being reclassified as net assets without donor restrictions.

Additionally, in accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. Duration and preservation of the fund
2. Purposes of the Organization and the fund
3. General economic conditions
4. Possible effect of inflation and deflation
5. Expected total return from investment income and appreciation or depreciation of investments
6. Other resources of the Organization
7. Investment policies of the Organization

The Organization's endowment consists of approximately four individual funds established for a variety of purposes. The endowment includes both donor-restricted endowment funds and funds designated by the governing body to function as endowments (board-designated endowment funds). As required by accounting principles generally accepted in the United States of America (GAAP), net assets associated with endowment funds, including board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

The composition of net assets by type of endowment fund at June 30, 2022 and 2021, was:

	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity	$ -	$ 930,369	$ 930,369
Accumulated investment gains	-	152,530	152,530
	$ -	$ 1,082,899	$ 1,082,899

	2021		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity	$ -	$ 928,869	$ 928,869
Accumulated investment gains	-	253,960	253,960
	$ -	$ 1,182,829	$ 1,182,829

Change in endowment net assets for the years ended June 30, 2022 and 2021 were:

	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment funds, beginning of year	$ -	$ 1,182,829	$ 1,182,829
Investment return, net	-	(101,430)	(101,430)
Contributions and deposits	-	1,500	1,500
Appropriation for expenditure	-	-	-
Endowment funds, end of year	$ -	$ 1,082,899	$ 1,082,899

	2021		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment funds, beginning of year	$ -	$ 1,019,498	$ 1,019,498
Investment return, net	-	184,083	184,083
Contributions and deposits	-	127	127
Appropriation for expenditure	-	(20,879)	(20,879)
Endowment funds, end of year	$ -	$ 1,182,829	$ 1,182,829

Investment and Spending Policies

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment while seeking to maintain the purchasing power of the endowment. Endowment assets include those assets of donor-restricted endowment funds the Organization must hold in perpetuity or for donor-specified periods, as well as those of board-designated endowment funds. Under the Organization's policies, endowment assets are invested in a manner that is intended to produce results that exceed an average of 6 percent annually while assuming a moderate level of investment risk. Actual returns in any given year may vary from this amount.

To satisfy its long-term rate of return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both current yield (investment income such as dividends and interest) and capital appreciation (both realized and unrealized). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

The Organization has a spending policy of appropriating for expenditure each year two to four percent of its endowment fund's average fair value over the prior 12 quarters through the year-end preceding the year in which expenditure is planned. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long-term, the Organization expects the current spending policy to allow its endowment to grow at an average of two percent to four percent annually. This is consistent with the Organization's objective to maintain the purchasing power of endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

Underwater Endowments

The governing body of the Organization has interpreted UPMIFA as not requiring the maintenance of purchasing power of the original gift amount contributed to an endowment fund, unless a donor stipulates the contrary. As a result of this interpretation, when reviewing its donor-restricted endowment funds, the Organization considers a fund to be underwater if the fair value of the fund is less than the sum of

a) the original value of initial and subsequent gift amounts donated to the fund and

b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument.

The Organization has interpreted UPMIFA to permit spending from underwater funds in accordance with the prudent measures required under the law. At June 30, 2022 and 2021, no funds were underwater.

Note 12: Operating Leases

Noncancellable operating leases for office space expire in various years through 2027. Various agreements include rent holidays and rent escalation clauses, which the Organization recognizes on a straight-line basis over the term of the lease.

Future minimum lease payments at June 30, 2022, were:

Years Ending June 30,	Amount
2023	$ 2,384,211
2024	2,401,052
2025	2,212,305
2026	1,713,375
2027	1,230,254
Thereafter	2,643,590
Total	$ 12,584,787

Rent expense was $2,743,339 and $2,584,278 for 2022 and 2021, respectively.

Note 13: 403(b) Retirement Plan

The Organization offers to its staff the option to participate in a deferred compensation plan pursuant to IRC Section 403(b). Staff contributions are voluntary and are made on a pretax or after-tax (Roth) basis. RMI matches 100 percent of eligible participants' contributions, up to five percent of eligible participants' compensation. For the years ended June 30, 2022 and 2021, employer contributions totaled $2,175,373 and $1,225,158, respectively.

Note 14: Related-party Transactions

The Organization recognized contribution revenue from the Board of Trustees of $1,770,377 and $1,531,000, during 2022 and 2021, respectively.

Note 15: Significant Estimates and Concentrations

Accounting principles generally accepted in the United States of America require disclosure of certain significant estimates and current vulnerabilities due to certain concentrations. Those matters include the following:

Concentrations

Three donors accounted for approximately 35 percent of contributions and approximately 50 percent of the pledges receivable balances as of June 30, 2022. One donor accounted for approximately 10 percent of contributions and two donors accounted for approximately 40 percent of the pledges receivable balance as of June 30, 2021.

General Litigation

The Organization is subject to claims and lawsuits that arose primarily in the ordinary course of its activities. It is the opinion of management the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the financial position, change in net assets and cash flows of the Organization. Events could occur that would change this estimate materially in the near term.

Investments

The Organization invests in various investment securities. 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 at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the accompanying statements of financial position.

Note 16: Future Change in Accounting Principle

Accounting for Leases

The Financial Accounting Standards Board amended its standard related to the accounting for leases. Under the new standard, lessees will now be required to recognize substantially all leases on the statements of financial position as both a right-of-use asset and a liability. The standard has two types of leases for statements of activities recognition purposes: operating leases and finance leases. Operating leases will result in the recognition of a single lease expense on a straight-line basis over the lease term similar to the treatment for operating leases under existing standards. Finance leases will result in an accelerated expense similar to the accounting for capital leases under existing standards. The determination of lease classification as operating or finance will be done in a manner similar to existing standards. The new standard also contains amended guidance regarding the identification of embedded leases in service contracts and the identification of lease and nonlease components in an arrangement. The new standard is effective for annual periods beginning after December 15, 2021. The Organization is evaluating the effect the standard will have on the consolidated financial statements.

Supplementary Information

Rocky Mountain Institute

Consolidating Schedule – Statement of Financial Position Information

June 30, 2022

Assets

	RMI and RMI Innovation Center, LLC	Canary Media	Mission Possible Partnership	Eliminations	Total
Current Assets					
Cash and cash equivalents	$ 29,716,111	$ 337,918	$ 500,000	$ -	$ 30,554,029
Investments	50,111,487	-	-	-	50,111,487
Beneficial interest in assets held by The Denver Foundation	174,734	-	-	-	174,734
Accounts receivable	3,718,344	155,925	-	(45,140)	3,829,129
Pledges receivable	10,209,226	-	-	-	10,209,226
Prepaid expenses and other current assets	2,901,750	15,285	-	-	2,917,035
Total current assets	96,831,652	509,128	500,000	(45,140)	97,795,640
Property and Equipment, Net	14,999,575	-	-	-	14,999,575
Intangible Assets	37,037	-	-	-	37,037
Loan Receivable	1,380,596	-	-	(1,318,750)	61,846
Pledges Receivable, Net of Current Portion	1,409,400	-	-	-	1,409,400
Investments Restricted for the Innovation Center	587,578	-	-	-	587,578
Beneficial Interest in Assets Held by The Denver Foundation	493,823	-	-	-	493,823
Deposits and Other Assets	677,750	-	-	-	677,750
Total noncurrent assets	19,585,759	-	-	(1,318,750)	18,267,009
Total assets	$ 116,417,411	$ 509,128	$ 500,000	$ (1,363,890)	$ 116,062,649

Rocky Mountain Institute

Consolidating Schedule – Statement of Financial Position Information (continued)

June 30, 2022

Liabilities and Net Assets (Deficiency)

	RMI and RMI Innovation Center, LLC	Canary Media	Mission Possible Partnership	Eliminations	Total
Current Liabilities					
Accounts payable	$ 3,897,993	$ 37,622	$ -	$ -	$ 3,935,615
Accrued salaries and benefits	7,712,771	80,537	-	-	7,793,308
Deferred revenue	795,474	291,540	-	-	1,087,014
Current portion of notes payable	170,239	-	-	-	170,239
Due to affiliates	-	45,140	-	(45,140)	-
Other accrued expenses	350,716	3,479	-	-	354,195
Current portion of deferred rent	136,582	-	-	-	136,582
Total current liabilities	13,063,775	458,318	-	(45,140)	13,476,953
Notes Payable, Net of Current Portion	5,350,633	1,250,000	-	(1,250,000)	5,350,633
Deferred Rent, Net of Current Portion	314,883	-	-	-	314,883
Accrued Interest	-	68,750	-	(68,750)	-
Total liabilities	18,729,291	1,777,068	-	(1,363,890)	19,142,469
Net Assets (Deficiency)					
Without donor restrictions	37,440,450	(1,345,170)	-	-	36,095,280
With donor restrictions	60,247,670	77,230	500,000	-	60,824,900
Total net assets (deficiency)	97,688,120	(1,267,940)	500,000	-	96,920,180
Total liabilities and net assets (deficiency)	$ 116,417,411	$ 509,128	$ 500,000	$ (1,363,890)	$ 116,062,649

Rocky Mountain Institute
Consolidating Schedule – Statement of Activities
Year Ended June 30, 2022

	RMI and RMI Innovation Center, LLC	Canary Media	Mission Possible Partnership	Eliminations	Total
Revenue, Gains, and Other Support					
Foundation, individual and corporate contributions	$ 21,630,286	$ 94,821	$ -	$ -	$ 21,725,107
Contributions of nonfinancial assets	478,137	-	-	-	478,137
Government and multilateral grants	5,874,000				5,874,000
Earned revenue	6,470,250	1,286,761	-	(5,500)	7,751,511
Event revenue	48,000	-	-	-	48,000
Net realized and unrealized loss on investments	(3,809,670)	-	-	-	(3,809,670)
Interest and dividends	298,532	-	-	-	298,532
Change in beneficial interest in assets held by The Denver Foundation	(14,543)	-	-	-	(14,543)
Gain on sale of energy web tokens	7,474,284	-	-	-	7,474,284
Other income	680,999	-	-	-	680,999
Net assets released from restrictions	73,785,434	23,020	-	-	73,808,454
Total revenue, gains, and other support	112,915,709	1,404,602	-	(5,500)	114,314,811
Expenses					
Program services	91,143,079	2,534,423	-	(5,500)	93,672,002
Management and general	12,250,691	100,000	-	-	12,350,691
Fundraising	4,132,709	45,000	-	-	4,177,709
Total expenses	107,526,479	2,679,423	-	(5,500)	110,200,402
Change in Net Assets Without Donor Restrictions	5,389,230	(1,274,821)	-	-	4,114,409
Foundation, individual and corporate contributions	73,177,278	100,250	500,000	-	73,777,528
Multilateral grants	948,061	-	-	-	948,061
Net realized and unrealized loss on investments	(76,402)	-	-	-	(76,402)
Interest and dividends	3,114	-	-	-	3,114
Change in beneficial interest in assets held by The Denver Foundation	(41,104)	-	-	-	(41,104)
Net assets released from restrictions	(73,785,434)	(23,020)	-	-	(73,808,454)
Change in Net Assets With Donor Restrictions	225,513	77,230	500,000	-	802,743
Change in Net Assets	5,614,743	(1,197,591)	500,000	-	4,917,152
Net Assets (Deficiency), Beginning of Year	92,073,377	(70,349)	-	-	92,003,028
Net Assets (Deficiency), End of Year	$ 97,688,120	$ (1,267,940)	$ 500,000	$ -	$ 96,920,180