

**CORO NORTHERN CALIFORNIA**  
**(A NONPROFIT PUBLIC BENEFIT CORPORATION)**

**REPORT ON AUDIT OF FINANCIAL STATEMENTS**

**YEAR ENDED JUNE 30, 2023**

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INDEPENDENT AUDITOR'S REPORT

March 25, 2024

Board of Directors  
Coro Northern California  
San Francisco, California

**Opinion**

I have audited the accompanying financial statements of Coro Northern California (a nonprofit public benefit corporation), which comprise the statement of financial position as of June 30, 2023, 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 my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Coro Northern California as of June 30, 2023, and the changes in 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**

I conducted my audit in accordance with auditing standards generally accepted in the United States of America. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report. I am required to be independent of Coro Northern California and to meet my other ethical responsibilities in accordance with the relevant ethical requirements relating to my audit. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my 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 Coro Northern California'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**

My 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 my opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with

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

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

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

I am 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 I identified during the audit.

### **Other Information**

Management is responsible for the other information included in the annual report. The other information comprises the information included in the annual report but does not include the financial statements and my auditor's report thereon. My opinion on the financial statements does not cover the other information, and I do not express an opinion or any form of assurance thereon.

In connection with my audit of the financial statements, my responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, I conclude that an uncorrected material misstatement of the other information exists, I am required to describe it in my report.



Healy and Associates  
Concord, California

**CORO NORTHERN CALIFORNIA**  
**STATEMENT OF FINANCIAL POSITION**  
**JUNE 30, 2023**

**ASSETS**

**CURRENT ASSETS**

|                                    |               |
|------------------------------------|---------------|
| Cash and cash equivalents          | \$ 511,236    |
| Investments                        | 1,739,109     |
| Accounts receivable                | 399,067       |
| Grants receivable, current portion | 2,247,990     |
| Prepaid expenses                   | 38,279        |
| Other current assets               | <u>13,244</u> |

TOTAL CURRENT ASSETS 4,948,925

|                                      |               |
|--------------------------------------|---------------|
| Grants receivable, long-term portion | -             |
| Property and equipment, net          | 34,499        |
| Security deposit                     | <u>20,259</u> |

TOTAL ASSETS \$ 5,003,683

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

|                                       |                |
|---------------------------------------|----------------|
| Accounts payable and accrued expenses | \$ 124,794     |
| Unearned revenue                      | 54,600         |
| Grant advances                        | <u>546,494</u> |

TOTAL LIABILITIES 725,888

**COMMITMENTS**

**NET ASSETS**

|                            |                  |
|----------------------------|------------------|
| Without donor restrictions | 1,215,163        |
| With donor restrictions    | <u>3,062,632</u> |

TOTAL NET ASSETS 4,277,795

TOTAL LIABILITIES AND NET ASSETS \$ 5,003,683

**CORO NORTHERN CALIFORNIA**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED JUNE 30, 2023**

|                                      | <u>Without Donor<br/>Restrictions</u> | <u>With Donor<br/>Restrictions</u> | <u>Total</u>        |
|--------------------------------------|---------------------------------------|------------------------------------|---------------------|
| <b>REVENUE AND SUPPORT</b>           |                                       |                                    |                     |
| Grants and contributions             | \$ 1,163,140                          | \$ 2,717,785                       | \$ 3,880,925        |
| Program service fees                 | 1,293,859                             | -                                  | 1,293,859           |
| Tuition fees                         | 182,545                               | -                                  | 182,545             |
| Investment income, net               | 46,215                                | -                                  | 46,215              |
| Fundraising event:                   |                                       |                                    |                     |
| Gross proceeds:                      | 50,104                                |                                    |                     |
| Less: expenses                       | <u>(16,687)</u>                       | 33,417                             | 33,417              |
| In-kind donations                    | 9,200                                 | -                                  | 9,200               |
| Total Revenue                        | <u>2,728,376</u>                      | <u>2,717,785</u>                   | <u>5,446,161</u>    |
| <br>                                 |                                       |                                    |                     |
| Net assets released from restriction | <u>499,859</u>                        | <u>(499,859)</u>                   | <u>-</u>            |
| <br>                                 |                                       |                                    |                     |
| Total Revenue and Support            | <u>3,228,235</u>                      | <u>2,217,926</u>                   | <u>5,446,161</u>    |
| <br>                                 |                                       |                                    |                     |
| <b>EXPENSES</b>                      |                                       |                                    |                     |
| Program Services                     | 4,332,353                             | -                                  | 4,332,353           |
| General and Administrative           | 334,010                               | -                                  | 334,010             |
| Fundraising                          | 408,743                               | -                                  | 408,743             |
| <br>                                 |                                       |                                    |                     |
| Total Expenses                       | <u>5,075,106</u>                      | <u>-</u>                           | <u>5,075,106</u>    |
| <br>                                 |                                       |                                    |                     |
| Change in net assets                 | (1,846,871)                           | 2,217,926                          | 371,055             |
| <br>                                 |                                       |                                    |                     |
| NET ASSETS, beginning of year        | <u>3,062,034</u>                      | <u>844,706</u>                     | <u>3,906,740</u>    |
| <br>                                 |                                       |                                    |                     |
| NET ASSETS, end of year              | <u>\$ 1,215,163</u>                   | <u>\$ 3,062,632</u>                | <u>\$ 4,277,795</u> |

See Notes to Financial Statements

**CORO NORTHERN CALIFORNIA**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED JUNE 30, 2023**

|   | Program<br>Services | General and<br>Administrative | Fundraising       | Total               |
|---|---------------------|-------------------------------|-------------------|---------------------|
| <b>EXPENSES:</b>  |                     |                               |                   |                     |
| Salaries  | \$ 2,837,335        | \$ 209,338                    | \$ 282,087        | \$ 3,328,760        |
| Contract services   | 335,248             | 1,164                         | 1,183             | 337,595             |
| Employee benefits   | 225,199             | 17,192                        | 22,779            | 265,170             |
| Payroll taxes   | 204,054             | 15,578                        | 20,640            | 240,272             |
| WSN fees  | 165,629             | -                             | -                 | 165,629             |
| Program related   | 147,880             | -                             | -                 | 147,880             |
| Marketing and outreach  | 87,431              | 7,494                         | 17,229            | 112,154             |
| Stipends  | 109,012             | -                             | -                 | 109,012             |
| Lease expense   | 78,777              | 6,015                         | 7,968             | 92,760              |
| Bad debt  | 7,350               | 11,787                        | 18,909            | 38,046              |
| Dues and subscriptions  | 19,786              | 8,601                         | 7,130             | 35,517              |
| Payroll service fees  | 22,482              | 2,852                         | 2,274             | 27,608              |
| Travel, lodging, and conferences  | 23,163              | 266                           | 1,027             | 24,456              |
| Audit and accounting  | -                   | 23,360                        | -                 | 23,360              |
| Events  | 150                 | -                             | 21,934            | 22,084              |
| Equipment rental/maintenance  | 14,057              | 3,379                         | 1,422             | 18,858              |
| Meetings and hospitality  | 12,895              | 1,765                         | 2,780             | 17,440              |
| Insurance   | 12,620              | 1,038                         | 1,277             | 14,935              |
| Employee development  | 7,238               | 2,732                         | 762               | 10,732              |
| Miscellaneous   | 4,768               | 4,184                         | 1,550             | 10,502              |
| Retreats  | 8,212               | 627                           | 831               | 9,670               |
| In-kind expense   | -                   | 9,200                         | -                 | 9,200               |
| Postage and shipping  | 146                 | 106                           | 8,613             | 8,865               |
| Taxes and fees  | 232                 | 3,041                         | 3,941             | 7,214               |
| Office supplies   | 2,425               | 3,437                         | 545               | 6,407               |
| Depreciation  | 2,598               | 198                           | 263               | 3,059               |
| Telecommunications  | 1,499               | 220                           | 152               | 1,871               |
| Printing and copying  | 1,461               | 37                            | 62                | 1,560               |
| Employee intake/recruit   | 641                 | 259                           | 65                | 965                 |
| Bank fees and charges   | -                   | 135                           | -                 | 135                 |
| Utilities and building services   | 65                  | 5                             | 7                 | 77                  |
|   | <u>4,332,353</u>    | <u>334,010</u>                | <u>425,430</u>    | <u>5,091,793</u>    |
| Less expenses included with revenues<br>on the statement of activities:             |                     |                               |                   |                     |
| Direct fundraising expenses   | <u>-</u>            | <u>-</u>                      | <u>(16,687)</u>   | <u>(16,687)</u>     |
| Total expenses included in the<br>expense section of the statement<br>of activities | <u>\$ 4,332,353</u> | <u>\$ 334,010</u>             | <u>\$ 408,743</u> | <u>\$ 5,075,106</u> |

**CORO NORTHERN CALIFORNIA**  
**STATEMENT OF CASH FLOWS**  
**YEAR ENDED JUNE 30, 2023**

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CASH FLOWS FROM OPERATING ACTIVITIES:

Change in net assets \$ 371,055

Adjustments to reconcile change in net assets to net cash  
used by operating activities:

Depreciation 3,059  
Unrealized gain (34,103)

CHANGES IN ASSETS AND LIABILITIES:

Accounts and grants receivable (1,963,719)  
Prepaid expenses (38,279)  
Other current assets (344)  
Security deposit (20,259)  
Accounts payable and accrued expenses 21,660  
Unearned revenue 22,114  
Refundable deposits (663)  
Grant advances (696,112)

NET CASH USED BY OPERATING ACTIVITIES (2,335,591)

CASH FLOWS FROM INVESTING ACTIVITIES:

Increase in investments (1,460,395)  
Property and equipment purchases (22,517)

NET CASH USED BY INVESTING ACTIVITIES (1,482,912)

NET DECREASE IN CASH AND CASH EQUIVALENTS (3,818,503)

CASH AND CASH EQUIVALENTS, beginning of year 4,329,739

CASH AND CASH EQUIVALENTS, end of year \$ 511,236



**CORO NORTHERN CALIFORNIA**  
**NOTES TO FINANCIAL STATEMENTS**  
**YEAR ENDED JUNE 30, 2023**

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**NOTE A – NATURE OF ACTIVITIES**

Coro Northern California (Organization) is a California nonprofit public benefit corporation, established in 1990, located in San Francisco. The Organization's mission is to train, support, and connect leaders to foster a thriving democracy and tackle society's biggest challenges together. The training programs include: The Fellows Program in Public Affairs, Exploring Leadership, and Women in Leadership.

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Accounting Method and Basis of Presentation**

The accounting records of the Organization are maintained on the accrual basis of accounting. The financial statements of the Organization have been prepared in accordance with ASU 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*, which require the Organization 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 Organization. These net assets may be used at the discretion of the Organization'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 Organization 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.

**Estimates**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires the Organization to make estimates and assumptions that affect the reported amounts of 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, and those differences could be material.

**Cash and Cash Equivalents**

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of less than three months, which are neither held for nor restricted by donors for long term purposes. The carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition

The Organization is supported primarily through grants, fees, and contributions.

The Organization recognizes contributions when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met.

A portion of the Organization's revenue is derived from grants, which are conditioned upon the Organization providing services or other deliverables. Amounts received are recognized as revenue when the Organization has provided services or deliverables in compliance with specific grant provisions. Amounts received prior to providing services or deliverables are reported as grant advances in the statement of financial position. The Organization has grant funds and contract fees of \$296,398 that have not been recognized as of June 30, 2023 because services or other deliverables have not been completed. Total grant advance payments recognized in the statement of financial position as grant advances is \$546,494 as of June 30, 2023.

Contract fees, program service fees, project fees and tuition fees are recognized when the services have been provided. Advance payments of \$54,600 were received and recognized in the statement of financial position as unearned revenue as of June 30, 2023.

Donated Facilities Use, Goods, and Services (In-kind)

The Organization records donated goods, facilities use, and services at their estimated fair value on the date of receipt if they meet the criteria for recognition. In-kind donations for the year ended June 30, 2023 is \$9,200 in office furniture and goods used for administrative purposes. The in-kind donations are reflected in the accompanying statements of activities and functional expenses.

Accounts and Grants Receivable

Accounts and grants receivable consist primarily of program service fee revenue receivable and unconditional promises to give, respectively, to be collected within the next year at net realizable value. Management determines the allowance for uncollectable accounts receivable based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Management has determined no allowance for doubtful accounts is necessary at June 30, 2023.

Property and Equipment

Property and equipment are stated at cost or, if donated, at the approximate fair value at the date of donation. Acquisitions of property and equipment or repairs, maintenance, or betterments that materially prolong the useful lives of assets in excess of \$2,500 are capitalized. Depreciation on property and equipment is computed using the straight-line method over the estimated lives of the asset, generally four to five years.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements

The Organization's financial instruments include cash, cash equivalents, and investments (Level 1). The carrying amount of these financial instruments has been estimated by management to approximate fair value. Fair value is defined as "the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date." When determining the inputs used to measure fair value, the highest priority is given to observable inputs and lowest priority is given to unobservable inputs. ASC 820-10, *Fair Value Measurement*, establishes a fair value hierarchy to prioritize the inputs used in measuring fair value. The fair value hierarchy is categorized into three levels based on the inputs as follows:

**Level 1**— Quoted prices for identical assets in active markets.

**Level 2**—Observable inputs other than Level 1, which include quoted prices for similar assets in active markets, quoted prices from those willing to trade in markets that are not active, or other inputs that are observable or can be corroborated by market data for the term of the instrument.

**Level 3**—Unobservable inputs that are supported by little or no market activity and that are significant to the fair values of the assets.

Functional Allocation of Expenses

The costs of program activities and supporting services have been summarized on a functional basis in the statement of functional expenses. The statement presents the natural classification of detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Indirect costs such as general and administrative expenses include costs that are not directly identifiable with any specific program, but which provide the overall support and direction of the Organization. Such expenses, which are common to multiple functions have been allocated among the various functions benefited based on time and effort spent in the area or on the space used.

Tax Exemption Status

The Organization has received exempt status under section 501(c)(3) of the Internal Revenue Code, and Section 23701(d) of the State of California Revenue and Taxation Code. The Organization is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS along with related state filings. The related tax returns are subject to examination by federal and state taxing authorities generally for three years after they are filed. The Organization has no unrelated business income, and management has analyzed tax positions taken and has concluded that, as of June 30, 2023, there are no uncertain tax positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Newly Adopted Accounting Principles

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). The new standard establishes a comprehensive new lease accounting model. It clarifies the definition of a lease and causes lessees to recognize leases on the statement of financial position as a lease liability with a corresponding right of use asset for leases with a lease term of more than one year. It is effective for financial statements issued for fiscal years beginning after December 15, 2021, and interim periods within those fiscal years. The standard requires a modified retrospective transition for capital or operating leases existing at or entered into after the beginning of the earliest comparative period presented in the financial statements, but it does not require transition accounting for leases that expire prior to the date of initial application. The Organization adopted the standard on July 1, 2022. The Organization elected the ‘package of practical expedients’, which permitted the Organization not to reassess under the new standard its prior conclusions about lease identification, lease classification, and initial direct costs; and all of the new standard’s available transition practical expedients. In addition, the Organization adopted the practical expedients of using the risk-free interest rate and the short-term lease definition. The adoption of the standard resulted in no change to the Organization’s financial statements.

NOTE C – CONCENTRATIONS

Cash Deposits

Financial instruments that potentially subject the Organization to concentrations of credit risk consist of cash and cash equivalents in a financial institution. From time to time, the Organization can hold funds on deposit exceeding federally insured limits. At June 30, 2023 there is \$0 in excess of federally insured limits.

Support and Revenue

The Organization received approximately 52% of its funding from two funders (39% and 13%).

Accounts and Grants Receivable

The Organization’s accounts and grants receivable have a concentration of credit risk at June 30, 2023, as 81% is due from one funder.

**CORO NORTHERN CALIFORNIA**  
**NOTES TO FINANCIAL STATEMENTS**  
**YEAR ENDED JUNE 30, 2023**

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**NOTE D – ACCOUNTS AND GRANTS RECEIVABLE**

At June 30, 2023, accounts and grants receivable are expected to be received as follows:

|                            |                     |
|----------------------------|---------------------|
| <u>Due within one year</u> |                     |
| Accounts receivable        | \$ 399,067          |
| Grants receivable          | <u>2,247,990</u>    |
| Total receivables          | <u>\$ 2,647,057</u> |

The long-term receivables have not been discounted to the present value. The Organization determined the amount would not be material to these financial statements taken as a whole.

**NOTE E – INVESTMENTS**

The Organization's investments, measured for fair value on a recurring basis, based on their Level 1 fair value hierarchy at June 30, 2023, are comprised of the following:

|                                 |                     |
|---------------------------------|---------------------|
| Cash held in investment account | \$1,482,290         |
| Bond funds                      | 12,163              |
| Equity funds                    | 114,055             |
| Exchange traded funds           | <u>130,601</u>      |
| Total investments               | <u>\$ 1,739,109</u> |

Investment activity for the year ended June 30, 2023 is as follows:

|  |                     |
|--|---------------------|
| Investments, beginning of year         | \$ 244,611          |
| Deposits, additions, and reinvestments | 2,716,488           |
| Withdrawals                            | (1,268,205)         |
| Interest and dividends                 | 28,575              |
| Fees                                   | (16,463)            |
| Unrealized gain on investment          | <u>34,103</u>       |
| Investments, end of year               | <u>\$ 1,739,109</u> |

**CORO NORTHERN CALIFORNIA**  
NOTES TO FINANCIAL STATEMENTS  
YEAR ENDED JUNE 30, 2023

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**NOTE F – PROPERTY AND EQUIPMENT**

At June 30, 2023, property and equipment is comprised of the following:

|                                |                  |
|--------------------------------|------------------|
| Leasehold improvements         | \$ 22,517        |
| Computers and equipment        | 15,296           |
| Less: accumulated depreciation | <u>(3,314)</u>   |
| Property and equipment, net    | <u>\$ 34,499</u> |

Depreciation expense for the year ended June 30, 2023 was \$3,059.

**NOTE G – EMPLOYEE RETIREMENT PLANS AND ACCRUED PTO**

The Organization's exempt full-time employees are entitled to unlimited paid time off (PTO). The amount of PTO liability at June 30, 2023 could not be determined and is thus not reflected in the accompanying financial statements. PTO is accounted for in the period it is used.

During the year ended June 30, 2022, the Organization began offering paid time off to its Fellows. At June 30, 2023, the Organization had accrued \$51,565 for accrued PTO liability.

The Organization offers the opportunity for regular employees to participate in a sponsored 403(b) plan. The Organization matches employee and fellow contributions up to a maximum of 5% and 3%, respectively, of their annual salary after completion of one year of service. The Organization contributed \$62,510 for the year ended June 30, 2023.

**NOTE H – LEASES AND COMMITMENTS**

The Organization leased spaces on a month-to-month basis at a combined rate of approximately \$10,200 per month during the year ended June 30, 2023. The leases are not considered operating leases under ASU 842 and are thus treated as short term leases.

Lease expense, as included in occupancy in the accompanying statement of functional expenses, includes the following for the year ended June 30, 2023:

|                          |                  |
|--------------------------|------------------|
| Short term lease expense | <u>\$ 92,760</u> |
| Total lease expense      | <u>\$ 92,760</u> |

During the year ended June 30, 2023, the Organization entered into a lease for office space, under a non-cancellable lease, in San Francisco, California, with commencement beginning July 1, 2023. The lease extends through August 2028 at a rate of approximately \$9,300 per month with an annual 3% increase.

**CORO NORTHERN CALIFORNIA**  
**NOTES TO FINANCIAL STATEMENTS**  
**YEAR ENDED JUNE 30, 2023**

**NOTE H – LEASES AND COMMITMENTS (Continued)**

Future minimum commitments under the lease that will commence July 1, 2023 is as follows:

| <u>Year Ended June 30, 2023</u> | <u>Future<br/>Commitments</u> |
|---------------------------------|-------------------------------|
| 2024                            | \$ 92,729                     |
| 2025                            | 114,878                       |
| 2026                            | 118,215                       |
| 2027                            | 121,653                       |
| 2028                            | 125,193                       |
| 2029                            | 20,866                        |
| Total future minimum payments   | <u>\$ 593,533</u>             |

**NOTE I – UNEARNED REVENUE AND GRANT ADVANCES**

The following table provides information about significant changes in unearned revenue and grant advances for the year ended June 30, 2023:

|                | <u>Balance at<br/>12/31/2021</u> | <u>Revenue<br/>Recognized</u> | <u>Deferred<br/>for future</u> | <u>Balance at<br/>12/31/2022</u> |
|----------------|----------------------------------|-------------------------------|--------------------------------|----------------------------------|
| UC fees        | \$ 32,486                        | (\$ 32,486)                   | \$ 54,600                      | \$ 54,600                        |
| Grant advances | 1,242,606                        | (696,112)                     | -                              | 546,494                          |
| Total          | <u>\$ 1,275,092</u>              | <u>(\$ 728,598)</u>           | <u>\$ 54,600</u>               | <u>\$ 601,094</u>                |

**NOTE J – NET ASSETS WITH DONOR RESTRICTIONS**

The Organization had the following activity in net assets with donor restrictions for the year ended June 30, 2023:

| <u>Nature of Restriction</u> | <u>6/30/2022</u>  | <u>Awards</u>      | <u>Releases</u>     | <u>6/30/2023</u>    |
|------------------------------|-------------------|--------------------|---------------------|---------------------|
| Purpose restricted:          |                   |                    |                     |                     |
| Endowment                    | \$ 245,000        | \$ -               | \$ -                | \$ 245,000          |
| Scholarship                  | 25,446            | 19,124             | (30,000)            | 14,570              |
| Fellows                      | 294,250           | -                  | (294,250)           | -                   |
| Workforce                    | 150,230           | -                  | (150,230)           | -                   |
| Public Affairs Fellowship    | 129,780           | -                  | -                   | 129,780             |
| Youth engagement             | -                 | 50,000             | -                   | 50,000              |
| WSN                          | -                 | 500,000            | (6,936)             | 493,064             |
| Affordable Housing Fellow.   | -                 | 2,148,661          | (18,443)            | 2,130,218           |
| Total                        | <u>\$ 844,706</u> | <u>\$2,717,785</u> | <u>(\$ 499,859)</u> | <u>\$ 3,062,632</u> |

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**NOTE K – LIQUIDITY AND AVAILABILITY**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

|  |                            |
|--|----------------------------|
| Cash and cash equivalents  | \$ 511,236                 |
| Investments  | 1,739,109                  |
| Accounts and grants receivable   | 2,647,057                  |
| Total financial assets   | <u>4,897,402</u>           |
| Less: Net assets with purpose restrictions to be met in one year                       | <u>(3,062,632)</u>         |
| Financial assets available to meet cash needs for general expenditures within one year | <u><u>\$ 1,834,770</u></u> |

As part of the Organization’s liquidity management, the Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

**NOTE L – ENDOWMENT**

The Board of Directors has determined it holds assets which meet the definition of endowment funds under the California Uniform Prudent Management of Institutional Funds Act (“UPMIFA”). As a result of this interpretation, the corpus of funds subject to UPMIFA is classified as with donor restrictions. The corpus represents the fair value of the original gifts as of the gift date, and all subsequent gifts where the donor has indicated the gift be retained permanently. The value of assets in excess of original gifts in donor-restricted endowment funds are classified as net assets with donor restrictions until appropriated for expenditures by the Organization.

In Accordance with UPMIFA, the Organization considers the following factors in making a determination as to the appropriation of assets for expenditures:

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

From time to time, certain donor-restricted endowment funds may have fair values less than the amount required to be maintained by donors or by law (underwater endowments). The Organization has interpreted UPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. At June 30, 2023, there were no underwater endowment funds.



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**NOTE L – ENDOWMENT (Continued)**

The Organization has an endowment with funds held in perpetuity as follows:

|   |                          |
|---|--------------------------|
| Pacelli, Veneman, and Luchetta funds (Scholarships) | \$ 105,000               |
| Ross and Guggenheim funds (General Operations)      | <u>140,000</u>           |
| Total endowment                                     | <u><u>\$ 245,000</u></u> |

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to operations and programs supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Under this policy, the endowment assets are invested in a well-diversified (balanced) asset mix including both equity and debt securities. The investment policy identifies acceptable levels of risk and rate of return objectives for the endowment funds. Currently, assets are invested in a manner that is intended to produce moderate income while assuming a low level of risk. The Organization expects the endowment funds, over time, to yield an average rate of return of that is consistent with market standards for its types of investment. Actual returns in any given year may vary.

To satisfy long-term rate of return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified assets allocation plan within prudent risk constraints.

**NOTE M – FISCAL SPONSORSHIP**

The Organization provides fiscal sponsorship and organizational services to Water Solutions Network, which engage in activities that are consistent with the Organization's mission. The Organization has variance power over the fiscal sponsorship contributions or grants it receives, therefore, such funds received are recognized as net assets with donor restrictions. Any expenses incurred for the fiscal sponsorship programs are also recognized by the Organization, at which time the corresponding net assets are released from restriction. From time to time, projects will obtain their own 501(c)(3) status, at which point the fiscal sponsorship program for the respective project will be terminated. For the year ended June 30, 2023, the Organization recognized \$41,718 in fiscal sponsorship service fee revenue.

**NOTE N – SUBSEQUENT EVENTS**

Management has evaluated subsequent events for recognition and disclosure through March 25, 2024, the date the financial statements were available to be issued. Management concluded that no material subsequent events have occurred since June 30, 2023 that required recognition or disclosure in the financial statements.