



SAN MARCOS COMMUNITY FOUNDATION BOARD MEETING AGENDA

Tuesday, August 15, 2023 – 6:00 PM

San Marcos Room – 2nd Floor

Cell Phones: As a courtesy to others, please silence your cell phone or pager during the meeting and engage in conversations outside the meeting room.

Americans with Disabilities Act: If you need special assistance to participate in this meeting, please contact the Board Secretary at (760) 744-1050, ext. 3137. Notification 48 hours in advance will enable the City to make reasonable arrangements to ensure accessibility to this meeting. Assisted listening devices are available for the hearing impaired. Please see the Board Secretary if you wish to use this device.

Public Comment: If you wish to address the Board on any agenda item, please complete a “Request to Speak” form. Be sure to indicate which item number you wish to address. Comments are limited to FIVE minutes.

The Oral Communication segment of the agenda is for the purpose of allowing the public to address the Board on any matter NOT listed on the agenda. The Board is prohibited by state law from taking action on items NOT listed on the Agenda. However, they may refer the matter to staff for a future report and recommendation. If you wish to speak under “Oral Communications,” please complete a “Request to Speak” form as noted above.

Meeting Schedule: Regular San Marcos Community Foundation Board meetings are generally held on the third Tuesday in the month of February, May, August and November. The Agenda's are posted on the City website at: www.san-marcos.net.

Agendas: Agenda packets are available for public inspection 72 hours prior to scheduled meetings at the Administration Department located on the second floor of City Hall, 1 Civic Center Drive, San Marcos, during normal business hours. Any agenda-related writings or documents provided to a majority of the San Marcos Community Foundation after distribution of the agenda packet are available for public inspection at the same time at the Administration Department.

CALL TO ORDER

ROLL CALL

CONSENT CALENDAR

1. **WAIVER OF TEXT** - This item is to waive the reading of all text of all Resolutions and Policies adopted at this meeting. Resolutions and Policies shall be adopted by title.

Recommendation: **WAIVE**

2. **APPROVAL OF MINUTES** - SMCF Board Meeting of May 16, 2023; and SMCF GFC Meetings of July 12, 2023 and August 9, 2023.

Recommendation: **CONSIDER/APPROVE**

NEW BUSINESS

3. **PRESIDENT'S REPORT**

- a. SMCF Advisory Board Update



SMCF BOARD MEETING AGENDA
August 15, 2023
Page 2 of 2

- b. Consideration of attendance at grantee events and activities of our memberships
- c. Grantee Communication
- d. JCF Grant Processing Update

Recommendation: **DISCUSSION AND DIRECTION**

4. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- a. Grant Funding Update – Fiscal Year 2023/2024
- b. Summer Funding Recommendation Worksheet
- c. Resolution No. 2023-32 – Summer Quarter Grants

Recommendation: **CONSIDER/APPROVE**

5. STRATEGIC PLANNING UPDATE AND REVIEW

Update & Approval

Recommendation: **CONSIDER/APPROVE**

ITEMS FOR THE GOOD OF THE ORDER

6. MISCELLANEOUS

Selection of next quarter's Grant Funding Subcommittee

7. ADJOURNMENT

AFFIDAVIT OF POSTING

STATE OF CALIFORNIA)
COUNTY OF SAN DIEGO) ss.
CITY OF SAN MARCOS)

I, Phil Scollick, hereby certify that I caused the posting of this Agenda in the glass display case at the north entrance of City Hall and on the City website on Friday, August 11, 2023, prior to 5:30 pm.



Phil Scollick, Recording Secretary



4950 Murphy Canyon Road, San Diego, CA 92123
(858) 279-2740 | finance@jcfsandiego.org | www.jcfsandiego.org

DATE: August 10, 2023

DELIVER TO: Phillip Scollick

Email: PScollick@san-marcos.net; cityclerk@san-marcos.net;
accounting@san-marcos.net;

FROM: JCF Finance Department

OF PAGES: 3, including cover

SUBJECT: *San Marcos Community Foundation (SANM) and
S.M. Community Found – Now & Forever (SANMA)*

MESSAGE: Fund Activity Reports for July 2023

If you have any questions, please feel free to contact us at finance@jcfsandiego.org.

San Marcos Community Foundation		Beginning Balance:	1,237,558.35
Apply Date	Descr.	Expense/DR	Income/CR
07/31/2023	Dividends	0.00	1,764.41
07/31/2023	Realized Gain	0.00	636.07
07/31/2023	Unrealized Gain	0.00	11,052.20
07/31/2023	Unrealized Gain	0.00	9,985.41
07/31/2023	Custodian Fee	61.88	0.00
07/31/2023	Consultant Fee	131.96	0.00
07/31/2023	Foundation Fee	463.45	0.00
		657.29	23,438.09
San Marcos Community Foundation		Ending Balance:	1,260,339.15

S.M. Community Found - Now & Forever		Beginning Balance:	6,222.33
Apply Date	Descr.	Expense/DR	Income/CR
07/31/2023	Dividends	0.00	13.26
07/31/2023	Realized Gain	0.00	0.57
07/31/2023	Unrealized Gain	0.00	114.47
07/31/2023	Custodian Fee	0.31	0.00
07/31/2023	Consultant Fee	0.72	0.00
07/31/2023	Foundation Fee	2.31	0.00
		3.34	128.30
S.M. Community Found - Now & Forever		Ending Balance:	6,347.29



San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA 92069-2949

FUND STATEMENT

**San Marcos Community Foundation Fund
For the Quarter Ending 6/30/2023**

Jewish Community Foundation provides statements upon request. Log in to JCFCConnect to get access to your fund's up-to-date balance information and view your historical activity.

Please contact us at (858) 279-2740 or jcfconnect@jcfsandiego.org for more information.



4950 Murphy Canyon Road
San Diego, CA 92123
(858) 279-2740 tel
(858) 279-6105 fax
www.jcfsandiego.org

San Marcos Community Foundation Fund
Fund ID: Sanm
For the Quarter Ending 6/30/2023

How To Read This Fund Statement

Enclosed please find the statement for the ***San Marcos Community Foundation Fund*** of the Jewish Community Foundation. To help you navigate through this statement, below please find a few definitions.

Assets and Liabilities

Outlines the financial position of the Fund as of the statement date. This section details total assets (how your fund is invested) as well as outstanding liabilities, if any. New contributions to your fund may be held temporarily in one of the Foundation's operating accounts (displayed as "US Bank Gifts" or "US Bank Grants"). Items in Transit, if any, represent uncollected fees.

Fund Activity Summary

Recounts quarter-to-date and year-to-date activity for the Fund, including contributions, income, grants and expenses.

Definitions In This Section:

Contributions

- **Gifts / Additions:** Contributions to the Fund.
- **Transfers In:** Transfers from another Fund administered by the Foundation.

Investment Activity

- **Interests & Dividends:** Income from the investments of the Fund.
- **Realized Gains (Losses):** The difference between the value of the asset on the date it is gifted to the Foundation and the fair market value on the date an asset is sold.
- **Unrealized Gains (Losses):** Changes in the value of the Fund related to investments.
- **Investment Expenses:** Costs related to the sale of an asset, such as brokerage fees and commissions, and consultant and custodian fees for Funds invested in the pools.

Disbursements

- **Grants:** Distributions to charitable organizations from the Fund.
- **Transfers Out:** Transfers to another Fund administered by the Foundation.
- **Foundation Support:** The Foundation's fee for administering the Fund which supports operations and programs for the community.

Please know how very honored the Foundation is to assist you. If you have any questions regarding your statement, please call us at (858) 279-2740. Thank you for your support.



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San Marcos Community Foundation Fund
Fund ID: Sanm
For the Quarter Ending 6/30/2023

ASSETS AND LIABILITIES

Market Value as of 06/30/2023

Cash	\$	1,141.60
Long Term Pool		618,455.59
Endowment Pool		617,961.16

Total Assets	\$	1,237,558.35

Liabilities and Fund Balance

Fund Balance	\$	1,237,558.35

Total Liabilities and Fund Balance	\$	1,237,558.35



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San Marcos Community Foundation Fund
Fund ID: Sanm
For the Quarter Ending 6/30/2023

FUND ACTIVITY SUMMARY

	Current Period	Year-To-Date
	<u>04/01/2023 - 06/30/2023</u>	<u>07/01/2022 - 06/30/2023</u>
BEGINNING FUND BALANCE	\$ 1,225,707.15	\$ 1,364,738.97
Contributions		
Additions	\$ 0.00	\$ 0.00
Total Contributions	<u>\$ 0.00</u>	<u>\$ 0.00</u>
Investment Activity		
Interest & Dividends	\$ 3,092.70	\$ 33,375.55
Realized Gains (Losses)	5,764.75	50,832.44
Unrealized Gains (Losses)	29,115.51	37,264.57
Investment Expenses	(642.23)	(3,491.69)
Total Investment Activity	<u>\$ 37,330.73</u>	<u>\$ 117,980.87</u>
Disbursements		
Custodial Withdrawals	(24,095.94)	(239,349.00)
Foundation Support	(1,383.59)	(5,812.49)
Total Disbursements	<u>\$ (25,479.53)</u>	<u>\$ (245,161.49)</u>
Net Change	11,851.20	(127,180.62)
ENDING FUND BALANCE	<u><u>\$ 1,237,558.35</u></u>	<u><u>\$ 1,237,558.35</u></u>



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San Marcos Community Foundation Fund
Fund ID: Sanm
For the Quarter Ending 6/30/2023

FUND ACTIVITY DETAIL

Custodial Withdrawals

06/07/2023	San Marcos Community Foundation	\$	24,095.94
	Total Custodial Withdrawals	\$	<u>24,095.94</u>

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San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA 92069-2949

FUND STATEMENT

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For the Quarter Ending 6/30/2023**

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S.M. Community Found - Now & Forever Fund
Fund ID: Sanma
For the Quarter Ending 6/30/2023

How To Read This Fund Statement

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- **Grants:** Distributions to charitable organizations from the Fund.
- **Transfers Out:** Transfers to another Fund administered by the Foundation.
- **Foundation Support:** The Foundation's fee for administering the Fund which supports operations and programs for the community.

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S.M. Community Found - Now & Forever Fund
Fund ID: Sanma
For the Quarter Ending 6/30/2023

ASSETS AND LIABILITIES

Market Value as of 06/30/2023

Cash	\$	6.95
Long Term Pool		6,215.38
Total Assets	\$	6,222.33

Liabilities and Fund Balance

Fund Balance	\$	6,222.33
Total Liabilities and Fund Balance	\$	6,222.33



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S.M. Community Found - Now & Forever Fund
Fund ID: Sanma
For the Quarter Ending 6/30/2023

FUND ACTIVITY SUMMARY

	Current Period 04/01/2023 - 06/30/2023	Year-To-Date 07/01/2022 - 06/30/2023
BEGINNING FUND BALANCE	\$ 6,028.85	\$ 5,661.22
Contributions		
Additions	\$ 0.00	\$ 0.00
Total Contributions	\$ 0.00	\$ 0.00
Investment Activity		
Interest & Dividends	\$ 21.79	\$ 168.97
Realized Gains (Losses)	1.46	4.63
Unrealized Gains (Losses)	180.41	428.84
Investment Expenses	(3.38)	(15.89)
Total Investment Activity	\$ 200.28	\$ 586.55
Disbursements		
Foundation Support	(6.80)	(25.44)
Total Disbursements	\$ (6.80)	\$ (25.44)
Net Change	193.48	561.11
ENDING FUND BALANCE	<u><u>\$ 6,222.33</u></u>	<u><u>\$ 6,222.33</u></u>



MINUTES

SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE MEETING

Wednesday, July 12, 2023

San Marcos Room – 2nd Floor

CALL TO ORDER

Board Vice President Gendel called the meeting to order at 6:00 p.m.

ROLL CALL:

PRESENT: BOARD MEMBERS: GENDEL, HARDESTY, HO
ABSENT: BOARD MEMBERS: SAVOVIC

NEW BUSINESS

1. **MINI GRANT APPLICATION PROPOSALS** – There are two (2) applications for consideration from non-profit organization requesting Foundation funds.
2. **REGULAR GRANT APPLICATION PROPOSALS**– Consider twelve (12) proposals from non-profit organizations requesting Foundation funds.

	Nonprofit	Program	# San Marcos Residents Served	Request
1	Casa de Amparo	Transitional Preparation Program Support	16	\$ 1,500
2	I Love a Clean San Diego	Coastal Cleanup Day	94,926	\$ 1,500
3	Big Brothers Big Sisters SD	Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program	7	\$ 5,000
4	Voices for Children	Court Appointed Special Advocate (CASA) Program	15	\$ 2,500
5	First Gen Scholars	FGS-San Marcos	40	\$ 10,000
6	Healing To You	Mobile Medical and Mental Health Services for Children and Adults Living in Domestic Violence Shelters, San Diego County	1,200	\$ 10,000
7	Kids College	/Fortissimo Orchestral Music Program	150	\$ 10,000
8	Just in Time for Foster Youth	College Bound	7	\$ 5,000
9	Palomar College Foundation	Comets Affordable Learning Materials (CALM) Program	2,500	\$ 5,200
10	Mama's Kitchen	Medically Tailored Meal Service	60	\$ 5,000
11	Pedal Ahead	Pedal Ahead Program	5	\$ 10,000
12	TERI, Inc	Performing Arts and Fine Arts Programs	150	\$ 7,500



13	Honor Flight San Diego	Experiences of a Lifetime for San Marcos Veterans	4	\$ 9,599
14	Meals on Wheels	CSUSM Social Work Intern Stipend	1	\$ 10,000

THE BOARD REVIEWED THE APPLICATIONS AND DISCUSSED GRANT APROPRIATIONS AND APPROVED FUNDING RECOMMENDATIONS TO THE BOARD.

ORAL COMMUNICATIONS – No requests to speak.

ITEMS FOR THE GOOD OF THE ORDER

NEXT MEETING DATE – The next meeting of the SMCF Grant Funding Committee is scheduled for Wednesday, August 9, 2023.

ADJOURNMENT

THE BOARD BY CONSENSUS ADJOURNED THE MEETING AT 7:07 PM.

Colleen Lukoff, Board President

ATTEST:

Phillip Scollick, Recording Secretary



MINUTES

SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE MEETING

Wednesday, August 9, 2023

San Marcos Room – 2nd Floor

CALL TO ORDER

Board Vice President Gendel called the meeting to order at 6:00 p.m.

ROLL CALL:

PRESENT: BOARD MEMBERS: GENDEL, HARDESTY, SAVOVIC
ABSENT: BOARD MEMBERS: NONE

NEW BUSINESS

- 1. MINI GRANT APPLICATION PROPOSALS – There are two (2) applications for consideration from non-profit organization requesting Foundation funds.**
- 2. REGULAR GRANT APPLICATION PROPOSALS– Consider twelve (12) proposals from non-profit organizations requesting Foundation funds.**

	Nonprofit	Program	# San Marcos Residents Served	Request
1	Casa de Amparo	Transitional Preparation Program Support	16	\$ 1,500
2	I Love a Clean San Diego	Coastal Cleanup Day	94,926	\$ 1,500
3	Big Brothers Big Sisters SD	Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program	7	\$ 5,000
4	Voices for Children	Court Appointed Special Advocate (CASA) Program	15	\$ 2,500
5	First Gen Scholars	FGS-San Marcos	40	\$ 10,000
6	Healing To You	Mobile Medical and Mental Health Services for Children and Adults Living in Domestic Violence Shelters, San Diego County	1,200	\$ 10,000
7	Kids College	/Fortissimo Orchestral Music Program	150	\$ 10,000
8	Just in Time for Foster Youth	College Bound	7	\$ 5,000
9	Palomar College Foundation	Comets Affordable Learning Materials (CALM) Program	2,500	\$ 5,200
10	Mama's Kitchen	Medically Tailored Meal Service	60	\$ 5,000
11	Pedal Ahead	Pedal Ahead Program	5	\$ 10,000
12	TERI, Inc	Performing Arts and Fine Arts Programs	150	\$ 7,500



13	Honor Flight San Diego	Experiences of a Lifetime for San Marcos Veterans	4	\$ 9,599
14	Meals on Wheels	CSUSM Social Work Intern Stipend	1	\$ 10,000

THE BOARD REVIEWED THE APPLICATIONS AND DISCUSSED GRANT APROPRIATIONS AND APPROVED FUNDING RECOMMENDATIONS TO THE BOARD.

ORAL COMMUNICATIONS – No requests to speak.

ITEMS FOR THE GOOD OF THE ORDER

NEXT MEETING DATE – The next meeting of the SMCF Board is scheduled for Tuesday, August 15, 2023.

ADJOURNMENT

THE BOARD BY CONSENSUS ADJOURNED THE MEETING AT 7:07 PM.

Colleen Lukoff, Board President

ATTEST:

Phillip Scollick, Recording Secretary



MINUTES

REGULAR MEETING OF THE SAN MARCOS COMMUNITY FOUNDATION BOARD

Tuesday, May 16, 2023

San Marcos Room – 2nd Floor

CALL TO ORDER: Board President Lukoff called the meeting to order at 6:02 p.m.

ROLL CALL:

PRESENT: BOARD MEMBERS: HARDESTY, MENDOZA, SAVOVIC, GREVING, GENDEL, LUKOFF
ABSENT: BOARD MEMBERS: NONE

ALSO PRESENT: Board Secretary Phil Scollick.

CONSENT CALENDAR

1. **WAIVER OF TEXT** – Waived
2. **APPROVAL OF MINUTES** - SMCF Board Meeting of February 21, 2023; and SMCF GFC Meetings of April 12, 2023 and May 10, 2023.

MOVED BY BOARDMEMBER GENDEL, SECONDED BY BOARDMEMBER MENDOZA TO APPROVE THE MINUTES.

AYES: BOARD MEMBERS: HARDESTY, MENDOZA, SAVOVIC, GREVING, GENDEL, LUKOFF
NOES: BOARD MEMBERS: NONE
ABSENT: BOARD MEMBERS: NONE

ORAL COMMUNICATIONS –
None

NEW BUSINESS

3. **PRESIDENT'S REPORT**
 - a. SMCF Advisory Board Update
 - b. Consideration of attendance at grantee events and activities of our memberships
 - c. COVID-19 Nonprofit Community Grant Program Update
4. **SMCF DONATION AND GRANT PAYMENT PROCESSING BY JEWISH COMMUNITY FOUNDATION**



Resolution No. 2023-30 – Donation acceptance and grant payment processing to be administered by the Jewish Community Foundation.

MOVED BY BOARDMEMBER LUKOFF, SECONDED BY BOARDMEMBER GREVING TO APPROVE RESOLUTION NO. 2023-30.

AYES:	BOARD MEMBERS: HARDESTY, MENDOZA, SAVOVIC, GREVING, GENDEL, LUKOFF
NOES:	BOARD MEMBERS: NONE
ABSENT:	BOARD MEMBERS: NONE

5. SMCF GRANT FUNDING COMMITTEE RECOMMENDATION

Quarterly Funding Recommendation to the SMCF Board for Deliberation.

- a. Grant Funding Update – Fiscal Year 2022/2023
- b. Spring Funding Recommendation Worksheet
- c. Resolution No. 2023-31 – Spring Quarter Grants

MOVED BY BOARDMEMBER HARDESTY, SECONDED BY BOARDMEMBER GENDEL TO APPROVE RESOLUTION NO. 2023-31.

AYES:	BOARD MEMBERS: HARDESTY, MENDOZA, SAVOVIC, GREVING, GENDEL, LUKOFF
NOES:	BOARD MEMBERS: NONE
ABSENT:	BOARD MEMBERS: NONE

6. STRATEGIC PLANNING & CSUSM SENIOR EXPERIENCE PROJECT

Overview and Update – Boardmembers Carol Gendel and Colleen Lukoff

ITEMS FOR THE GOOD OF THE ORDER

7. MISCELLANEOUS

Select Boardmembers Gendel, Savovic, and Hardesty for next quarter's Grant Funding Subcommittee.

8. ADJOURNMENT

BY CONSENSUS THE BOARD ADJOURNED THE MEETING.

Meeting adjourned at 7:42 p.m.

Colleen Lukoff, Board President

ATTEST:

Phillip Scollick, Recording Secretary

SUMMER Quarter Grant Requests 2023-24

Asset Balance on 7/1/2023: \$ 1,237,558
 Total Available for Distribution for FY 2023-24: \$ 61,878 \$ 49,502
 Total FY 2023-24 Distributions Year to Date: \$ -
 Total Funds Available for Quarter if Awarding Grants at 4% of Assets: \$ 12,375
 Total Funds Available for Quarter if Awarding Grants at 5% of Assets: \$ 15,469

Nonprofit	Program	# San Marcos Residents Served	Summary	Lead	Request	Recommend	Approved
			Mini-grants				
Casa de Amparo	Transitional Preparation Program Support	16	To support 16-18 year olds on the Casa Kids Campus including housing, therapeutic services, independent living skills development and recreational activities.		\$ 1,500	\$ 1,500	
I Love a Clean San Diego	Coastal Cleanup Day	94,926	To support the annual Coastal Cleanup Day benefiting the region, helping to keep county watersheds clean and diverting hundreds of thousands of pounds of litter from entering the Pacific Ocean.	Mike	\$ 1,500	\$ 1,500	
			Regular-grants				
Big Brothers Big Sisters SD	Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program	7	To support mentoring program matching caring adult volunteers (Bigs) with children (Littles), ages 7-18 (transitional support to age 21), nurturing them through long-term relationships. Matches meet independently 2-4x/month for an outing together.	Jenn	\$ 5,000	\$ 1,000	
Voices for Children	Court Appointed Special Advocate (CASA) Program	21	To support training and supervision of volunteers partnered with youth in foster care. Court Appointed Special Advocate (CASA) volunteers are legally empowered to advocate for a child and their care.	Jenn	\$ 2,500	\$ 1,500	
First Gen Scholars	FGS-San Marcos	40	To support program expansion to San Marcos High School first-generation and low-income students as they seek to acquire scholarships and admission to highly competitive colleges. Partnering with San Marcos Promise, providing staffing, guidance, mentorship, curriculum materials, and workshops.	Carol	\$ 10,000	\$ 1,500	

Healing To You	Mobile Medical and Mental Health Services for Children and Adults Living in Domestic Violence Shelters, San Diego County	300	To support an Outreach coordinator who will collaborate with domestic violence shelters and healthcare partners to identify gaps in healthcare access and develop solutions. Founded 2022.	Jenn	\$ 10,000	\$ -	
Kids College	Fortissimo Orchestral Music Program	150	To support music instructors for orchestral teaching at low-income schools, in partnership with the San Marcos Unified School District as endorsed by the District Superintendent.	Jenn	\$ 10,000	\$ 1,500	
Just in Time for Foster Youth	College Bound	7	To support college bound former foster youth, many of whom attend Cal State San Marcos, resulting in 77% graduation rate on average.	Mike	\$ 5,000	\$ 1,500	
Palomar College Foundation	Comets Affordable Learning Materials (CALM) Program	2,500	To reward professors who migrate their textbook use to zero textbook cost (ZTC) and low textbook cost (LTC), saving students money.	Mike	\$ 5,200	\$ 1,000	
Mama's Kitchen	Medically Tailored Meal Service	60	To provide medically tailored meals to San Marcos residents and their dependent children, who are at risk of malnutrition due to HIV, cancer, type 2 diabetes, congestive heart failure, or chronic kidney disease.	Carol	\$ 5,000	\$ 1,000	
Pedal Ahead	Pedal Ahead Program	5	To support 5 low-income residents in their use of commuting with e-bikes, and an opportunity to own them after 2 years of use meeting criterion.	Mike	\$ 10,000	\$ 1,000	
TERI, Inc	Performing Arts and Fine Arts Programs	150	To expand access to performing and fine arts for those with autism and neurodiverse disabilities, using adaptive arts curriculums customized to each individual's personal progress.	Carol	\$ 7,500	\$ 1,000	
Honor Flight San Diego	Experiences of a Lifetime for San Marcos Veterans	4	To support four San Marcos veterans on their "Tour of Honor", aided by volunteer Guardians providing 1:1 support. Trip to and from Washington D.C. area memorials including the Changing of the Guard at Arlington National Cemetery, the WWII Memorial, the Korean War Memorial, the Vietnam Veterans War Memorial, and the Marine Corp Memorial.	Mike	\$ 9,599	\$ 1,000	
WITHDRAWN Meals on Wheels	CSUSM Social Work Intern Stipend	1	To compensate one intern for a 30-week school semester at \$20 per hour for a total of 480 hours. Tasks include delivering meals, processing new client intakes, and maintaining the client meal service database.	Carol	\$ 10,000	N/A	N/A
					\$ 92,799	\$ 15,000	\$ -



Joseph & Lenka Finci
Jewish Community Building
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July 5, 2023

Chair
Graeme Gabriel

Vice Chair
Alan Viterbi

Treasurer
Ron Friedman

Secretary
Steve Hochberg

General Counsel
Lawrence Sherman

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Tina Beranbaum
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Theresa Dupuis
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Jack Maizel
Craig Misrach
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Allan Saltz
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Karen Foster Silberman
Nancy Spector
Kevin Wechter

Immediate Past Chair
Janet Acheatel

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Jack Schuster
Andrew Viterbi
Edgar Berner
Sheila Potiker*
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Emily Einhorn
Jeff Silberman
Jane Scher
Sydney Selati*
Leo Spiegel
Janet Acheatel
**of blessed memory*

President and
Chief Executive Officer
Miriam and Jerome Katzin
Presidential Chair
Beth Sirull

San Marcos Community Foundation
City of San Marcos
1 Civic Center Drive
San Marcos, CA 92069

Dear Phil,

Enclosed please find the Summer 2023 grants package, containing full applications for the San Marcos Community Foundation grant opportunity. The applicants include:

Big Brothers Big Sisters of San Diego County
Casa de Amparo
First Gen Scholars
Healing to You
Honor Flight San Diego
I Love A Clean San Diego
Just in Time for Foster Youth
Kids College
Mama's Kitchen
Palomar College Foundation
Pedal Ahead
Teri, Inc.
Voices for Children
Meals on Wheels

Jessica Ludwig
Grants Officer

Best wishes,



June 27, 2023

San Marcos Community Foundation
C/O Jewish Community Foundation San Diego
4950 Murphy Canyon Road
San Diego, CA 92123

Dear Members of the San Marcos Community Foundation,

Big Brothers Big Sisters of San Diego County (BBBS San Diego) greatly appreciates the opportunity to present our enclosed grant request to support our project, Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program. With a distinguished 62-year history of serving vulnerable youth throughout San Diego, we use an empirically based mentoring program that has shown to have extensive positive results for each child, impacting academic performance and school engagement, mindset and behaviors, relationship skills and social capital, economic mobility, and overall wellbeing. These benefits can change the trajectory for a youth who – by way of social determinants, circumstances, and risk factors – may be statistically more likely to have negative outcomes as a young adult. Instead, the personal relationship and individual support gained from their caring mentor can create an entirely new paradigm for this child and those around them.

We are most grateful for the support you contributed towards our program in 2022, and it is our sincerest hope that the information we have shared through our application this year may inspire you to continue your investment to our organization. I wholeheartedly support the submission of this grant request and truly appreciate your review and consideration. Please do not hesitate to reach me by phone at 619-504-1579 or email at TinaR@sdbigs.org if there are any questions or anything I can do for you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tina Rose', written in a cursive style.

Tina Rose
Chief Executive Officer

Title	Big Brothers Big Sisters of San Diego County – Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program	06/27/2023
	by Tina Rose in San Marcos Community Foundation	id. 41252325
	4305 University Avenue Suite 300 San Diego, California 92105-1699 United States 858-536-4900 tinar@sdbigs.org	

Original Submission	06/27/2023

General Project Information	
Please enter your organization's name and project name.	Big Brothers Big Sisters of San Diego County – Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)
Project Name	Improving Health and Well-being for San Marcos Youth Through Proven Mentoring Program
Project Start Date	1/1/2023
Project End Date	12/31/2023
Date by Which Funds Will Be Expended:	12/31/2023
Total Number of People Served by this Project	680.0

Total Number of People Served by this Project in San Marcos Only	7.0
Grant Amount Requested	5000.0
Organization Details	
Organization Name	Big Brothers Big Sisters of San Diego County
Organization Street Address	4305 University Avenue, Suite 590
Organization City	San Diego
Organization State	CA
Organization Zip Code	92105
Organization Website	http://www.sdbigs.org
Organization's EIN	95-2151526 200 Big Brothers Big Sisters of San Diego County, Inc. 432643c1-0771-4d1b-99ee-d16dd1a3579a 4305 University Avenue, Suite 590 San Diego CA 92105 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 12/12/2022 12:00:00 AM 3/6/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi) 2/14/2023 12:00:00 AM 1961 06
Contact Information	
Contact First Name	Tina
Contact Last Name	Rose
Contact Title	Chief Executive Officer

Contact Phone	+16195041579
Contact Email	TinaR@sdbigs.org
Project Details	
Briefly describe your request for funds.	Today, youth are struggling with serious issues such as learning loss from the pandemic, bullying, mental health problems, family dysfunction, domestic violence, gang exposure, and other traumatic events that negatively impact their health and wellbeing. Parents/caregivers often struggle to find the solution, often managing other stressors, and may not know where to find help. For children experiencing challenge and adversity, the close relationship with a mentor can be the difference between withdrawing, misdirecting negative emotions, and making poor decisions versus talking through negative emotions, feeling heard and understood, and leading their life with confidence. Our proven mentoring program matches caring adult volunteers (Bigs) with children (Littles), ages 7-18 (transitional support to age 21), nurturing them through long-term relationships. Matches meet independently 2-4x/month for an outing together (i.e., walk at park, getting lunch, playing sports) and remain engaged via phone, text, and email in the meantime. This intensive model requires contribution of each role in our 24-person team and volunteer force of 700+ each year. Your grant will support our professional program team in their dedicated work with at diverse and vulnerable population, as they provide comprehensive and individualized support to each mentor/youth Match, and their family.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	Third-party research on BBBS' mentoring model shows for Littles matched with Bigs, there are extensive positive results for the child, impacting academic performance and school engagement, mindset and behaviors, relationship skills and social capital, economic mobility, and overall well-being. These benefits can change the trajectory for a youth who may be statistically more likely to have negative outcomes as a young adult. Instead, the personal relationship with their caring mentor can create an entirely new paradigm for this child and those around them. Further, our program is one of the most impactful and cost-effective strategies to meet emerging community needs and combat pervasive societal issues – all without being limited by a specific geography or meeting location. Our unique one-to-one mentoring model provides each youth with individualized attention – both from staff and their Big – and preventative interventions to help them overcome difficult situations with resilience and confidence. We currently have five San Marcos Littles matched (one pending closure.) Our team is diligently working through our meticulous process to match the three youth who are waiting and in the final stage of “ready to be matched.” We anticipate serving seven at-promise San Marcos youth through this project.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

Our partnerships: 1) provide activities for Littles/Matches, 2) increase program referrals (such as One Safe Place in San Marcos), and 3) share referrals for youth/families to other resources.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

In 2022, your \$2,000 grant supported our mentoring program that served nine San Marcos youth. Funds were used for one of our Match Support Specialists who work directly with youth/mentors/families.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

The mission of Big Brothers Big Sisters is to create and support one-to-one mentoring relationships that ignite the power and promise of youth. Our vision is for all youth to achieve their full potential. With 62 years of local program execution, we know our strengths lie in the ability to intervene before crisis begins and when intervention is likely to succeed. BBBS' proven mentoring program addresses multiple social determinants – building character, improving academics, encouraging post-secondary education, increasing coping and resilience skills, boosting confidence, growing social capital, and demonstrating diversity and a respect for others – overall contributing to a new possibility where a young person can improve their life and positively influence those around them. Our organization has built a widespread and positive reputation within the San Diego community where the BBBS brand has become a trusted solution for helping at-risk youth, and the program model has become well-known for its unique approach yielding indisputably effective results. With the positive support system of their trusted Big and caring staff, youth begin to care more and become more hopeful for their future. Resilience and tenacity are reinforced as they move through challenge because they know they have someone in their corner. Our program team is intimately knowledgeable about each Little and family in their caseload and provides intensive support to help both youth and parents/caregivers overcome several obstacles from financial challenges, employment difficulties, and

issues with housing and/or military relocation, to social and academic problems at school, accommodations for disabilities, and overcoming mental health struggles. Our entire team works closely with each Little, their family and Big, and our important partners across San Diego County to achieve the following objectives: * Teach essential social/emotional skills that impact a youth's mindset and self-confidence, which impacts choices and behaviors that influence long-term outcomes. * Through behavioral change, connections to helpful resources, and academic assistance, equip youth with skills and educational support to improve school performance and post-high school success. * Provide multiple training opportunities for BBBS San Diego staff/volunteer Bigs with a goal to improve their skills in working with a diverse, at-risk population. Some of our top accomplishments of our recent history include: * Overcoming challenging setbacks of the Covid-19 pandemic which required us to decrease staffing, modify our service delivery, and adopt creative ways to continue the critical connection between Bigs and Littles. * Implementing efficient systems, technology and staffing structures that enabled us to reduce the wait time a youth spent waiting to begin our enrollment process (interview stage), moving from 6 months to 3-6 weeks. * Increasing the length of time a Match stays active within our Community Mentoring program, rising to 37 months in 2021 – the highest in our history. This represents a 52% increase from the five years prior and is testament to the meticulous matching process and comprehensive support our team provides our volunteer Bigs, Littles, and their families. * Training all program staff in Trauma-Informed Care approaches and confirming their three-year certification in Mental Health First Aid. * Accumulating 11+ months of financial reserves that became the basis of our investment strategy and creation of a Risk and Innovation Fund. * Receiving the highest grant award in our history from the California Violence Intervention and Prevention Grant Program to deliver our proven mentoring program to target at-risk neighborhoods and youth who live within them who are disproportionately impacted by violence, poverty, un/underemployment, incarceration, and education attainment. We strive to build upon tracked youth progress year-over-year and use standardized assessment tools designed by BBBS of America which are created by experts in the field of child development, behaviors, and safety. They are given upon enrollment and annually thereafter and measure within Academic Performance/School Grades, Educational Expectations, School Connectedness, Very Important Adult, Social Competence, Risky Behaviors, Family/Parent Connectedness, Police & Juvenile Justice Contact, Emotional Regulation, Depressive Symptoms, and Positive Affect. Our Strength of Relationship Survey is given to youth and volunteers at three months post-match, in order to help our staff better support the new matches in their caseloads. Some of these recent testimonials include: "Hearing about some of her struggles as a teenager is humbling because it takes me back to that age, and I can clearly remember those feelings. Luckily, as a mentor, I have the power to reassure her that there will always be better days and that she is not alone on this journey through her adolescence." Big Sister, Alma, of San Marcos Little, Allison "We have done many activities that I had

never done before. We have had so much fun together going to the Padres game and practicing baseball together. I feel that I can talk to him about anything going on in my life. I feel lucky that I have Fernando as my Big Brother, and he deserves this award because he is the best." Little Brother, Andrew "Meeting Elizabeth is one of the most important events of my life, and I am beyond honored to be called her Little Sister. I met Elizabeth when I was only seven years old and instantly knew she was going to be a big part of my life. Ever since, I always saw her as a role model. I look up to Elizabeth a lot because she inspires me to become a better person. I love how similar we are to each other, she's truly my best friend." Little Sister, Illiana "When my Little asked me what we were going to do on the last day we hung out, I said when do you want that to be? She said in 2000 years. I said perfect, I'm not going anywhere ☐ I want her to know I'll be a positive, reliable person in her life for a long time." Big Sister, Sage "Carlos, my Big Brother, is the most good, positive, and honest person I have ever met. He has given me helpful advice and always supports me. He never gives up on me." Little, Eduardo

Please upload any community letters or media in support of this project.

[2023_BBBS_Support_Letter_San_Marcos_Little_Brother_Nathan.pdf](#)

[2023_BBBS_Support_Letter-Encinitas_Big_Erik_Matched_with_San_Marcos_Little.pdf](#)

[2023_BBBS_Support_Letter-Escondido_Big_Ron_Matched_with_San_Marcos_Little.pdf](#)

[2023_BBBS_Support_Letter-San_Marcos_Big_Abhishek.pdf](#)

[2023_BBBS_Support_Letter-San_Marcos_Parent_Rose.pdf](#)

[2023_BBBS_Letter_of_Support-San_Marcos_Parent_Patrina.pdf](#)

[Letter_of_Commitment_-_BBBS_of_SDC_San_Diego_DA_2.10.22.pdf](#)

[SD_City_Office_of_Child_and_Youth_Success_Letter_of_Support.pdf](#)

[Social_Media_Post_Match_Story_Chinsin.pdf](#)

[Social_Media_Post_Quote_from_Carlos.pdf](#)

Please upload the annual operating budget for your organization.

[Big_Brothers_Big_Sisters_San_Diego_2023_Organizational_Budget.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[Big_Brothers_Big_Sisters_of_San_Diego_County_-_12.31.2021_Audited_Financial_Statements.pdf](#)

Please attach the first two pages of your Federal 990.

[BIG_BROTHERS_BIG_SISTERS_OF_SAN_DIEGO_990_for_2021_Page_1-8.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[BBBS_CEO_Letter_to_San_Marcos_CF_2023.pdf](#)

Funding

Project Budget Total **1936768.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **Yes**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?	Funding sources include grants, events, corporate and personal donations. We can run the project without the full requested funds, yet program growth is related to staff/program resources available.

Big Brothers Big Sisters of San Diego County 2023 Organizational Budget

Income	
Events	\$1,174,515
Grants/Foundations	\$503,500
Corporate	\$208,500
Board Dues/Contributions	\$70,000
Government	\$367,382
Individual Giving	\$79,200
Individual Major Gifts	\$250,500
Other/Misc.	\$17,000
TOTAL INCOME	\$2,670,597
Expenses	
Events	\$317,994
Marketing	\$30,000
Travel & Conferences	\$16,185
Mileage/Parking	\$11,315
Meeting Expenses	\$2,800
Banking & Credit Card Fees	\$14,307
Systems & Subscriptions	\$111,483
Agency Insurance	\$30,790
Professional Fees	\$126,350
Rent	\$144,714
Utilities	\$8,505
Equipment & Technology	\$11,907
Postage & Office Supplies	\$4,800
Payroll	\$1,597,855
Retirement	\$24,057
Medical Benefits (prepay)	\$153,540
Program Expenses	\$25,930
TOTAL EXPENSES	\$2,632,531

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
Salaries & Benefits (at 20%)	\$1,556,567	Includes direct program staff: 8 FTE Match Support Specialists, 5 FTE Enrollment & Matching Specialists, 1 FTE CalVIP Project Coordinator, 1 FTE Program Director, 1 FTE Manager of Match Support, 1 FTE Manager of Enrollment and Matching, 1 FTE Customer Relationship Specialist, 1 FTE Marketing Manager, 1 FTE Outreach Manager, 5 FTE Admin Staff (@ 80%)
Marketing for Bigs & Little Recruitment	\$30,000	
QA Consultant/Trainings	\$4,450	
Match Introduction Supplies	\$500	
Match Activities Fees	\$450	
Mileage	\$1,776	
Translation Services	\$120	
Trainings for Staff, Bigs, and Littles	\$1,500	
Renewal Background Checks & Live Scan Service	\$18,610	
Overhead	\$322,795	
Total budget for this PROJECT:	\$1,936,768	Each Match requires approximately \$2,848 in staff time and program supplies for one year (with the average Length of Match lasting over three years.)

	Source Name	Amount	C / CD / P
Additional Funding Source 1	LPL Financial Foundation	\$12,500	C
Additional Funding Source 2	David C. Copley Foundation	\$10,000	C
Additional Funding Source 3	Bob Woodruff Foundation	\$50,000	C
Additional Funding Source 4	Arby's Foundation	\$10,200	C
Additional Funding Source 5	The JEM Project	\$30,000	C
Additional Funding Source 6	Chortek Weisman Family Foundation	\$30,000	P
Additional Funding Source 7	Walter J. & Betty C. Zable Foundation	\$65,000	P
Additional Funding Source 8	The Parker Foundation	\$35,000	P
Additional Funding Source 9	Finish Line Youth Foundation	\$10,000	P
Additional Funding Source 10	The TJX Foundation	\$5,000	P

Form **990****Return of Organization Exempt From Income Tax**

OMB No. 1545-0047

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021Department of the Treasury
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990 for instructions and the latest information.Open to Public
Inspection

A For the 2021 calendar year, or tax year beginning and ending																									
B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td colspan="2">C Name of organization BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY INC</td> <td>D Employer identification number 95-2151526</td> </tr> <tr> <td colspan="2">Doing business as</td> <td>E Telephone number (858) 536-4900</td> </tr> <tr> <td colspan="2">Number and street (or P.O. box if mail is not delivered to street address) Room/suite 4305 UNIVERSITY AVE STE 590</td> <td>G Gross receipts \$ 3,217,665.</td> </tr> <tr> <td colspan="2">City or town, state or province, country, and ZIP or foreign postal code SAN DIEGO, CA 92105</td> <td>H(a) Is this a group return for subordinates? ☐ Yes ☒ No</td> </tr> <tr> <td colspan="2">F Name and address of principal officer: CHRISTINA ROSE SAME AS C ABOVE</td> <td>H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions</td> </tr> <tr> <td colspan="3">I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)() (insert no.) ☐ 4947(a)(1) or ☐ 527</td> </tr> <tr> <td colspan="3">J Website: WWW.SDBGS.ORG</td> </tr> <tr> <td colspan="2">K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other</td> <td>L Year of formation: 1961 M State of legal domicile: CA</td> </tr> </table>	C Name of organization BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY INC		D Employer identification number 95-2151526	Doing business as		E Telephone number (858) 536-4900	Number and street (or P.O. box if mail is not delivered to street address) Room/suite 4305 UNIVERSITY AVE STE 590		G Gross receipts \$ 3,217,665.	City or town, state or province, country, and ZIP or foreign postal code SAN DIEGO, CA 92105		H(a) Is this a group return for subordinates? ☐ Yes ☒ No	F Name and address of principal officer: CHRISTINA ROSE SAME AS C ABOVE		H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions	I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)() (insert no.) ☐ 4947(a)(1) or ☐ 527			J Website: WWW.SDBGS.ORG			K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other		L Year of formation: 1961 M State of legal domicile: CA
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Part I Summary			
Activities & Governance	1	Briefly describe the organization's mission or most significant activities: TO IMPROVE THE LIVES OF CHILDREN BY CREATING AND SUPPORTING 1:1 MENTORING RELATIONSHIPS.	
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	34
	4	Number of independent voting members of the governing body (Part VI, line 1b)	34
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	28
	6	Total number of volunteers (estimate if necessary)	0
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0.
	b Net unrelated business taxable income from Form 990-T, Part I, line 11	0.	
Revenue	8	Contributions and grants (Part VIII, line 1h)	1,723,268.
	9	Program service revenue (Part VIII, line 2g)	0.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	-501.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	606,867.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	2,329,634.
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)
14		Benefits paid to or for members (Part IX, column (A), line 4)	0.
15		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	1,648,820.
16a		Professional fundraising fees (Part IX, column (A), line 11e)	0.
b		Total fundraising expenses (Part IX, column (D), line 25)	201,109.
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	466,618.
Net Assets or Fund Balances	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	2,115,438.
	19	Revenue less expenses. Subtract line 18 from line 12	214,196.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	1,166,823.
	21	Total liabilities (Part X, line 26)	487,678.
	22	Net assets or fund balances. Subtract line 21 from line 20	679,145.

Part II Signature Block					
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.					
Sign Here	Signature of officer	Date			
	CHRISTINA ROSE, CEO/PRESIDENT				
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
	RICHARD HOTZ		11/14/22	☐	P00452784
	Firm's name CONSIDINE & CONSIDINE	Firm's EIN 95-2694444			
	Firm's address 8989 RIO SAN DIEGO DRIVE, SUITE 250 SAN DIEGO, CA 92108-1604		Phone no. 619.231.1977		
May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No					

BIG BROTHERS BIG SISTERS OF SAN DIEGO
COUNTY INC

Form 990 (2021)

95-2151526 Page 2

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III ☒ **X**

1 Briefly describe the organization's mission:

BBBS MISSION:

**CREATE AND SUPPORT ONE-TO-ONE MENTORING RELATIONSHIPS THAT IGNITE THE
POWER AND PROMISE OF YOUTH.**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ **No**

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☒ **Yes** ☐ **No**

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ **1,209,661.** including grants of \$) (Revenue \$)

**THE COMMUNITY-BASED MENTORING PROGRAM IS FACILITATED THROUGH 1:1
MENTORING MATCHES FOR YOUTH AGED 7-21. BIGS AND LITTLES MEET IN THE
COMMUNITY TWO TO FOUR TIMES PER MONTH AND PARTICIPATE IN ACTIVITIES OF
MUTUAL INTEREST. VOLUNTEERS MAKE AT LEAST A ONE-YEAR COMMITMENT AND
RECEIVE SPECIALIZED TRAINING TO BEST SUPPORT YOUTH. MATCHES RECEIVE
ONGOING CASE MANAGEMENT SUPPORT BY BBBS STAFF TO ENCOURAGE STRONG,
IMPACTFUL, LONG-LASTING RELATIONSHIPS.**

**WE UTILIZE OUR PROVEN MENTORING MODEL TO TARGET YOUTH WHO ARE
STRUGGLING AND WHO SHOW THE MOST PROMISE TO POSITIVELY RESPONDING TO A
MENTORING RELATIONSHIP. CURRENTLY, THESE TARGET GROUPS INCLUDE:**

4b (Code:) (Expenses \$ **263,319.** including grants of \$) (Revenue \$)

**BBBS SAN DIEGO ALSO PROVIDES MENTORING ENHANCEMENT OPPORTUNITIES TO
ENSURE ENROLLED YOUTH REACH THEIR FULL POTENTIAL.**

**- BBBS SAN DIEGO AND ITS STRATEGIC PARTNERS PROVIDE COLLEGE AND
WORKFORCE PREPARATION WORKSHOPS, COACHING, AND RESOURCES TO ALL
TEENAGE LITTLES, THROUGH ITS BIG FUTURES INITIATIVE. THE GOAL IS TO
PREPARE AND SUPPORT POST-HIGH SCHOOL LITTLES (GRADUATE LITTLES) TO AND
THROUGH THEIR POST-SECONDARY YEARS IN ONE OF THREE PATHS, WHICH WE
CALL THE THREE E'S:**

1.ENROLLING IN COLLEGE/TRADE SCHOOL

2.ENLISTING IN THE MILITARY

3.EMPLOYMENT

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **1,472,980.**

Form **990** (2021)

**BIG BROTHERS BIG SISTERS OF SAN DIEGO
COUNTY INC**

Form 990 (2021)

95-2151526 Page **3**

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ? See instructions	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		X
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>	X	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I. See instructions</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

**BIG BROTHERS BIG SISTERS OF SAN DIEGO
COUNTY INC**

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Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III		X
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	X	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I		X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part II		X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If "Yes," complete Schedule L, Part III		X
28 Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? If "Yes," complete Schedule L, Part IV		X
b A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV		X
c A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? If "Yes," complete Schedule L, Part IV		X
29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I		X
34 Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1		X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI		X
38 Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19?	X	

Note: All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V ☐

	Yes	No
1a Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable		
b Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		

**BIG BROTHERS BIG SISTERS OF SAN DIEGO
COUNTY INC**

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Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

		Yes	No
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a 28		
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. See instructions.			
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		X
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O	3b		
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		X
b If "Yes," enter the name of the foreign country			
See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X
c If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7 Organizations that may receive deductible contributions under section 170(c).			
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a	X	
b If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	X	
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		X
d If "Yes," indicate the number of Forms 8282 filed during the year	7d		
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9 Sponsoring organizations maintaining donor advised funds.			
a Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10 Section 501(c)(7) organizations. Enter:			
a Initiation fees and capital contributions included on Part VIII, line 12	10a		
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b		
11 Section 501(c)(12) organizations. Enter:			
a Gross income from members or shareholders	11a		
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
a Is the organization licensed to issue qualified health plans in more than one state?	13a		
Note: See the instructions for additional information the organization must report on Schedule O.			
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b		
c Enter the amount of reserves on hand	13c		
14a Did the organization receive any payments for indoor tanning services during the tax year?	14a		X
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O	14b		
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?	15		X
If "Yes," see the instructions and file Form 4720, Schedule N.			
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income?	16		X
If "Yes," complete Form 4720, Schedule O.			
17 Section 501(c)(21) organizations. Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953?	17		
If "Yes," complete Form 6069.			

**BIG BROTHERS BIG SISTERS OF SAN DIEGO
COUNTY INC**

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Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI ☒ **X**

Section A. Governing Body and Management

		Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.	1a	34	
b Enter the number of voting members included on line 1a, above, who are independent	1b	34	
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3		X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	5		X
6 Did the organization have members or stockholders?	6		X
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a The governing body?	8a	X	
b Each committee with authority to act on behalf of the governing body?	8b	X	
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O	9		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a Did the organization have local chapters, branches, or affiliates?	10a		X
b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X	
b Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	X	
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done	12c	X	
13 Did the organization have a written whistleblower policy?	13	X	
14 Did the organization have a written document retention and destruction policy?	14	X	
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a The organization's CEO, Executive Director, or top management official	15a	X	
b Other officers or key employees of the organization	15b	X	
If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.			
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed **► CA**

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
☒ Own website ☒ Another's website ☒ Upon request ☐ Other (explain on Schedule O)

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records **►**
CHRISTINA ROSE - (858) 536-4900
4305 UNIVERSITY AVE STE 590, SAN DIEGO, CA 92105

BIG BROTHERS BIG SISTERS OF SAN DIEGO

Form 990 (2021)

COUNTY INC

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Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent ContractorsCheck if Schedule O contains a response or note to any line in this Part VII ☐**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) CHRISTINA ROSE CEO/PRESIDENT	40.00			X				166,707.	0.	0.
(2) DAWN ANDREWS DIRECTOR	1.00	X						0.	0.	0.
(3) JONATHAN ANDREWS DIRECTOR	1.00	X						0.	0.	0.
(4) JEFF BARKER DIRECTOR	1.00	X						0.	0.	0.
(5) RYAN BATES DIRECTOR	1.00	X						0.	0.	0.
(6) JAN BOURGEOIS DIRECTOR	1.00	X						0.	0.	0.
(7) KEVIN CHRISTENSEN DIRECTOR	1.00	X						0.	0.	0.
(8) CHRIS COLLINS DIRECTOR	1.00	X						0.	0.	0.
(9) TIM CRUICKSHANK DIRECTOR	1.00	X						0.	0.	0.
(10) ANDY EWALD DIRECTOR	1.00	X						0.	0.	0.
(11) PHILIP HARRISON DIRECTOR	1.00	X						0.	0.	0.
(12) NOREEN IPPOLITO DIRECTOR	1.00	X						0.	0.	0.
(13) JUSTIN KAY DIRECTOR	1.00	X						0.	0.	0.
(14) ANDY KIMBALL DIRECTOR	1.00	X						0.	0.	0.
(15) JAMES LANGLEY DIRECTOR	1.00	X						0.	0.	0.
(16) PAT MENKE DIRECTOR	1.00	X						0.	0.	0.
(17) ALBERTO MIER Y TERAN DIRECTOR	1.00	X						0.	0.	0.

**BIG BROTHERS BIG SISTERS OF SAN DIEGO
COUNTY INC**

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Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) MARISA MILLER DIRECTOR	1.00	X						0.	0.	0.
(19) BILL MORRISSEY DIRECTOR	1.00	X						0.	0.	0.
(20) STEVEN PACELLI DIRECTOR	1.00	X						0.	0.	0.
(21) ZEKE RODRIGUEZ DIRECTOR	1.00	X						0.	0.	0.
(22) T.D. ROLF DIRECTOR	1.00	X						0.	0.	0.
(23) KELLY SELF (THOMASON) DIRECTOR	1.00	X						0.	0.	0.
(24) ROBERT CINELLI DIRECTOR	1.00	X						0.	0.	0.
(25) SHIREEN MATTHEWS DIRECTOR	1.00	X						0.	0.	0.
(26) GLENN WILLIAMS DIRECTOR	1.00	X						0.	0.	0.
1b Subtotal								166,707.	0.	0.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								166,707.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **1**

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

SEE PART VII, SECTION A CONTINUATION SHEETS

Form **990** (2021)

**BIG BROTHERS BIG SISTERS
OF SAN DIEGO COUNTY, INC.
FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020**

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.

	<u>Pages</u>
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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Big Brothers Big Sisters of San Diego County, Inc.

Opinion

We have audited the accompanying financial statements of Big Brothers Big Sisters of San Diego County (a nonprofit organization), which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Big Brothers Big Sisters of San Diego County as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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 Big Brothers Big Sisters of San Diego County's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

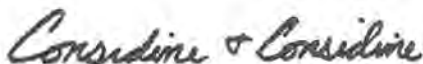
Auditor's Responsibilities for the Audit of the Financial Statements

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

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Big Brothers Big Sisters of San Diego County's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Big Brothers Big Sisters of San Diego County'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.



CONSIDINE & CONSIDINE
An accountancy corporation

September 9, 2022

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2021 AND 2020

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	<u>2021</u>	<u>2020</u>
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 1,937,886	\$ 715,581
Pledges receivable (note 3)	187,538	227,034
Prepaid expenses	20,559	75,690
Other current assets	<u>9,296</u>	<u>10,255</u>
	2,155,279	1,028,560
OTHER ASSETS		
Pledges receivable - long term (note 3)	20,000	30,000
Property and equipment (note 7)	20,683	28,061
Beneficial interests in foundations (note 4 and 5)	83,298	77,401
Beneficial interest in endowment funds (note 6)	<u>2,948</u>	<u>2,801</u>
	<u>126,929</u>	<u>138,263</u>
TOTAL ASSETS	<u><u>2,282,208</u></u>	<u><u>1,166,823</u></u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses (note 8)	124,362	113,135
Deferred revenue	-	25,000
Line of credit (note 9)	-	43,978
PPP loan (note 10)	<u>368,698</u>	<u>305,565</u>
TOTAL LIABILITIES	493,060	487,678
NET ASSETS (note 15)		
Without donor restrictions	1,785,317	632,483
With donor restrictions	<u>3,831</u>	<u>46,662</u>
TOTAL NET ASSETS	<u>1,789,148</u>	<u>679,145</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 2,282,208</u></u>	<u><u>\$ 1,166,823</u></u>

See accompanying notes

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2021

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	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
SUPPORT AND REVENUE:			
Contributions	\$ 1,279,438	\$ 40,000	\$ 1,319,438
Special events, net of direct benefits to donors of \$142,703 (note 13)	1,215,300	-	1,215,300
Grants (note 12)	38,000	200,000	238,000
Unrealized gain on beneficial interests in foundations	5,897	-	5,897
Net investment loss	(694)	-	(694)
TOTAL SUPPORT AND REVENUE	2,537,941	240,000	2,777,941
NET ASSETS RELEASED FROM RESTRICTION			
Satisfaction of program restrictions	282,831	(282,831)	-
OPERATING EXPENSES			
Program services	1,476,321	-	1,476,321
Management and general	174,146	-	174,146
Fundraising expenses	323,036	-	323,036
	1,973,503	-	1,973,503
CHANGE IN NET ASSETS BEFORE OTHER INCOME	847,269	(42,831)	804,438
OTHER INCOME			
PPP loan forgiven	305,565	-	305,565
CHANGE IN NET ASSETS	1,152,834	(42,831)	1,110,003
NET ASSETS, BEGINNING	632,483	46,662	679,145
NET ASSETS, ENDING	<u>\$ 1,785,317</u>	<u>\$ 3,831</u>	<u>\$ 1,789,148</u>

See accompanying notes

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2020

Page 6

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
SUPPORT AND REVENUE:			
Contributions	\$ 1,453,060	\$ 185,816	\$ 1,638,876
Special events, net of direct benefits to donors of \$35,042 (note 13)	623,536	-	623,536
Grants (note 12)	59,500	30,663	90,163
Unrealized gain on beneficial interests in foundations	6,033	-	6,033
Net investment income	(501)	-	(501)
TOTAL SUPPORT AND REVENUE	2,141,628	216,479	2,358,107
NET ASSETS RELEASED FROM RESTRICTION			
Satisfaction of program restrictions	447,262	(447,262)	-
OPERATING EXPENSES			
Program services	1,561,773	-	1,561,773
Management and general	227,344	-	227,344
Fundraising expenses	348,761	-	348,761
	2,137,878	-	2,137,878
CHANGE IN NET ASSETS	451,012	(230,783)	220,229
NET ASSETS, BEGINNING			
	181,471	277,445	458,916
NET ASSETS, ENDING			
	\$ 632,483	\$ 46,662	\$ 679,145

See accompanying notes

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.

**STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2021**

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	<u>PROGRAM</u>	<u>MANAGEMENT AND GENERAL</u>	<u>FUNDRAISING</u>	<u>TOTAL</u>
EXPENSES:				
Advertising and recruiting	\$ 4,988	\$ -	\$ -	\$ 4,988
Bad debt expense	-	-	5,675	5,675
Bank and credit card fees	1,002	3,176	10,480	14,658
Conferences and meetings	1,503	610	-	2,113
Depreciation and amortization	-	14,066	-	14,066
Dues - National	31,886	1,238	3,276	36,400
Employee benefits	93,494	2,965	11,223	107,682
Equipment rental and maintenance	7,350	505	763	8,618
Fundraising costs	45	-	508	553
Information and technology	32,591	4,020	3,416	40,027
Insurance	20,138	5,725	2,735	28,598
Interest expense	-	804	-	804
Office expense	17,515	27,788	4,273	49,576
Payroll taxes	77,507	4,458	7,643	89,608
Program expense	11,963	8,270	14	20,247
Professional services	55,034	19,034	27,731	101,799
Rent	109,629	19,940	17,225	146,794
Salaries	1,003,611	61,339	105,035	1,169,985
Travel	2,712	-	562	3,274
Utilities	5,353	208	550	6,111
Expenses before special events	1,476,321	174,146	201,109	1,851,576
Special events				
Facilities and venue	-	-	52,332	52,332
Food and beverage	-	-	97,506	97,506
Other event costs	-	-	114,792	114,792
	-	-	264,630	264,630
Costs of direct benefits to donors at special events	-	-	(142,703)	-
	-	-	121,927	121,927
TOTAL FUNCTIONAL EXPENSES	<u>\$ 1,476,321</u>	<u>\$ 174,146</u>	<u>\$ 323,036</u>	<u>\$ 1,973,503</u>
Percentage of total	76%	9%	15%	100%

See accompanying notes

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.

**STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2020**

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	<u>PROGRAM</u>	<u>MANAGEMENT AND GENERAL</u>	<u>FUNDRAISING</u>	<u>TOTAL</u>
EXPENSES:				
Bad debt expense	\$ 11,500	\$ 3,180	\$ 1,550	\$ 16,230
Bank and credit card fees	2,206	6,659	13,196	22,061
Conferences and meetings	-	1,577	79	1,656
Depreciation	-	15,107	-	15,107
Dues - National	31,136	2,742	5,287	39,165
Employee benefits	71,078	12,316	23,512	106,906
Equipment rental and maintenance	11,123	979	1,889	13,991
Fundraising costs	-	-	1,125	1,125
Information and technology	23,109	21,354	16,190	60,653
Insurance	19,403	7,557	3,644	30,604
Interest expense	2,671	204	-	2,875
Office expense	5,195	29,458	3,991	38,644
Payroll taxes	74,689	5,383	32,420	112,492
Program expense	22,557	-	-	22,557
Professional services	48,696	14,423	40,651	103,770
Rent	72,370	7,354	12,289	92,013
Salaries	1,157,469	97,344	174,609	1,429,422
Travel	4,307	585	752	5,644
Utilities	4,264	1,122	908	6,294
	<u>1,561,773</u>	<u>227,344</u>	<u>332,092</u>	<u>2,121,209</u>
Expenses before special events	1,561,773	227,344	332,092	2,121,209
Special events				
Facilities and venue	-	-	24,871	24,871
Food and beverage	-	-	15,441	15,441
Other event costs	-	-	11,399	11,399
	<u>-</u>	<u>-</u>	<u>51,711</u>	<u>51,711</u>
Costs of direct benefits to donors at special events	<u>-</u>	<u>-</u>	<u>(35,042)</u>	<u>-</u>
	<u>-</u>	<u>-</u>	<u>16,669</u>	<u>16,669</u>
TOTAL FUNCTIONAL EXPENSES	<u>\$ 1,561,773</u>	<u>\$ 227,344</u>	<u>\$ 348,761</u>	<u>\$ 2,137,878</u>
Percentage of total	74%	11%	15%	100%

See accompanying notes

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2021 AND DECEMBER 31, 2020

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	<u>2021</u>	<u>2020</u>
CASH FLOWS PROVIDED BY OPERATING ACTIVITIES		
Change in net assets	\$ 1,110,003	\$ 220,229
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO NET CASH PROVIDED BY OPERATING ACTIVITIES		
Depreciation and amortization	14,066	15,107
PPP loan forgiveness	(305,565)	-
Unrealized gain from beneficial interests in foundations	(5,897)	(6,033)
Loss on write down of pledge receivable	5,675	16,230
Changes in operating assets and liabilities:		
Pledges receivable	43,821	(53,377)
Prepaid expenses	55,131	(26,574)
Other current assets	959	288
Beneficial interest in endowment funds	(147)	(10)
Deferred revenue	(25,000)	25,000
Accounts payable and accrued expenses	11,227	(25,897)
	<u>(205,730)</u>	<u>(55,266)</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	904,273	164,963
CASH FLOWS USED BY INVESTING ACTIVITIES		
Purchase of property and equipment	(6,688)	(15,637)
CASH FLOWS PROVIDED BY FINANCING ACTIVITIES		
Net decrease on line of credit	(43,978)	(10,325)
Proceeds on PPP loan	368,698	305,565
	<u>324,720</u>	<u>295,240</u>
NET INCREASE IN CASH	1,222,305	444,566
CASH, BEGINNING OF YEAR	<u>715,581</u>	<u>271,015</u>
CASH, END OF YEAR	<u><u>\$ 1,937,886</u></u>	<u><u>\$ 715,581</u></u>
Supplemental disclosures:		
Interest paid	\$ 804	\$ 2,875
Taxes paid	\$ -	\$ -

See accompanying notes

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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NOTE 1 THE ORGANIZATION

Big Brothers Big Sisters of San Diego County, Inc. (the Organization) is a non-profit organization dedicated to helping children by creating and supporting one-to-one mentoring relationships with proven results. Funds for the Organization's operations are raised primarily through contributions from private donors, sponsors and special events.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting – The accompanying financial statements are prepared using the accrual method of accounting in conformity with generally accepted accounting principles in the United States of America (GAAP).

Estimates – The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts and disclosures. Actual results could differ from these estimates.

Basis of presentation – Under accounting standards on Financial Statements of non-profit Organizations, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

Net assets without donor restrictions - Consists of assets which are fully available, at the discretion of management and the Board of Directors, for the Organization to utilize in any of its programs or supporting services. Net assets without donor restrictions also include amounts designated for certain purposes by the Board of Directors.

Net assets with donor restrictions – Net assets with donor restrictions consist of contributed funds subject to donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Organization may spend the funds. At December 31, 2021 and 2020, the Organization had net assets with donor restrictions of \$3,831 and \$46,662, respectively.

Cash and cash equivalents – The Organization considers all highly liquid investments available with a maturity date of three months or less to be cash equivalents. The Organization restricts investments of cash to financial institutions of high credit standing. The accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. The Organization has not experienced any loss in such accounts. As of December 31, 2021 and 2020, the uninsured balance is \$1,617,137 and \$388,708, respectively. The Organization believes it is not exposed to any significant credit risks on its cash balances.

Pledges receivable - The pledges receivable consist of donor promises to give and reimbursement grants. It is the Organization's policy to charge off uncollectible pledges receivable when management determines the pledge will not be collected. As of December 31, 2021 and 2020, management considers all pledges collectible.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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A discount on pledges receivable expected to be received over several years are computed using risk free interest rates applicable to the years in which the pledges are received. Amortization of the discount is included in donations revenue on the statements of activities and changes in net assets.

Property and equipment – Property and equipment are carried at cost when purchased or, if contributed, at the estimated fair market value at the date of donation. Donated property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as contributions without donor restrictions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as contributions with donor restrictions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time. Depreciation is computed using the straight-line method of depreciation over the assets' estimated useful lives of three to fifteen years. Maintenance and repairs are charged to the expense as incurred; major renewals and betterments are capitalized. When items of property and equipment are sold or retired, the related cost and accumulated depreciation are removed from the accounts, and any gain or loss is included in income.

Beneficial interests in foundations – Beneficial interests in foundations are valued at their fair values on the statements of financial position. Unrealized gains and losses are included in the change in net assets.

Fair value measurements – The Organization follows accounting standards consistent with the Financial Accounting Standards Board (FASB) codification which defines fair value, establishes a framework for measuring fair value and enhances disclosures about fair value measurements for all financial assets and liabilities.

Compensated absences – Employees of the Organization are entitled to paid time off depending on their length of service and other factors. Accrued compensated absences were \$59,845 and \$68,987, as of December 31, 2021 and 2020, respectively.

Deferred Revenue - Revenues received in advance of a special event are deferred. The revenues are recognized when the event occurs.

Revenue recognition – Contributions, which include unconditional promises to give (pledges), are recognized as revenues in the period received or promised. Conditional contributions are recorded when the conditions have been met.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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Donor-imposed restrictions – All contributions are considered to be without donor restrictions unless specifically restricted by the donor. Amounts received designated for future periods or restricted by the donor for specific purpose are reported as with donor restrictions, increasing that net asset class. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. If a restriction is fulfilled in the same fiscal period in which the contribution is received, the support is reported as with donor restrictions and a release from restriction. Investment income that is limited to specific uses by donor restrictions is reported as increases in net assets with donor restrictions until the restriction is fulfilled.

Donated goods and services – The Organization has received substantial donations of goods, entertainment, food, beverage, and professional services. The Organization records donated goods with a fair value of \$2,000 or more as contributions. In addition, the Organization recognizes the value of donated services by recording the donations at fair value. All donated services recognized create a non-financial asset or required specialized skills that would have been purchased if not donated. As of December 31, 2021 and 2020, the value of donated goods and services are \$100,111 and \$128,605, respectively.

Dues to Big Brothers Big Sisters of America – Dues are payable to the Organization's National Affiliate (National). The calculation is based on a variable percentage of the prior year's adjusted expenditures.

Functional allocation of expenses - The Organization allocates its expenses on a functional basis among its program and support services. Directly identifiable expenses are charged to program and supporting services. Expenses related to more than one function are charged to program and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Advertising costs – The Organization expenses advertising costs when incurred.

Income taxes – The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and did not conduct unrelated business activities. Therefore, no provision has been made for federal income taxes in the accompanying financial statements.

The Organization follows accounting standards which clarify the accounting for uncertainty in income taxes recognized in the financial statements and prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. It also provides guidance on derecognition and measurement of a tax position taken or to be taken in a tax return. As of December 31, 2021 and 2020, the Organization has not accrued interest or penalties related to uncertain tax positions. The Organization files tax returns with the Internal Revenue Service and the California Franchise Tax Board.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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Recent Accounting Pronouncements

In June 2018, the FASB issued Accounting Standards Update (ASU) 2018-08, Not-for-Profit Entities (Topic 958), *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The ASU includes clarification regarding the accounting for contracts and agreements as exchange transactions or contributions and provides improved guidance to better distinguish between conditional and unconditional contributions. The Organization adopted ASU 2018-08, under the modified prospective approach to agreements that were either not completed as of January 1, 2020 or entered into after January 1, 2020. The adoption of this ASU did not have a material effect on the financial statements for contributions received.

In February 2016, FASB issued ASU 2016-02 *Leases* (Topic 842). In July 2018, FASB issued two updates to ASU 2016-02, ASU 2018-10, Codification Improvements to Topic 842 *Leases*, and ASU 2018-11, *Leases* (Topic 842): Targeted Improvements. The new standard is effective for fiscal years beginning after December 15, 2021. ASU 2016-02 requires recognition of operating leases with lease terms of more than twelve months on the balance sheet as both assets and liabilities for the obligations created by the leases. Topic 842 also requires disclosures that provide qualitative and quantitative information for the lease assets and liabilities recorded in the financial statements. The Organization is still assessing the impact this standard will have on its financial statements.

NOTE 3 PLEDGES RECEIVABLE

Pledges receivable consist of the following at December 31:

	2021	2020
Gross pledges receivable	\$ 207,538	\$ 257,034
Less: unamortized discount	-	-
Less: reserve for uncollected	-	-
Pledges receivable, net	<u>\$ 207,538</u>	<u>\$ 257,034</u>
Amounts due:		
Within one year	\$ 187,538	\$ 227,034
Within two years	10,000	10,000
Within three years	10,000	10,000
Within four years	-	10,000
Pledges receivable, net	<u>\$ 207,538</u>	<u>\$ 257,034</u>

On an ongoing basis the Organization evaluates pledges based on facts and circumstances surrounding the gift and communication with its donors. During 2021 and 2020, management has determined certain pledges to be uncollectible. Bad debt expense for the years ended December 31, 2021 and 2020 was \$5,675 and \$16,230, respectively.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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An allowance for uncollectible pledges receivable has not been set up because the Organization's management considers all remaining pledge receivables to be collectible.

NOTE 4 BENEFICIAL INTERESTS IN FOUNDATIONS

In 2008, the Organization invested \$25,000 in an endowment fund with the Jewish Community Foundation of San Diego. The investment will be held in perpetuity with the Jewish Community Foundation of San Diego and all distributions from the investment may be used at the discretion of the Organization.

In 2008, the Organization invested \$25,000 in an endowment fund with the Rancho Santa Fe Foundation. The investment will be held in perpetuity with the Rancho Santa Fe Foundation and all distributions from the investment may be used at the discretion of the Organization.

NOTE 5 FAIR VALUE MEASUREMENT

The Organization follows the method of fair value to value its financial assets and liabilities. Fair value is based on 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. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy that prioritizes observable and unobservable inputs used to measure fair value into three broad levels has been established, which are described below:

Level 1: Quoted prices (unadjusted) in active markets that are accessible at the measurement date for identical assets or liabilities. The fair value hierarchy gives the highest priority to Level 1 inputs.

Level 2: Observable inputs other than level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in inactive markets; or model-derived valuations in which all significant inputs are observable or can be derived principally from or corroborated with observable market data.

Level 3: Unobservable inputs are used when little or no market data is available. The fair value hierarchy gives the lowest priority to Level 3 inputs.

Financial assets carried at fair value at December 31, 2021 and 2020 are classified in the following schedules in one of three categories described above.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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The table below presents the balances of assets measured at fair value as of December 31, 2021 on a recurring basis:

Assets	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Beneficial interest in Jewish Community Foundation of San Diego endowment fund	\$ -	\$ -	\$ 25,398	\$ 25,398
Beneficial interest in Rancho Santa Fe endowment fund	-	-	57,900	57,900
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 83,298</u>	<u>\$ 83,298</u>

The table below presents the balances of assets measured at fair value as of December 31, 2020 on a recurring basis:

Assets	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Beneficial interest in Jewish Community Foundation of San Diego endowment fund	\$ -	\$ -	\$ 25,452	\$ 25,452
Beneficial interest in Rancho Santa Fe endowment fund	-	-	51,949	51,949
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 77,401</u>	<u>\$ 77,401</u>

The investments in the Jewish Community Foundation of San Diego endowment fund and the Rancho Santa Fe endowment fund are measured using values provided by these foundations. The values are based on the fair market value of the underlying cash, securities and other investments. Although the Organization classifies its investments in each foundation as Level 3, the investments held in each foundation are comprised of Level 1, 2 and 3 investments as reported by each foundation.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Plan believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date. There were no changes in the methods used to measure fair value at December 31, 2021 and 2020.

The Organization's policy is to recognize transfers of investments into and out of level 3 as of the date of the event or change in circumstances that caused the transfer. For the years ended December 31, 2021 and 2020, there were no significant transfers of investments into or out of level 3.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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The following summarizes fair value measurements using significant Level 3 inputs, and changes therein, for the year ended December 31, 2021:

Balance at December 31, 2020	\$ 77,401
Change in value	5,897
Distribution	-
Balance at December 31, 2021	<u>\$ 83,298</u>

The following summarizes fair value measurements using significant Level 3 inputs, and changes therein, for the year ended December 31, 2020:

Balance at December 31, 2019	\$ 71,368
Change in value	6,033
Distribution	-
Balance at December 31, 2020	<u>\$ 77,401</u>

NOTE 6 BENEFICIAL INTEREST IN ENDOWMENT

The San Diego Community Foundation (SDCF) maintains two endowment funds for the benefit of the Organization. Under the terms of the agreement, distributions of principal and interest from the fund are at the discretion of SDCF and administrative fees are charged annually in an amount which is the greater of \$100 per fund or 0.5% - 2% of the fair value of the respective fund as of June 30th each year.

When the endowment funds were established, the Organization granted variance power to SDCF and gives SDCF the right to distribute the investment income to another non-profit organization of its choice if the Organization ceases to exist or if the governing board of SDCF votes that support of the Organization (a) is no longer necessary or (b) is inconsistent with the needs of the San Diego community.

At December 31, 2021 and 2020, the distributable balance in SDCF totaled \$2,948 and \$2,801, respectively, which is reported in the statement of financial position as beneficial interest in endowment funds.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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NOTE 7 PROPERTY AND EQUIPMENT

Property and equipment consists of the following at December 31:

	2021	2020
Office equipment	\$ 88,260	\$ 85,561
Furniture and fixtures	40,770	36,781
	<u>129,030</u>	<u>122,342</u>
Accumulated depreciation	(108,347)	(94,281)
	<u><u>\$ 20,683</u></u>	<u><u>\$ 28,061</u></u>

Depreciation expense was \$14,066 and \$15,107 for the years ended December 31, 2021 and 2020, respectively.

NOTE 8 ACCOUNTS PAYABLE AND ACCRUED EXPENSES

Accounts payable and accrued expenses consist of the following at December 31:

	2021	2020
Accrued vacation	\$ 59,845	\$ 68,987
Accrued payroll expenses	43,425	29,472
Other accrued expenses	21,092	14,676
	<u><u>\$ 124,362</u></u>	<u><u>\$ 113,135</u></u>

NOTE 9 LINE OF CREDIT

The Organization has a line of credit of \$100,000 with Wells Fargo Bank that is collateralized by substantially all of the assets of the Organization. The interest rate is variable and at December 31, 2021 and 2020, was 5.25%. At December 31, 2021 and 2020, the Organization had a balance of \$0 and \$43,978, respectively. The line of credit remains active as long as the account is in good-standing.

Interest expense related to the line is \$804 and \$2,875 for the years ended December 31, 2021 and 2020, respectively.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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NOTE 10 PPP LOAN

In April 20, 2021, the Organization received a second round of PPP and entered into a note payable agreement with Self-Help Federal Credit Union Bank for \$368,698, pursuant to the Paycheck Protection Program (PPP) under the Coronavirus Aid, Relief, and Economic Security Act (CARES Act). The note matures two years from the disbursement date and bears interest at a rate of 1.000% per annum, with the first six months of interest deferred.

On April 27, 2020, the Organization entered into note payable agreement with Self-Help Federal Credit Union Bank for \$305,565, pursuant to the Paycheck Protection Program (PPP) under the Coronavirus Aid, Relief, and Economic Security Act (CARES Act). The note matures two years from the disbursement date and bears interest at a rate of 1.000% per annum, with the first six months of interest deferred. On April, 27, 2021, the Organization received an approval letter from the Small Business Administration, stated that their PPP loan had been fully forgiven. Under the terms of the CARES Act, PPP loan recipients can apply for and be granted forgiveness for all or a portion of loans granted under the PPP. The note is subject to forgiveness to the extent proceeds are used for payroll costs, including payments required to continue group health care benefits, and certain rent, utility, and mortgage interest expenses (qualifying expenses), pursuant to the terms and limitations of the PPP. The Organization records the PPP notes as debt on the balance sheet until loan forgiveness is received or the note is paid off. Any loan forgiveness is recorded as other income on the statement of income.

NOTE 11 RETIREMENT PLAN

The Organization maintains a 403(b) plan, which provides employees an opportunity to defer a portion of their compensation through salary reduction. In 2021, the employer began to match employee contributions. The employer match begins at 1-year (1000 hours minimum), it will match 50% of employee contribution up to 3% of gross pay. Plan costs consists of nominal administrative fees.

NOTE 12 GRANTS

The Organization receives grants for financial assistance from various government agencies and foundations. The disbursement of funds received under these programs generally requires compliance with terms and conditions specified in the grant agreements and is subject to audit by the grantor agencies. Any disallowed expenditures resulting from such audits could become a liability of the Organization. In the opinion of the Organization's management, no material reimbursement of funds will be required as a result of expenditures allowed.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
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NOTE 13 SPECIAL EVENTS

Special events revenues and expenses are directly related to fundraising and consist of the following:

	<u>2021</u>	<u>2020</u>
Revenue:		
Gourmet Dinner	\$ 712,555	\$ 334,384
Golf Marathon	305,191	195,094
Golf Jet Away	243,698	47,500
Poker Tournament	68,374	59,714
General Fundraising	27,882	15,454
Young Professionals Committee	303	6,432
	<u>1,358,003</u>	<u>658,578</u>
Expenses:		
Facilities and venue	97,506	15,441
Food and beverages	114,792	11,399
Other event costs	52,332	24,871
	<u>264,630</u>	<u>51,711</u>
	<u>\$ 1,093,373</u>	<u>\$ 606,867</u>

The Golf Jet Away resumed in 2021 at Pebble beach. In 2020, the Golf Jet Away special event was cancelled due to stay-at-home orders. Revenues received for the event was recorded as deferred revenue for the following year or as general contributions.

NOTE 14 COMMITMENTS

The Organization leases office space under a five year operating lease agreement that expires in December 2024. The Organization also leases office equipment under various lease agreements expiring by 2026. Minimum future payments under non-cancelable operating leases having remaining terms in excess of one year for the years ended December 31 are as follows:

2022	\$ 144,454
2023	148,052
2024	152,310
2025	6,117
2026	2,549
	<u>\$ 453,482</u>

Office space lease expense for the years ended December 31, 2021 and 2020 was \$146,795 and \$91,031, respectively. Office equipment lease expense for the years ended December 31, 2021 and 2020 was \$8,618 and \$14,973, respectively.

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
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NOTE 15 NET ASSETS

Net assets consist of the following at December 31:

	<u>2021</u>	<u>2020</u>
Without donor restrictions:		
Undesignated and unrestricted	\$ 1,785,317	\$ 632,483
With donor restrictions:		
Subject to expenditure for specific purpose:		
Bigs with Badges	3,831	27,282
Juvenile Justice and Delinquency Program	-	16,748
Big Futures	-	2,472
Ayana	-	160
	<u>3,831</u>	<u>46,662</u>
	<u>\$ 1,789,148</u>	<u>\$ 679,145</u>

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or events specified by donors during fiscal years ended December 31 are as follows:

	<u>2021</u>	<u>2020</u>
Purpose restrictions accomplished:		
Operation Bigs	\$ 190,000	\$ 256,056
Bigs with Badges	48,451	60,091
Big Futures	27,472	40,106
Juvenile Justice and Delinquency Program	16,748	13,926
Ayana	160	878
Beyond School Walls	-	76,205
	<u>\$ 282,831</u>	<u>\$ 447,262</u>

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
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DECEMBER 31, 2021 AND 2020

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NOTE 16 LIQUIDITY AND AVAILABILITY

The Organization is substantially supported by contributions with donor restrictions. Contributions and expenses are monitored on a monthly basis by the Organization's management and a committee of the Board of Directors. The level of assets are monitored on an annual basis. The Organization's goal is to be able to function within the boundaries of the income received throughout the year. The Organization's strategic plan includes a goal to accumulate cash on hand equal to at least six months of operating expenses. As of December 31, 2021, the Organization has over six months operating expenses available in cash reserves. The Organization continues to build reserve funds for both risk management and growth opportunities.

The Organization currently has a line of credit established with a national bank. The line of credit ensures short-term financial ability of the Organization to pay general expenditures.

As part of the Organization's liquidity management, it has structured its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization manages its liquidity following three guiding principles: operating within a prudent range of financial stewardship and stability, maintaining adequate liquid assets to fund near-term operating needs, and maintaining sufficient funds to provide reasonable assurance that long-term obligations will be discharged.

The following reflects the Organization's financial assets as of December 31, 2021 and 2020, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the statement of financial position date:

	<u>2021</u>	<u>2020</u>
Financial assets, at year-end:		
Cash	\$ 1,937,886	\$ 715,581
Pledges receivable	<u>207,538</u>	<u>257,034</u>
Total financial assets	2,145,424	972,615
Less those unavailable for general expenditures within one year, due to contractual or donor-imposed restrictions:		
Restricted for specific programs	(3,831)	(46,662)
Restricted by time	<u>(20,000)</u>	<u>(30,000)</u>
Total amounts not available to be used within one year	(23,831)	(76,662)
Financial assets available to meet general expenditures within one year	<u><u>\$ 2,121,593</u></u>	<u><u>\$ 895,953</u></u>

BIG BROTHERS BIG SISTERS OF SAN DIEGO COUNTY, INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2021 AND 2020

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NOTE 17 LEGAL CONTINGENCIES

The Organization is subject to various legal proceedings and claims incurred by non-profit organizations during the normal course of business, the outcomes of which are subject to significant uncertainty. Disclosure of contingency is required if there is a reasonable possibility that a loss has been incurred. The Organization evaluates, among other factors, the degree of probability of an unfavorable outcome and the ability to make a reasonable estimate of the amount of loss. The Organization anticipates that these matters will not have a material adverse effect on the Organizations financial position or statement of activities at December 31, 2021 and 2020.

NOTE 18 SUBSEQUENT EVENTS

Management has evaluated subsequent events through September 9, 2022, the date which the financial statements were available to be issued. There were no other material subsequent events which affected the amounts or disclosures in the consolidated financial statements, except as noted below:

While the Organization is not experiencing reduced revenues due to the COVID-19 pandemic, the Organization continues to monitor the effects on the Organization and, as needed, adjusts its operations based on the health orders issued by governmental authorities. The future financial impact of the pandemic cannot be reasonably estimated at this time.

On June, 21, 2022, the Organization received an approval letter from the Small Business Administration, stated that their second PPP loan had been fully forgiven.

330 West Broadway
San Diego, CA 92101
(619) 531-4040
SanDiegoDA.com

**OFFICE OF
THE DISTRICT ATTORNEY
COUNTY OF SAN DIEGO**
**SUMMER STEPHAN
DISTRICT ATTORNEY**

DWAIN D. WOODLEY
ASSISTANT DISTRICT ATTORNEY

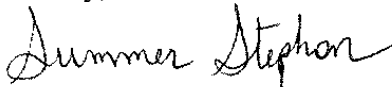
To: Board of State and Community Corrections
Re: California Violence Intervention & Prevention (CalVIP) Grant
Date: February 10, 2022

As the elected District Attorney for the County of San Diego County, I understand that the Big Brothers Big Sisters of San Diego has submitted a proposal for awarding of the CalVIP grant. This letter is being submitted in support of the work being done by the Big Brothers Big Sisters of San Diego and, should they receive the grant, acknowledges our commitment to collaborate with them in their efforts to match youth, ages 7-16, who are at a higher risk of perpetrating or being victimized by violence in the near future, in one-to-one mentoring relationships. I understand that the funds will be used to support and expand the mentoring work of Big Brothers Big Sisters using evidence-based violence reduction strategies.

This commitment includes ongoing, regular coordination for youth violence prevention efforts, as well as collaborative opportunities for supporting at-risk youth with local schools, community-based organizations, and referrals for at-risk youth. I believe a comprehensive violence and intervention program in our region requires evidence-based, one-to-one mentoring. Thus, I look forward to working with BBBS of San Diego County to increase and enhance mentoring relationships that significantly reduce the likelihood of juvenile delinquency in all its forms, bolster self-confidence, and prepare young people to be contributing citizens to society through a tailored supportive adult relationship.

I'm writing this letter to express complete support and commitment to this initiative by Big Brothers Big Sisters of San Diego because of my long-term professional engagement and partnership with this organization. I worked hand in hand with them to increase training in the area of child exploitation and human trafficking allowing the mentors to be able to spot the signs and properly report and help the child. I also worked with this great organization to provide education about careers in the law to allow the kids to visualize themselves as professionals and lawyers. This effort to expand mentoring could not come at a better time. We know that mental health concerns and isolation for youth has escalated during the challenges of the pandemic and that has contributed to increased gang membership and criminal conduct. Being able to enhance the connection to the community through evidence-based violence reduction strategies with mentorship at the heart of the formula is desperately needed in our region. I stand ready with my team to support the work of Big Brothers Big Sisters as it leaps forward with the help of this important grant.

Sincerely,



SUMMER STEPHAN
San Diego County District Attorney



The Office of Child and Youth Success

March 2, 2023

Senator Alex Padilla
255 E. Temple St.
Suite 1860
Los Angeles, CA 90012

Dear Senator Padilla,

As the Executive Director for the City of San Diego Office of Child and Youth Success, I support the project Mentoring Youth with Incarcerated Family Members, which seeks to reach more youth with evidence-based mentorship, mental/emotional health support, and education/career pathways in through the coordinated efforts of California Big Brothers Big Sisters agencies. Currently, there are an estimated 200,000 California children with at least one incarcerated parent. This is a public safety and health crisis, dramatically increasing the likelihood of juvenile arrest and long-term adult criminal behavior.

The Big Brothers Big Sisters Association of California has collectively served nearly 5,000 youth with an incarcerated parent or family member the past five years and their evidence-based approach to mentoring has recently been shown to reduce arrest rates for youth 54% and substance youth by 41%. This project aims to support at least 1,000 additional youth who have an incarcerated parent or family member with a professionally supported mentor.

I believe their innovative and evidence-based programs enhances the safety and wellbeing of youth in the state while being cost effective and fiscally responsible. Community Project Funding will enhance the mentoring work of California Big Brothers Big Sisters agencies and complement existing federal and state funding. This collaboration is critical to providing comprehensive support that can change the lives of youth across California and in San Diego County.

Sincerely,

Andrea O'Hara

Executive Director
Office of Child and Youth Success



June 21, 2023

To whom it may concern:

This letter is in support of the efforts Big Brothers Big Sisters of San Diego County is providing to my child through its one-to-one mentoring program. My child Ajani has been matched with Ronald for 8 years and 5 months and my youngest child Taycuan has been matched with Abhishek for 2 years and 4 months. As a widowed single mother with 4 children, I couldn't have imagined getting through my children's most trying years without this program. Both of my children have greatly benefited from these relationships in the following ways:

1. Social skills
2. Increased Confidence
3. Gets them offline and into the real world
4. Mentorship and friendship
5. Increased physical activity
6. Exposure to different interests and cultures
7. Improved communication
8. Safety around being vulnerable and sharing emotions
9. Goal setting with accountability
10. A shift in overall perspective

If my children did not have Big Brothers, then I would be trying to fill all of these roles. Their Bigs have been invaluable in the absence of their father. Without this program they would hermit and isolate more, avoid social engagement, they would not have developed the ability to trust and communicate, they would have no accountability to anyone outside of me, and no relatable example of what it means to be a man. This program has been a huge blessing to me.

Thank you for your support of Big Brothers Big Sisters.

Sincerely,

A handwritten signature in black ink that reads 'Patrina McDonald'.

Patrina McDonald



June 21, 2023

To whom it may concern:

This letter is in support of the services Big Brothers Big Sisters of San Diego County is providing to Ajani through its one-to-one mentoring program. I have been matched with Ajani for 8 years. My "Little" has benefited from this relationship in the following ways:

1. More confident
2. Better at communicating
3. Learned how to deal with adversity
4. Determination

I enjoy being a Big because I enjoy the experience of giving back to the community as well as being a mentor. Being able to have a positive impact on a young man's life and give them the opportunity to succeed is something that I look forward before every outing. My Little and I like doing the following activities together, playing chess, or video games, eating cowboy burgers and playing basketball. My most memorable moment with my Little was when we drove to Carlsbad to play basketball and it was raining. Ajani and I spent the next two hours driving around talking about which condiment goes better on a hot dog (mustard of course), Marvel super heroes, and a variety of other topics. We drove around for almost three hours just hanging out. Our relationship had evolved to just two friends hanging out. Another favorite memory I have of Ajani is when he finally beat me at chess. We started playing online during Covid. I was so proud of Ajani when he finally beat me because he never gave up. He continued to learn the game and got better. His perseverance and determination were amazing.

Thank you for your support of Big Brothers Big Sisters of San Diego County.

Sincerely,

Ron Williams
Big Brother



22nd June 2023

To whom it may concern:

This letter is in support of the services Big Brothers Big Sisters of San Diego County is providing to my Little Brother through its one-to-one mentoring program. I have been matched with Taycuan for 28 months. My "Little" has benefited from this relationship in the following ways:

1. Able to express freely his opinions.
2. More mature and confident
3. Try new things which are out of his comfort zone.

I enjoy being a Big because it helps me to give back to my community and gives me an opportunity to make a small difference in a child's life. My Little and I like doing the following activities together, going for bowling, having afternoon picnics at a nearby petting zoo, visit to bird sanctuary and indulge in some ice creams occasionally. My most memorable moment with my Little was when my Little recently told me how he felt easier to talk to me now about his day-to-day stuff and told me likes all the little advices I give him off and on during our conversations/outings.

Thank you for your support of Big Brothers Big Sisters of San Diego County.

Sincerely,
Abhishek Kalapatapu
Big Brother



06/19/23

To whom it may concern:

This letter is in support of the efforts Big Brothers Big Sisters of San Diego County is providing to my child through its one-to-one mentoring program. My child has been matched with Erik for 16 months. My child has greatly benefited from this relationship in the following ways:

1. has socialized more at school
2. has gained self-confidence and self-awareness
3. has increased his skills in chess

If my child did not have a Big Brother then they would not have grown in confidence, they would still be struggling with social skills. My child's life has improved because they have a Big.

Thank you for your support of Big Brothers Big Sisters.

Sincerely,

Rose Sosa



06/20/23

To whom it may concern:

This letter is in support of the services Big Brothers Big Sisters of San Diego County is providing to Nathan through its one-to-one mentoring program. I have been matched with Nathan for 1 year and 4 months. My "Little" has benefited from this relationship in the following ways:

1. He has developed a friendship with his big (me)
2. He has improved his self-esteem and social skills
3. He has someone to chat with and confide in that is outside of his normal social circle
4. He has enjoyed fun activities during our outing together
5. He has received guidance from his big (me)

I enjoy being a Big because it gives me a sense of fulfillment by making a difference in a youth's life, and it gives me an opportunity to connect with people in the community that I normally wouldn't cross paths with.

My Little and I like doing the following activities together, drawing and playing chess at Discovery Lake Park, playing games at Boomers, going on walks / hikes.

My most memorable moment with my Little was when he told me he made some friends at school (earlier on in our match he said he didn't have many friends that he hung out with at school).

Thank you for your support of Big Brothers Big Sisters of San Diego County.

Sincerely,

Erik Owen



06/19/23

To whom it may concern:

This letter is in support of the services Big Brothers Big Sisters of San Diego County is providing to me through its one-to-one mentoring program. I have been matched with Erik for 16 months I have benefited from this relationship in the following

1. A Friend
2. Someone I can play chess with

My Big and I like doing the following activities together, play chess ,eat, hike, and walk
My most memorable moment with my Big was when he came to my birthday and we played chess.

Thank you for your support of Big Brothers Big Sisters of San Diego County.

Sincerely,

Nathan
Little Brother



Big Brothers Big Sisters of San Diego County

April 10 · 🌐

...

Sing up to our upcoming volunteer information session on April 12th and learn more about what it takes to be a Big! [#MentoringIRL](#)



BIG STORIES

My favorite moment with my Little this past year was...

"When we got selected to go on a yacht with other Bigs and Littles around San Diego. It was really cool observing Miles interact with the other Littles too. Plus, it's not everyday you get to go on a boat cruising under the Coronado Bridge! We talk about this outing pretty often."

- Big Brother, Chinsin



Big Brothers Big Sisters of San Diego County

May 24 at 11:20 AM · 🌐

...

On the fence about applying to volunteer? Join us at our next volunteer info session and hear from current Bigs about why mentoring youth in our community matters ❤️.

👉 SDBigs.org

[#MentortheFuture](#)



2016



2021

WHY MENTOR?

"When I see my Little Brother, I see myself. We both grew up with a single mother raising us. When we got matched in 2016, I was in law enforcement and it was stressful work and long hours, but he has given me a fresh lease on life. We like going to the movies and playing soccer and basketball. Eduardo always has me cracking up, and I really appreciate his view on life. Our outings give me a sense of joy that I have never had before."

- Big Brother, Carlos



June 13, 2023

San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA, 92069 |

Dear San Marcos Community Foundation:

On behalf of the children and youth we serve, our dedicated staff and Board of Directors, Casa de Amparo is grateful for your past support and for the opportunity to request funding from the San Marcos Community Foundation this year.

ORGANIZATION OVERVIEW

The mission of Casa de Amparo is to support those affected by and at risk of child abuse and neglect, through a range of programs and services that promote healing, growth, and healthy relationships.

We provide housing, medical care, and 24-hour trauma-informed wraparound and comprehensive therapeutic services for foster youth ages 12-18 years in home-like cottages and simulated apartments on our main campus in San Marcos, and provide transitional housing and support for young adults (whom are former foster youth) ages 18-25 years in apartments located in north San Diego County. We welcome and provide support to youth who are pregnant and/or parenting their own children and are the only provider of our kind that offers this service in San Diego County.

The youth we serve have a history of child abuse having experienced any combination of physical, emotional, and sexual abuse and/or severe neglect. Casa de Amparo has successfully provided residential care and mental health services for vulnerable children and families in San Diego County for more than 45 years and has deep expertise in providing intensive treatment and acute crisis support for youth who have child welfare and justice system involvement and/or have experienced sexual exploitation and complex trauma in their young lives.

PROPOSED PROJECT

Casa de Amparo respectfully requests \$1500 for programming for our Transitional Preparation Program for 16-18 year olds on the Casa Kids Campus in San Marcos, CA.

Funds from the San Marcos Community Foundation will support Casa de Amparo's programming for youth including housing, therapeutic services, independent living skills development and recreational activities.

Serving all of San Diego County with locations in Oceanside and San Marcos

325 Buena Creek Road, San Marcos, CA 92069

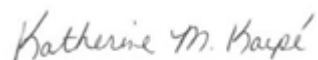
Phone: 760-754-5500 • Fax: 760-566-3569 • www.casadeamparo.org

Casa de Amparo is a 501 (c)(3) nonprofit organization. Federal Tax I.D. #95-3315571

With your support, Casa de Amparo will continue to provide a safe home for children impacted by abuse and neglect, and support foster youth emancipating from the system with housing, therapy, coaching, and myriad of supports - to offer them the best chance at success and happiness in adulthood.

Thank you for your consideration of this request.

Sincerely,

A handwritten signature in cursive script, reading "Katherine M. Karpé". The ink is dark and the handwriting is fluid.

Katherine Karpé, CFRE
Director of Development

Title	Casa de Amparo - Transitional Preparation Program Support	06/12/2023
	by Sharon Kim in San Marcos Community Foundation	id. 40739109
	skim@casadeamparo.org	

Original Submission	06/12/2023

General Project Information

Please enter your organization's name and project name.	Casa de Amparo - Transitional Preparation Program Support

Are you applying for the Mini Grant or the Regular Grant?	Mini Grant (up to \$1,500)

Project Name	Transitional Preparation Program Support

Project Start Date	7/1/2023

Project End Date	6/30/2024

Date by Which Funds Will Be Expended:	6/30/2024

Total Number of People Served by this Project	16.0

Total Number of People Served by this Project in San Marcos Only	16.0

Grant Amount Requested	1500.0

Organization Details

Organization Name	Casa de Amparo

Organization Street Address	325 Buena Creek Road

Organization City	San Marcos
Organization State	CA
Organization Zip Code	92069
Organization Website	https://www.casadeamparo.org/
Organization's EIN	95-3315571 200 Casa de Amparo 15a5d7cf-5c0a-49a5-b35f-6ed347499177 325 Buena Creek Road San Marcos CA 92069 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 3/13/2023 12:00:00 AM 4/3/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 3/13/2023 12:00:00 AM 1979 08
Contact Information	
Contact First Name	Sharon
Contact Last Name	Kim
Contact Title	Grants Manager
Contact Phone	+17608784084
Contact Email	skim@casadeamparo.org
Project Details	

Briefly describe your request for funds.	We are requesting \$1500 toward program support for our Transitional Preparation Program for foster youth ages 16-18 years. These youth have experienced significant trauma and abuse and due to their older age, are unlikely to reunify with biological family and will likely age out of the foster care system. We provide a healing and supportive environment through independent living “practice” in simulated apartments on our main campus in San Marcos, CA. Each apartment has a shared living space, kitchen, laundry room, and a bedroom and bathroom for each resident. TPP youth benefit from access to 24/7 care by remaining on the same campus, and from the continuity of safe and supportive relationships with therapeutic staff while learning how to grocery shop, cook, navigate transportation, and caring for a home. County contracts only fund basic needs and shelter, but Casa de Amparo strives to provide the additional, valuable skills needed such as cooking classes, money management, and linkage to job and educational opportunities. 1 in 4 youth become homeless within 4 years of exiting foster care but the independent living skills that we teach are demonstrated to be effective in helping at-risk youth obtain safe and stable housing upon emancipation.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	Transitional Preparation Program serves approximately 12 foster youth annually, with a capacity for 7 youth at one time. They receive stable housing, support, and access to medical and mental health treatment on our campus in San Marcos. These youth are San Marcos residents and either attend school, work, volunteer, and/or participate in recreational activities in the San Marcos community. TPP youth are categorized in the lowest income bracket based on their child welfare involvement and are also at a very high risk for homelessness and/or living in unsafe, unstable, or exploitative situations including couch surfing, sex trafficking, and living in short-term motels. Your support of our programming funds interventions and activities that are a healthy diversion from negative behaviors including truancy, self-harm, juvenile justice involvement, and sexual trafficking and offers vulnerable youth greater chance for healthy and successful living upon emancipation and in adulthood.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.	Graduate mental health internships with CSUSM Sea Breeze Properties provides retail spaces during the holidays for gift collection On-site clinic built with TrueCare Health and the Lennar Foundation

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

Yes, we were awarded \$2,500 from the San Marcos Community Foundation in November 2022.

Please upload the annual operating budget for your organization.

[Casa_de_Amparo_Operating_Budget_FY2022-23_1.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[SMCF_2023_mini_grant_-_June.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **149226.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

Without the full grant request, we can operate our program but with greater limitations on the quality and quantity of services we can provide..

Casa de Amparo
Operating Budget
FY 2022-2023

	<u>FY 22/23 Budget</u>
Operational Revenues	
Contributions	1,956,000
Grant Revenue	8,362,492
Miscellaneous Income	<u>157,095</u>
Total Operational Revenues	<u>10,475,587</u>
Total Revenues	<u>10,475,587</u>
Operational Expenditures	
Personnel	5,428,568
Employee Benefits	1,257,876
Occupancy	1,433,049
Program Expense	374,400
Supplies	266,875
Professional Services	413,806
Transportation	132,589
Equipment Expense	151,281
Training, Meetings, Other	82,069
Telephone	94,109
Advertising & Promotion	33,510
Bank and other Fees	24,296
Postage, Printing, and Shipping	41,607
Fund Raising Expense	174,080
Total Miscellaneous	<u>5,267</u>
Total Operational Expenditures	<u>9,913,383</u>
Non-Operational Expenditures	
Depreciation	458,881
Free Use of Land	<u>53,196</u>
Total Non-Operational Expenditures	<u>512,077</u>
Total Expenditures	<u>10,425,460</u>
Net Gain/(Loss)	<u><u>50,127</u></u>

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Total Personnel</i>	<i>\$13,028.00</i>	
Total Employee Benefits	2404	
Total Occupancy	1777	
Recreation, Cultural Events, Other	\$468.00	
Total Supplies (office, hygiene, food, household, clothing)	\$946.00	
Total Professional Services	\$537.00	
Total Transportation	\$305.00	
Total Equipment Expenses	\$262.00	
Total Training, Meetings, Other	\$66.00	
Total Telephone	\$215.00	
Total Advertising & Promotion	\$6.00	
Total Postage, Printing, Shipping	\$4.00	
Depreciation	\$1,299.00	
Total budget for this PROJECT:	21,318 per youth * 7 youth = 149,226	149,226 per month for 7 youth

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Monthly Government Contract Reimbursements	19,281 per child *7=\$134,967	P
Additional Funding Source 2			
Additional Funding Source 3			
Additional Funding Source 4			
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			



(619) 339-3308
Firstgenscholars.org

May 22, 2023

San Marcos Community Foundation
San Marcos City Hall
1 Civic Center Drive
San Marcos, CA, 92069

Dear SMCF Members:

As CEO/Founder of First Gen Scholars, I certify having reviewed and approved the enclosed application for the Regular Endowment Grant in request of \$10,000. First Gen Scholars' mission is to amplify the success of first-generation students by gaining admission to highly selective colleges and graduating debt-free. We do this by mitigating the cultural, social, and economic barriers that first generation students face and collaborating with agencies that spark generational wealth through career preparation for the innovation economy.

In 2021, we began to service twenty-three students in the San Marcos area. Graduating students attained admission to highly selective and local institutions. We are especially proud of Carlos Alvarez from San Marcos High School who was awarded a full-ride scholarship, estimated at \$260K, to the University of Southern California. We are committed to increasing opportunities for first-generation and low-income scholars in North County through this grant and in furthering our partnership with San Marcos Promise.

Sincerely,

Jonathan Burgos, CEO/Founder
First Gen Scholars

Title	First Gen Scholars; FGS-San Marcos	05/30/2023
	by Joe Mazares in San Marcos Community Foundation	id. 39085610
	jmazares@gmail.com	

Original Submission	05/30/2023

General Project Information

Please enter your organization's name and project name.	First Gen Scholars; FGS-San Marcos

Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)

Project Name	FGS San Marcos

Project Start Date	7/1/2023

Project End Date	6/14/2024

Date by Which Funds Will Be Expended:	6/14/2024

Total Number of People Served by this Project	40.0

Total Number of People Served by this Project in San Marcos Only	40.0

Grant Amount Requested	10000.0

Organization Details

Organization Name	First Gen Scholars

Organization Street Address	1531 Masterson Ln

Organization City	San Diego
Organization State	CA
Organization Zip Code	92154
Organization Website	https://firstgenscholars.org/
Organization's EIN	84-2846880 200 First Gen Scholars 52d7ca2f-8216-4805-97e1-8f7705c0e320 1531 Masterson Ln San Diego CA 92154 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 5/8/2023 12:00:00 AM 5/22/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(2) organization 5/8/2023 12:00:00 AM 2019 09
Contact Information	
Contact First Name	Jonathan
Contact Last Name	Burgos
Contact Title	CEO/Founder
Contact Phone	+16193393308
Contact Email	jonathan@firstgenscholars.com
Project Details	
Briefly describe your request for funds.	First Gen Scholars requests funds to expand program services to San Marcos High School first-generation and low-income students. Funding will provide staffing, guidance, mentorship, curriculum materials, and workshops directed towards increasing eligibility and application submissions to attend highly selective colleges and universities on full ride national merit scholarships. FGS has been operating since 2021 in a limited capacity aiding high school students, residing in San Marcos, navigate the college, scholarship, and financial aid application processes.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

First Gen Scholars is built on the promise of creating generational wealth. Our mission is to amplify the success of first-generation students by gaining admission to highly selective colleges and graduating debt-free. We do this by mitigating the cultural, social, and economic barriers that first generation students face and collaborating with agencies that spark generational wealth through career preparation for the innovation economy. San Marcos High School has a minority (52.4%) – majority (47.6%) population with a significant concentration of socioeconomically disadvantaged (33.3%) students. Our pilot program of graduating seniors in 2022 and 2023 has thus far garnered \$1.2M in full ride scholarships to USC, Bowdoin, and the University of Chicago. Graduating from college debt free is a gateway to creating generational wealth and we want to help more San Marcos families (students) find that path.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

We currently partner with several organizations like the Cesar Chavez Foundation and San Diego County school districts. In San Marcos, we have a relationship with The San Marcos Promise.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

No

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and

FIRST GEN SCHOLARS' (FGS) mission is to amplify the success of first-generation students by gaining admission to highly selective colleges and graduating debt-free. We do this by mitigating the cultural, social, and economic barriers that first generation students face. Student cohorts are supported at their school sites or virtually through a support system of program directors, alumni mentors, and volunteer career professionals. Founded in 2019, the program began with 26 students in South San Diego. With the pandemic forcing virtual services, the program has expanded to serve 240 Class of

2023 seniors from 76 different high schools in 14 different states. In addition, students have taken the initiative to establish First Gen Clubs at Southwest, Crawford, Montgomery, Sweetwater, San Diego High, Canyon Hills, University City, Patrick Henry, and Hoover High Schools. Beginning the summer before their senior year, students apply to be part of an FGS Cohort where they learn to navigate the college application process through one-on-one mentoring. Our program facilitates students through an intense comprehensive college application curriculum that covers topics such as college fit, understanding financial aid, and the importance of incorporating a narrative in their authentic voice. A supplemental mentoring component includes an alum, first-generation college student, meeting with scholars to enhance their story while fostering resiliency and confidence in themselves during the remainder of the academic year. Our impact thus far is 100% admission eligibility to highly selective universities, \$7.6 million in scholarships awards for Class of 2022 participants, and eight of ten program alums on pace to graduate from college debt-free! Our scholars have not only been the first in their family to attend college, but also the first in their schools to attend ivy league institutions such as Harvard, Yale, Brown, Johns Hopkins, and Stanford University with full ride scholarships. We have developed role models demonstrating to their peers and future students from the lowest levels of socioeconomic conditions can aspire to achieve their highest potential in academia. First Gen Scholars are first generation and/or low-income students who live in "impact zones" of San Diego, where families live at or below the poverty line and have low rates of earning a college degree. We are intentional in our outreach to students residing in targeted zip codes within San Diego Unified, Sweetwater Union, and now, the San Marcos area. Our school site locations represent the highest rate of socioeconomically disadvantaged and majority-minority student enrollment in the county. At San Marcos High School, 33.3% of the student population are socioeconomically disadvantaged and 52.4% is identified as the majority coming from diverse minority backgrounds. In 2021, during the pandemic, we began with several students from San Marcos High participating virtually. Two completed the program and attained entrance to prestigious institutions on full-ride scholarships. Determined to pay it forward, one of the scholars continued to mentor a new Class of 2023 cohort of 11 students currently attending High Tech High North County, Valley Center, and San Marcos. As of this date, early decision students have been accepted to USC, Bowdoin, and the University of Chicago garnering \$1.2M in full ride scholarships. We anticipate more awards as admission and scholarship awarded notices are being sent in anticipation of the May 1 national college commitment deadline. More importantly, this exemplifies the cascading effect of the FGS experience. Applying for college can cause intense amounts of pressure and weigh heavily on a student's mental health. Depression, stress, and anxiety are some feelings experienced when applying to highly selective colleges and scholarships. Personal essays are the only means for applicants to express their unique circumstances. First Gen Scholars addresses gaps high school counselors and college outreach programs may have in preparing

high achieving first generation and low-income students. We help break down mental barriers by providing individual support and techniques that impart the confidence to aspire grander options for their future. Many programs help students apply to college. First Gen Scholars stands out by designing pathways that create generational wealth. Our cohort-based model serves as a foundation to building social capital and networks that will increase students' chances of having thriving careers. Our succession plan involves First Gen college level alums mentoring scholars, an affinity of university and high school clubs linked to one another, and program placement within school sites assembles natural connections for possible curriculum integration. We are cultivating a systemic pipeline proving how a college education can eventually lead towards breaking the cycle of poverty, especially in San Marcos. San Marcos Community Foundation funding is expected to cover one-third of the costs for part-time services addressing the needs of approximately 40 students from San Marcos High School. We seek to implement a formal presence in response to community requests for our services, and in partnership with such collaborators as the San Marcos Promise. Every allocation impacts our ability to ensure student's well-being to attain each milestone. All students come from low-income families. FGS also addresses research on food insecurity affecting learning as participants receive additional sustenance, transportation, incentives, access to hands-on learning, and personal development activities through unrestricted funds. SMCF support is critical to launching this initiative and setting a foundation for future growth with FGS partners and donors.

Please upload any community letters or media in support of this project.

[Stout_SM_Promise.pdf](#)

[FGS_Publicity.pdf](#)

Please upload the annual operating budget for your organization.

[22-23_Projected_Budget.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[First_Gen_Scholars-Financial_Report.pdf](#)

Please attach the first two pages of your Federal 990.

[1GS_990_21-22_-_2pg_Cover.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[SMCF_Auth_Letter.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **36500.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **Yes**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

PD responsible for site including stakeholder meetings, student workshops, excursions, curriculum supplies, mentor schedules, etc. Limited services directed to serving San Marcos students per funding.

First Gen Scholars 2022-2023 Budget		
Revenue	Budget Amount	
Donations		
Corp Donations	\$60,000	
Individual Donations	\$30,000	
Total Donations	\$90,000	
Grants		
San Diego Foundation	\$175,000	Anticipated
Cesar Chavez Service Clubs	\$50,000	Secured
Price Philanthropies	\$25,000	Secured
County of San Diego	\$10,000	Anticipated
Prebys Foundation	\$25,000	Anticipated
Harris Bacor Family Foundation	\$10,000	Secured
Del Mar Womens Giving Circle	\$25,000	Secured
New Grants	\$225,000	Secured/Anticipated
Total Grants	\$545,000	
Total Revenue	\$635,000	
Operating Expenses		
Salaries/Exec Director	\$82,500	
Salaries/Program Coordinators	\$275,000	
Payroll Taxes/Benefits	\$52,500	
Rent	\$0	
Accounting	\$5,000	
Audit (for state/federal grants)	\$15,000	
Advertising	\$1,000	
Dues & Subscriptions	\$4,000	
Student Meals, Activities, Travel Assistance	\$82,000	
Payroll Service	\$272	
Marketing	\$10,000	
Office Supplies	\$10,000	
Staff Travel/Mileage Reimbursement	\$18,500	
Events (graduation, alumni event, picture day)	\$55,000	
Total Operating	\$610,772	
Net Income	\$24,228	

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Program Director (\$25hr/15hrs/wk)</i>	<i>\$13,500.00</i>	
PD Equipment (computer, internet, office supplies)	2500	
Mileage reimbursement (\$.65/mile)	1000	
Facility Rental (\$30/hr)	\$8,000.00	
Excursions (hands-on learning, tours)	\$4,000.00	
Student snacks (food insecurity) & incentives	\$4,800.00	
Guest speaker incentives	\$900.00	
Student curriculum materials (\$45 per student)	\$1,800.00	
Total budget for this PROJECT:	36500	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	First Gen Scholars Funds	10500	
Additional Funding Source 2	Cesar Chavez Club	5000	
Additional Funding Source 3	Cushman Foundation	2500	
Additional Funding Source 4	TBD	8500	
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

2021Open to Public
Inspection

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.**A** For the **2021** calendar year, or tax year beginning **JUL 1, 2021** and ending **JUN 30, 2022****B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization**FIRST GEN SCHOLARS**

Doing business as

Number and street (or P.O. box if mail is not delivered to street address)

1531 MASTERSON LANE

Room/suite

City or town, state or province, country, and ZIP or foreign postal code

SAN DIEGO, CA 92154**F** Name and address of principal officer: **JONATHAN BURGOS****SAME AS C ABOVE****D** Employer identification number**84-2846880****E** Telephone number**619.339.3308****G** Gross receipts \$**396,128.****H(a)** Is this a group returnfor subordinates? ☐ Yes ☒ No**H(b)** Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

H(c) Group exemption number ▶**I** Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ **WWW.FIRSTGENSCHOLARS.ORG****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: **2019****M** State of legal domicile: **CA****Part I Summary**

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: OUR MISSION IS TO SUPPORT FIRST GENERATION STUDENTS THROUGH THE COLLEGE APPLICATION PROCESS, HELP		
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	6
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	5
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	5
	6	Total number of volunteers (estimate if necessary)	6	12
		7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a
7b		Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g)	77,049.	396,128.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0.	0.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0.	0.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	77,049.	396,128.
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.
14		Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
15		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	6,000.	110,026.
16a		Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b		Total fundraising expenses (Part IX, column (D), line 25) ▶ 26,566.		
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	46,268.	225,804.
18		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	52,268.	345,698.
Net Assets or Fund Balances	19	Revenue less expenses. Subtract line 18 from line 12	24,781.	50,430.
	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21	Total liabilities (Part X, line 26)	41,267.	111,068.
	22	Net assets or fund balances. Subtract line 21 from line 20	7,561.	26,932.
			33,706.	84,136.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer		Date		
	JONATHAN BURGOS, PRESIDENT				
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check if self-employed ☐	PTIN
	RICHARD HOTZ		03/16/23		P00452784
Preparer Use Only	Firm's name ▶	Firm's EIN ▶			
	CONSIDINE & CONSIDINE	95-2694444			
	Firm's address ▶	Phone no. 619.231.1977			
	8989 RIO SAN DIEGO DRIVE, SUITE 250 SAN DIEGO, CA 92108-1604				

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒ **X****1** Briefly describe the organization's mission:

OUR MISSION IS TO SUPPORT FIRST GENERATION STUDENTS THROUGH THE COLLEGE APPLICATION PROCESS, HELP THEM GRADUATE WITH NO DEBT, AND FIND CAREERS THAT CREATE ECONOMIC MOBILITY AND GENERATIONAL WEALTH.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☒ **X** Yes ☐ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ **X** No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 96,032. including grants of \$ 9,868.) (Revenue \$)
 SPRING PROGRAM TO SERVICE 80 STUDENTS AT 3 DIFFERENT HIGH SCHOOLS: SAN DIEGO HIGH, CRAWFORD HIGH AND HOOVER HIGH. PROVIDED ESSAY DEVELOPMENT AND WORKED ON AN END OF PROGRAM PROJECT PRESENTATION (STUDENT LED AND CURATED).

4b (Code:) (Expenses \$ 106,140. including grants of \$) (Revenue \$)
 2022 SUMMER COLLEGE PREP PROGRAM. COHORTS WERE CREATED FOR MENTAL HEALTH, MAKING HISTORY (AUTOBIOGRAPHICAL) SCIENCE/TECHNOLOGY, AND LIFE SCIENCES. PROGRAMMING INCLUDED COLLEGE APPLICATION SUPPORT AND ESSAY WRITING.

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **202,172.**

Financial Reports

First Gen

July 2022-April 2023



Prepared by

Bookkeeping Boutique

Prepared on

May 9, 2023

Statement of Financial Position

As of April 30, 2023

	Total
ASSETS	
Current Assets	
Bank Accounts	
Checking 8576	36,754.75
Total Bank Accounts	36,754.75
Other Current Assets	
Uncategorized Asset	0.00
Total Other Current Assets	0.00
Total Current Assets	36,754.75
TOTAL ASSETS	\$36,754.75
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Amazon-4538	-4,000.00
Credit Card Southwest	24,412.18
Total Credit Cards	20,412.18
Other Current Liabilities	
Direct Deposit Payable	0.00
Payroll Liabilities	-976.04
CA PIT / SDI	228.80
CA SUI / ETT	91.00
Federal Taxes (941/944)	1,385.01
NYS Income Tax	43.05
Total Payroll Liabilities	771.82
Total Other Current Liabilities	771.82
Total Current Liabilities	21,184.00
Total Liabilities	21,184.00
Equity	
Retained Earnings	84,135.11
Net Revenue	-68,564.36
Total Equity	15,570.75
TOTAL LIABILITIES AND EQUITY	\$36,754.75

Statement of Activity

July 2022 - April 2023

	Total
REVENUE	
Donations	22,684.70
Company Donations	27,934.10
Individual Contributions	35,467.01
Total Donations	86,085.81
Grants	148,799.09
Non Profit Revenue	1,911.97
Total Revenue	236,796.87
GROSS PROFIT	236,796.87
EXPENDITURES	
Advertising	4,618.31
Auto	
Fuel	2,099.39
License & Registration	930.80
Repairs & Maintenance	227.03
Total Auto	3,257.22
Bank Charges	463.61
Computer & Equipment	4,213.89
Contractors	996.97
Dues & Subscriptions	13,743.90
Educational Programming	4,063.15
Employee Relations	42.80
Events	20,845.74
Insurance	2,102.00
Interest Paid	1,047.50
Legal & Professional Fees	4,240.00
Meals and Entertainment	12,485.60
Office Expenditures	1,258.95
Payroll Expenses	
Salaries & Wages	170,214.23
Taxes	15,434.60
Total Payroll Expenses	185,648.83
Payroll Service	1,894.00
Promotional	438.70
Scholar Incentives	5,661.68
Student Support	
Other Support	6,498.90
Stipend	12,640.20
Tuition	820.00
Total Student Support	19,959.10
Supplies	8,242.63
Taxes & Licenses	10.00

	Total
Travel	5,036.19
Utilities	2,784.76
Workshops	2,348.34
Total Expenditures	305,403.87
NET OPERATING REVENUE	-68,607.00
OTHER REVENUE	
Interest Earned	42.64
Total Other Revenue	42.64
NET OTHER REVENUE	42.64
NET REVENUE	\$ -68,564.36

SAN MARCOS PROMISE
MOU Communication w/Lisa Stout, ED

From: **Lisa Stout** <lisa@thesanmarcospromise.org>
Date: Tue, Jan 10, 2023 at 7:38 PM
Subject: Re: First Gen Scholars Summer Program
To: Jonathan Burgos <jonathan@firstgenscholars.com>
Happy New Year Jonathan!

Thanks for reaching out and sending the amazing updates! That makes my heart so happy and I'm sure you must be so proud ;).

I'd love to meet and talk about ways we can support each other to help more students in North County! The next few weeks are a little crazy but can you send me a few dates and times that work for you after that and we'll get something on the calendar? Maybe we can meet at one of the Future Centers?

Take care!
Lisa

On Jan 10, 2023, at 9:45 AM, Jonathan Burgos <jonathan@firstgenscholars.com> wrote:

Good Morning Lisa,

Happy New Year! I wanted to share with you some good news about the students you have helped host from First Gen Scholars:

Carlos Alvarez just moved into USC and will start his first semester as a Trojan.

Carlos Hernandez received a full scholarship to his dream school Bowdoin
Eric Duran is a QuestBridge finalist and if he is accepted to any QB Schools he will receive a full ride.

In addition, all of the North County Scholars applied to the UCs/CSUs and 3/4 of them applied to private schools.

Their efforts, combined with your support, have inspired me to make a more intentional effort to support the area where I grew up.

I am working on a summer proposal for First Gen Scholars in North County, and I wanted to see if the San Marcos Promise is interested in helping provide a space for the Scholars this summer. One example of how we can work together is that I can provide the staff and mentors to support and train 25 students at your San Marcos and Mission Hills locations. By the end of the program, participants will have a completed personal statement and supplemental essay that they can use for QuestBridge, Common App, etc.

Let me know if this sounds interesting to you and if it does I would love to schedule a meeting.

With Appreciation,

Jonathan Burgos, Founder
First Gen Scholars, a 501c3 nonprofit
www.firstgenscholars.org

FIRST GEN SCHOLARS PUBLICITY

Several first generation students in the South Bay get accepted into prestigious colleges across the country

CBS8 – Local TV

June 1, 2022

<https://www.cbs8.com/article/news/education/first-generation-students-reach-the-american-dream/509-f98795b1-fedf-4460-8301-307c3d14ad5a>

First Gen Scholars Program Helps Local Students Earn Scholarships to Ivy League

Times of San Diego

May 24, 2022

<https://timesofsandiego.com/education/2022/05/24/first-gen-scholars-participants-san-diego-students-earn-full-ride-scholarships/>



• today.ucsd.edu



A new chapter begins

Brielle Easter knows exactly what she wants, and she isn't afraid of a challenge. A first-year student beginning this fall, Easter has her heart set on becoming an anesthesiologist, and plans to study either biology or biochemistry at UC San Diego. Despite her conviction, she explained that there were plenty of naysayers on her journey to college. "I went to a low-income high school and experienced a lot of negativity," she shared. "A lot of times people would say, 'You're not going to graduate,' or

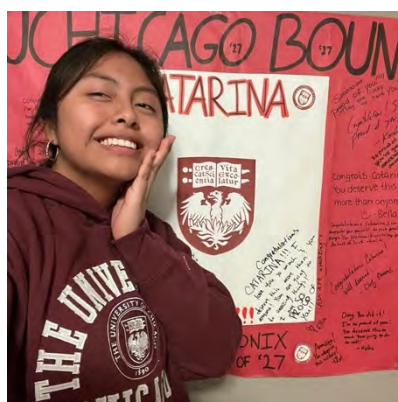
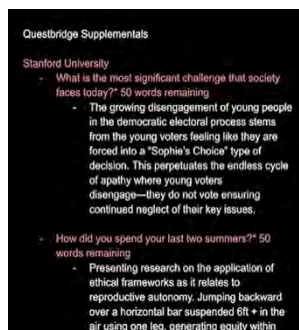
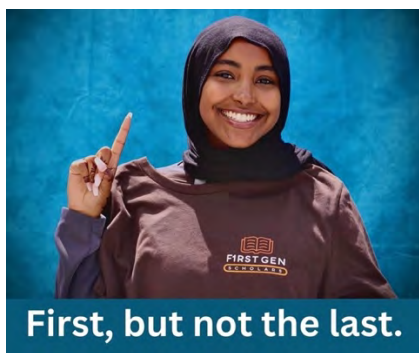
would be surprised when I would be in honors classes. It feels so good to rise above."

During her senior year, Easter joined the First Gen Scholars club at her high school and met peers with the same dreams and aspirations. They motivated each other to reach new heights and were overjoyed when each got into prestigious universities this fall. "We all feel so happy because we were all going through the same situation. It feels great."



Camila is one of 13 students in the nation awarded Chick-Fil-A Community Award.

She will be attending Harvard University fall 2023





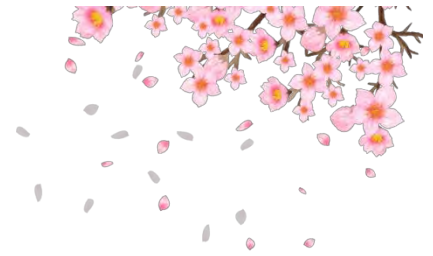
Healing To You

1400 Kraemer Blvd., #1506

Placentia, CA 92871

(818) 275-2227

www.HealingToYou.org



May 31, 2023

To Whom It May Concern,

This letter is to confirm that Cari Teran, LMFT has the authority to submit a grant application to the San Marcos Community Foundation and enter into an award contract.

This has been approved by Healing To You Board of Directors.

Kindest regards,

Cari Teran, M.S., LMFT

Cari Teran, M.S., LMFT

Founder, President and Chief Executive Officer



Title	Healing To You - Mobile Medical and Mental Health Services for Children and Adults Living in Domestic Violence Shelters, San Diego County	05/31/2023
	by Cari Teran in San Marcos Community Foundation	id. 39557700
	1400 N. Kraemer Blvd #1506 Placentia, California 92871 CA United States 8182752227 Cariteran@healingtoyou.org	

Original Submission	05/31/2023

General Project Information	
Please enter your organization's name and project name.	Healing To You - Mobile Medical and Mental Health Services for Children and Adults Living in Domestic Violence Shelters, San Diego County
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)
Project Name	Healing To You
Project Start Date	10/1/2023
Project End Date	7/31/2025
Date by Which Funds Will Be Expended:	7/31/2025
Total Number of People Served by this Project	16000.0
Total Number of People Served by this Project in San Marcos Only	1200.0

Grant Amount Requested	10000.0

Organization Details

Organization Name	Healing To You

Organization Street Address	1400 N. Kraemer Blvd #1506

Organization City	Placentia

Organization State	CA

Organization Zip Code	92871

Organization Website	www.healingtoyou.org

Organization's EIN	88-3100212 200 Healing To You 79a59a97-fe55-45e1-bbea-37d2bb69eaa3 2478 Cambridge Ave Fullerton CA 92835 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 5/8/2023 12:00:00 AM 5/30/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 5/8/2023 12:00:00 AM 2022 07

Contact Information

Contact First Name	Cari

Contact Last Name	Teran

Contact Title	Founder and Chief Executive Officer

Contact Phone	+18182752227

Contact Email	Cariteran@healingtoyou.org

Project Details

Briefly describe your request for funds.

The outreach coordinator will collaborate with domestic violence shelters and healthcare partners to identify gaps in healthcare access and develop solutions. They will assess the barriers survivors face, such as lack of insurance, transportation, and language barriers. Educational materials and training sessions will be provided to survivors, empowering them to navigate the healthcare system and understand their rights. A network of sensitive healthcare providers will be built, offering regular updates and training on trauma-informed care. Outreach campaigns via social media, community events, and local media partnerships will raise awareness about available healthcare services. Data collection and evaluation will ensure the effectiveness of initiatives, allowing for necessary adjustments.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

The outreach coordinator plays a vital role in the San Marcos community by improving equitable access to healthcare for survivors of domestic violence. Their efforts have the potential to positively impact a significant number of individuals in need. While the specific numbers served can vary, their work is expected to reach and support a substantial portion of the survivor population in the area, anticipated to be approximately 300 residents per year. The coordinator's role includes developing educational materials, providing training sessions, and building a network of trauma-informed healthcare providers. These efforts empower survivors with knowledge about their rights, available resources, and how to navigate the healthcare system. Additionally, outreach campaigns utilizing various channels raise awareness about healthcare services and resources in the community. The anticipated impact of the outreach coordinator's work is significant. By reaching out to and serving a substantial number of survivors, we can ensure that more individuals receive the necessary healthcare support in a safe and supportive environment. The coordinator's efforts contribute to creating a healthier and more resilient San Marcos community, supporting survivors in their healing and recovery journey.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

Our program actively collaborates with all of the domestic violence shelters in San Diego County to improve access to healthcare for survivors, particularly those in the San Marcos area.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

Our organization has not received funding from the San Marcos Community Foundation.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

Healing To You's mobile medical and mental health clinic is the only service provider of its kind in California, combining high-quality medical and mental health services to support the healing and recovery of domestic violence shelter residents. Our experienced healthcare professionals provide personalized care, tailored to the unique needs of domestic violence survivors, including injury documentation, reproductive healthcare and gender affirming care. Our licensed mental health clinicians are skilled in working with families with young children, providing infant massage education, early childhood developmental assessments, and referrals to occupational or speech and language specialists. With a focus on early childhood interventions we hope to interrupt the cycle of generational abuse. We understand the importance of a holistic approach to healing, which is why we offer both medical and mental health services in one convenient location. Our mobile clinic is a vital resource for domestic violence shelter residents, providing access to the care and support needed to overcome trauma and rebuild their lives. We hope to interrupt the generational cycle of abuse by providing supportive services early as we bring healing to you. The strategic objectives of Healing To You has several positive impacts on the community:

Improved Health and Well-being: By promoting equitable access to healthcare, Healing To You ensures that survivors of domestic violence have the opportunity to receive the necessary medical attention and support they need. This leads to improved physical health outcomes and overall well-being for survivors, contributing to a healthier community.

Enhanced Mental Health Support: The comprehensive mental health support provided by Healing To You has a positive impact on the mental well-being of survivors. By addressing trauma and providing access to qualified professionals early, survivors receive the necessary resources to heal and recover from the psychological effects of domestic violence. This leads to improved mental health outcomes and resilience within the community.

Increased Awareness and Education: Healing To You's outreach and awareness campaigns raise public awareness about domestic violence, its impact on

survivors, and available resources. By educating the community, they promote empathy, understanding, and support for survivors. This leads to a more informed and compassionate community that is better equipped to address domestic violence and support survivors. **Strengthened Partnerships: Healing To You's** collaborations with domestic violence shelters, healthcare providers, and community organizations foster a network of support for survivors. By strengthening these partnerships, they create a unified approach to addressing domestic violence and ensuring survivors receive the comprehensive care and support they need. This leads to a more coordinated and effective response to domestic violence within the community. **Empowerment and Resilience:** Through our programs and initiatives, Healing To You empowers survivors by providing them with knowledge, resources, and self-advocacy skills. This empowerment contributes to the resilience of survivors, allowing them to regain control of their lives and break the cycle of violence. Ultimately, this leads to a stronger and more resilient community as survivors thrive and become advocates for change. Overall, the positive impacts of Healing To You's work include improved health and well-being, enhanced mental health support, increased awareness and education, strengthened partnerships, and the empowerment and resilience of survivors. These impacts create a ripple effect, fostering a community that is more supportive, informed, and equipped to address domestic violence and create lasting change.

Please upload any community letters or media in support of this project.

[2023_Cari_Teran_MFT_Letter_of_Support.pdf](#)

Please upload the annual operating budget for your organization.

[Project_Budget_HTY.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[financial_stmt.pdf](#)

Please attach the first two pages of your Federal 990.

[financial_stmt.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[SM_letter.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **6884037.0**

Is this a Challenge or Matching Grant?

No

Could this be a Challenge or Matching Grant?

Yes

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

Healing To You was founded in 2022 and recently received a \$6,884,037 grant from the California Governor's Office of Emergency Services. We will still be able to run our project if we receive less.



Healing To You
Cal OES FO 01 1539, FO A1 1539, FO B1 1539
Project Time Frame: April 1, 2023 - July 31, 2025

REVENUE	
Grants Committed	\$6,884,037
Grants Anticipated	\$974,000
Individual Donors Committed	
Individual Donors Anticipated	
Corporate Donors Committed	
Corporate Donors Anticipated	
TOTAL REVENUE	\$7,858,037

EXPENSES	
Salaries	\$3,764,540
Benefits	\$1,204,653
Consultant Fees ¹	\$59,800
Medical Instruments, Tests and Supplies	\$93,784
Equipment	\$1,044,032
Covid19 Tests and Vaccines, Immunizations, Labs	\$210,000
Therapy Materials, Client Supplies, Financial Support	\$35,956
Rent ²	\$126,000
Training/Travel ³	\$13,150
Vehicle Fuel, License/Registration, Maintenance, Safety Seats, Janitorial, Insurance	\$248,444
Software, Communications, Interpretation Services	\$18,206
Indirect Costs/Overhead ⁴	\$65,438
TOTAL EXPENSES	\$6,884,003

¹ Consultants will produce a safety and empowerment video for patient/clients.

² Rental costs for Headquarters, RV parking x2, satellite office in San Diego.

³ Clinical training for ASQ, infant massage educator.

⁴ Copier, office furniture, shelving, safe, office supplies, badge machine.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
Outreach Coordinator \$22/hour x 320 hours = \$7040; (+benefits \$2,252)	\$9,292	
Outreach materials, flyers, brochures printing costs	\$708	
Total budget for this PROJECT:	10000	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Cal OES	6884037	C
Additional Funding Source 2			
Additional Funding Source 3			
Additional Funding Source 4			
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			



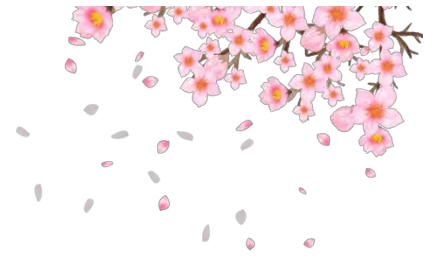
Healing To You

1400 Kraemer Blvd., #1506

Placentia, CA 92871

(818) 275-2227

www.HealingToYou.org



- Healing To You was founded in July 2022 and funded by the California Governor's Office of Emergency Services in April 2023.
- As a newly funded organization we have not filed a 990 and do not have financial statements for any previous years.



Mobile Medical & Mental Health Services for Survivors of Domestic Violence
California 501 (c)(3) Nonprofit Organization 88-3100212



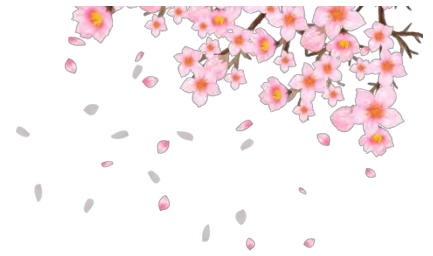
Healing To You

1400 Kraemer Blvd., #1506

Placentia, CA 92871

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Mobile Medical & Mental Health Services for Survivors of Domestic Violence
California 501 (c)(3) Nonprofit Organization 88-3100212



Erin D. Runnion
Founding Director
The Joyful Child Foundation
PO Box 12680
Westminster, CA 92685
erin.runnion@thejoyfulchild.org
(866) 756-9385
www.thejoyfulchild.org

April 9, 2023

RE: Recommendation for Cari Teran, MFT, and Healing To You

To Whom It May Concern,

I am writing this letter of support on behalf of Cari Teran, MFT, who has been actively engaged in providing trauma-informed services to our community. I am the founder of The Joyful Child, In Memory of Samantha Runnion, which is a non-profit organization dedicated to preventing crimes against children through programs that educate, empower, and unite families and communities.

Cari Teran and I both serve on the California Child Abduction Task Force under the Governor's Office of Emergency Services. I have observed Cari's trauma-informed training for law enforcement and other multi-disciplinary professionals on countless occasions over the last five years. Cari has a deep understanding of the complexities of trauma and the expertise to facilitate a variety of therapeutic approaches with compassionate and empathetic support. She has excellent communication skills and effortlessly builds rapport with others in a way that fosters trust and respect. I have also been impressed by Cari's ability to work collaboratively with other professionals and organizations to ensure that clients receive the best possible care.

I am confident that Cari Teran and Healing To You will continue to be an asset to any community that is committed to providing trauma-informed services. I highly recommend her and her team at Healing To You for any grant that furthers their work with families who have experienced trauma.

Please do not hesitate to contact me if you require any further information or clarification. Thank you for considering Healing To You for this opportunity.

Warmest regards,

Erin D. Runnion
Founding Director
The Joyful Child Foundation – In Memory of Samantha Runnion





Honor Flight San Diego™

June 29, 2023

Members of the San Marcos Community Foundation Grant Funding Committee:

I am pleased to approve the submission of this request for a 2023 Regular Grant to support *Honor Flight San Diego - Experience of a Lifetime for San Marcos Veterans*.

Honor Flight San Diego is a non-profit, all-volunteer organization created solely to honor America's veterans for their service and sacrifice. We are very careful stewards of the contributions we receive from individuals, businesses, and foundations, and that has enabled us to fly more than 1,700 veterans free of charge to Washington D.C. since the San Diego hub was established in 2010.

Along with those veterans, we have flown more than 1,700 guardians: volunteers who accompany each veteran on the trip to provide 1:1 assistance with trip logistics, veteran safety, wheelchairs, meals, boarding buses, and more.

An Honor Flight is a life-changing experience for both veterans and their guardians. My first experience as a guardian was accompanying my father, a WWII Army veteran, on his Tour of Honor. The weekend in Washington, D.C. ranked as one of the best weekends of his life. He was honored for his service, visited the Memorials with fellow veterans, heard their stories of service, shared his story, and made connections with other senior veterans, active-duty military, and guardians. This is the reason I am still serving as a volunteer for Honor Flight after 15 years and 54 Honor Flights. The Honor Flight "Tour of Honor" enhances a veteran's life forever.

It is my hope that Honor Flight San Diego can begin to build a partnership that will benefit San Marcos veterans in the years to come.

Thank you for your consideration of our proposal.

Sincerely,

Julie Brightwell

Chairman, Honor Flight San Diego

Mobile: 614-264-3369

<http://www.HonorFlightSanDiego.org>

Mailing Address: Honor Flight San Diego, P.O. Box 181309, Coronado, CA 92178

www.HonorFlightSanDiego.org

Phone: 800-652-1375; Email: info@HonorFlightSanDiego.org

Follow us on Facebook. Like our page @HonorFlightSanDiego

Title	Honor Flight San Diego - Experiences of a Lifetime for San Marcos Veterans	06/30/2023
	by Nicole Miller-Coleman in San Marcos Community Foundation	id. 41287159
	nicole@nicolemillercoleman.com	

Original Submission	06/30/2023

General Project Information	
Please enter your organization's name and project name.	Honor Flight San Diego - Experiences of a Lifetime for San Marcos Veterans
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)
Project Name	Experiences of a Lifetime for San Marcos Veterans
Project Start Date	9/29/2023
Project End Date	10/1/2023
Date by Which Funds Will Be Expended:	12/31/2023
Total Number of People Served by this Project	4.0
Total Number of People Served by this Project in San Marcos Only	4.0
Grant Amount Requested	9599.0
Organization Details	
Organization Name	Honor Flight San Diego

Organization Street Address	P.O. Box 181309
Organization City	Coronado
Organization State	California
Organization Zip Code	92178
Organization Website	https://www.honorflightsandiego.org/
Organization's EIN	27-3792604 200 Honor Flight San Diego 21514dd1-10ca-49ac-8de9-76910f2bab3c PO Box 181309 Coronado CA 92178 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 6/12/2023 12:00:00 AM 6/26/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 6/12/2023 12:00:00 AM 2010 12
Contact Information	
Contact First Name	Julie
Contact Last Name	Brightwell
Contact Title	Board Chairman
Contact Phone	+16142643369
Contact Email	julie@honorflightsandiego.org
Project Details	

Briefly describe your request for funds.	The funds requested through the 'Experiences of a Lifetime for San Marcos Veterans' program will help cover costs associated with taking four veterans from San Marcos on their “Tour of Honor”, aided by volunteer Guardians who will provide 1:1 support to the veterans for the entire trip. SMCF funds will be used to pay for veterans to travel to the Washington D.C. area, and for an unforgettable day of visits to Washington, D.C. memorials including, but not limited to, the Changing of the Guard at Arlington National Cemetery, the WWII Memorial, the Korean War Memorial, the Vietnam Veterans War Memorial, and the Marine Corp Memorial.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	San Marcos is home to 4,685 veterans* including four who have asked to join an upcoming Honor Flight. For these four San Marcos veterans, the Fall 2023 Honor Flight will serve as a once-in-a-lifetime experience enabling them to be recognized for their service and sacrifice, to connect and bond with other regional veterans, and to bring home stories to share with family and community members. Representatives of the San Marcos Community Foundation, city officials, and San Marcos residents can participate in the Honor Flight San Diego “Welcome Home” at the San Diego Airport on Sunday, October 1. The event will be streamed on Facebook live and regional media outlets will be present. Our Welcome Home celebrations typically attract 1,000 supporters in person and several thousand viewers on social media and news outlets. For some veterans, including those who served in Vietnam, the Honor Flight trip and the Welcome Home celebration represent the first time these heroes have been publicly recognized. The effect and long-term impact of Honor Flight participation can be profound for the veteran and his or her guardian, and by extension, can be very meaningful to family members and the greater community. * https://www.census.gov/quickfacts/sanmarcoscitcalifornia

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.	Honor Flight San Diego maintains close ties with veteran and active military communities across the county, including in San Marcos. Our Board VP also serves on the board of the SD Veterans Coalition.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

No.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

Honor Flight San Diego is dedicated to taking WWII, Korean War, Vietnam War veterans to Washington, D.C. to see the memorials built in honor of their service and sacrifice at no cost to them. We also fly senior or terminally ill veterans who are still willing and able to travel. Several WWII veterans who were aged 100 and older have joined our flights. (One flight hosted six veterans aged 100 or older.) Many of these veterans would not be able to experience THEIR memorials due to physical and/or financial reasons. The opportunity to travel and receive recognition, coupled with the supportive, veteran/peer-cohort environment our program affords, results in participants who report feeling uplifted, deeply appreciated, and more socially connected to others. Some participants have described their Honor Flight San Diego experiences as healing. Each Honor Flight from San Diego serves between 85-90 veterans. Veterans always go on their Honor Flight free of charge and without any obligation. The trip from San Diego leaves on a Friday morning and returns on Sunday afternoon. Total costs are about \$300,000 per Honor Flight trip. The 'Experiences of a Lifetime for San Marcos Veterans' program budget for this grant request provides a breakdown of the anticipated costs to provide the complete Honor Flight experience for four San Marcos veterans. The program budget was calculated based on Honor Flight San Diego's anticipated program expenses for the September 29-October 1 Honor Flight trip as projected in our 2023 calendar year, per our annual budget. The 'Experiences of a Lifetime for San Marcos Veterans' program budget includes a 6-12% increase in program expense over our annual budget numbers to reflect inflation which peaked at 8% nationally and 25% in the airline industry* since our 2023 annual budget was created in Spring of 2022. Since 2010 we have flown more than 1,700 veterans as part of the Honor Flight San Diego program, each of them unique in their life experiences and all of them eager to connect with others and feel genuine appreciation from the public. Time is of the essence to thank our aging veterans by getting them to their memorials in Washington, D.C. while they are still physically able to travel on this three-day, cross-country trip! Your assistance in sending these four special veterans from San Marcos on the trip of a lifetime is most appreciated. *Forbes and CNBC

Please upload any community letters or media in support of this project.

[HFSD_-_Evidence_of_Media_Coverage_with_More_Than_10_Links_to_Stories.docx](#)

Please upload the annual operating budget for your organization.

[HFSD-AnnualBudget-CY2023-PDF.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[HFSD_Financial_Statements_6.30.2022.pdf](#)

Please attach the first two pages of your Federal 990.

[HFSD_2020_990_2pages.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[HFSD-SMCF_Regular_Grant-LetterFromOurChairman.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **14599.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **Yes**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?	SMCF funds will support airline travel and an unforgettable "Tour of Honor" through D.C. The balance of funds comes from individuals and businesses who wish to be an important part of honoring a hero.



2023 Calendar Year Budget

COA Item	Description / Unit Cost	Flight 1 (April)	Flight 2 (Oct)	Support Services	TOTAL	NOTES
		# on Flight	# on Flight			
# of Veterans		95	95			
# of Gardians		95	95			
# of HF Team Leaders & Board Members		15	15			
Total # of People		205	205			
Program Services						
Airfare		\$ 199,800.00	\$ 200,000.00		\$ 399,800.00	
Baggage Handlers		\$ 500.00	\$ 500.00		\$ 1,000.00	Patton Trucking
Gratuities & Tips		\$ 2,400.00	\$ 2,400.00		\$ 4,800.00	
Guest Rooms		\$ 31,000.00	\$ 31,000.00		\$ 62,000.00	
Audio Visual @ BWI		\$ 9,700.00	\$ 9,700.00		\$ 19,400.00	
Audio visual @ Airport		\$ 500.00	\$ 500.00		\$ 1,000.00	
Bus Service		\$ 12,300.00	\$ 12,300.00		\$ 24,600.00	
Dinner Service (2 Nights)		\$ 15,000.00	\$ 15,000.00		\$ 30,000.00	
Dinner Thursday Night -		\$ 800.00	\$ 800.00		\$ 1,600.00	
Breakfast Friday @ Airport					\$ -	
Lunch Saturday		\$ 2,000.00	\$ 2,000.00		\$ 4,000.00	
Medical Supplies / Oxygen		\$ 500.00	\$ 500.00		\$ 1,000.00	
Wheelchair Repair		\$ 350.00	\$ 350.00		\$ 700.00	
Snacks		\$ 200.00	\$ 200.00		\$ 400.00	
Police Escort					\$ -	

Other Program Costs		\$ 1,600.00	\$ 1,600.00	\$ 3,200.00	Total Other Program Costs split among flights evenly. (Estimate per flight)
Veteran Supplies and Giveaways (Estimate Cost)		\$ 5,910.00	\$ 5,910.00	\$ 11,820.00	
Tote Bags	\$ 4.91	\$ 466.45	\$ 466.45	\$ 932.90	Estimated Cost (# on Flight x unit cost)
Guardian T-Shirts	\$ 8.00	\$ 760.00	\$ 760.00	\$ 1,520.00	Estimated Cost (# on Flight x unit cost)
Veteran T-Shirts	\$ 8.00	\$ 760.00	\$ 760.00	\$ 1,520.00	Estimated Cost (# on Flight x unit cost)
Seawolves Jackets / Vietnam Vet Jackets		\$ -	\$ -	\$ -	
Lanyard	\$ 1.40	\$ 287.00	\$ 287.00	\$ 574.00	Estimated Cost (# on Flight x unit cost)
Wrist Bands	\$ 0.50	\$ 102.50	\$ 102.50	\$ 205.00	Estimated Cost (# on Flight x unit cost)
Certificates of Recognition	\$ 0.50	\$ 102.50	\$ 102.50	\$ 205.00	Estimated Cost (# on Flight x unit cost)
Pins	\$ 4.00	\$ 820.00	\$ 820.00	\$ 1,640.00	Estimated Cost (# on Flight x unit cost)
Books	\$ 21.30	\$ 2,023.50	\$ 2,023.50	\$ 4,047.00	Estimated Cost (# on Flight x unit cost)
Challenge Coins	\$ 6.19	\$ 588.05	\$ 588.05	\$ 1,176.10	Estimated Cost (# on Flight x unit cost)
Veteran Hats	\$ -	\$ -	\$ -	\$ -	
Total Program Services		\$ 282,560.00	\$ 282,760.00	\$ 565,320.00	

Support Services
Fundraising Costs

Ranch Events	\$ 8,500.00	\$ 8,500.00	
Supplies	\$ 1,200.00	\$ 1,200.00	
Flip Cause	\$ -	\$ -	
Force Con	\$ -	\$ -	
Management and General			
D & O / General Liability			
Insurance	\$ 1,800.00	\$ 1,800.00	
Other Program Costs		\$ -	
Advertising & Marketing	\$ 3,600.00	\$ 3,600.00	
Bank Charges and Merchant			
Service Fees	\$ 3,500.00	\$ 3,500.00	
Computer Supplies	\$ -	\$ -	
Internet	\$ -	\$ -	
Website Design Services	\$ 144.00	\$ 144.00	
Legal Accounting and			
Professional Services	\$ 8,000.00	\$ 8,000.00	
Licenses and Fees	\$ 175.00	\$ 175.00	
Meetings and Conventions	\$ 3,200.00	\$ 3,200.00	
Outside Services	\$ -	\$ -	
Postage and PO Box	\$ 1,200.00	\$ 1,200.00	

Next period, Report Revenue from Special Events, Less Cost of Special Events sep. on Statement of Activity
Outreach / Donation Cards, Flyer for Homecoming

Next period, Report Revenue from Special Events, Less Cost of Special Events sep. on Statement of Activity

Alliance Member Service - Comprehensive Coverage
Remove COA item from QB
Constant Contact \$95/mo, Go Daddy, Web Hosting, 1X pop up tent
Pay Pal. Financial
Management, Wire Fees,
Remove COA item from QB
Remove COA item from QB

Productive computing, Review Fee from CPA (\$7000-\$8000)
Attorney General. Dept of Justice
Summit and 250,000 Network Celebration
1099's, possible outsourced admin.
PO Box and Postage

Office Supplies & Software				\$ 4,400.00	\$ 4,400.00
Telephone				\$ -	\$ -
Travel				\$ -	\$ -
Total Support Services	\$ -	\$ -		\$ 35,719.00	\$ 35,719.00
					6%
Target Revenue	\$ 282,560.00	\$ 282,760.00		\$ 35,719.00	\$ 601,039.00

** Yellow fields are estimates

QuickBooks Sub, One Box Serice, Bus Cards, Check Stock, Misc Office Supplies, Adobe \$487.83 through May. Turn off Subscriprtion via PayPal

<--- % of Program Services

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
TRANSPORTATION TOTAL	\$10,616	
Airfare \$2497/per person (pp) x4 \$9988		
Bus service \$157/pp x4 \$628		
ACCOMODATIONS TOTAL	\$1,693	
Hotel, baggage, gratuity \$423.25/pp x 4		
FOOD & DRINKS	\$1,168	
Breakfast Friday @ airport \$25/pp x 4		
All hotel meals \$948/pp x4		
Snacks & bottled water \$10/pp x 4		
A/V & PROGRAM	\$1,122	
Wheelchairs and medical supplies \$100/pp x4		
Hotel program & airport A/V \$127.50/pp x4		
T-shirts, memorial books, awards, etc. \$212/pp		
Total budget for this PROJECT:	\$14,599	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	San Marcos Community Founda	9599	Pending
Additional Funding Source 2	Donor gifts	5000	Committed
Additional Funding Source 3			
Additional Funding Source 4			
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

990
Form
Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundation). Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047
2019
Open to Public Inspection

A For the 2019 calendar year, or tax year beginning 07-01-2019, and ending 06-30-2020

B Check if applicable:
☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization: HONOR FLIGHT SAN DIEGO
 Doing business as:
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite: 9423 KECK CT
 City or town, state or province, country, and ZIP or foreign postal code: SAN DIEGO, CA 92129

D Employer identification number: 27-3792604
E Telephone number:
G Gross receipts \$ 575,213

F Name and address of principal officer: DAVID SMITH

H(a) Is this a group return for subordinates? ☐ Yes ☒ No
H(b) Are all subordinates included? ☐ Yes ☒ No
 If "No," attach a list. (see instructions)
H(c) Group exemption number ▶

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.HONORFLIGHTSANDIEGO.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 2010 **M** State of legal domicile: CA

Part I Summary

1 Briefly describe the organization's mission or most significant activities:
TRANSPORT AMERICAN VETS TO WASHINGTON DC

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a) **3** 9
4 Number of independent voting members of the governing body (Part VI, line 1b) **4** 0
5 Total number of individuals employed in calendar year 2019 (Part V, line 2a) **5** 0
6 Total number of volunteers (estimate if necessary) **6**
7a Total unrelated business revenue from Part VIII, column (C), line 12 **7a** 0
b Net unrelated business taxable income from Form 990-T, line 39 **7b** 0

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)		575,213
9 Program service revenue (Part VIII, line 2g)		0
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		0
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		0
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)		575,213
13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)		0
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		0
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) ▶2,295		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)		284,866
18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		284,866
19 Revenue less expenses. Subtract line 18 from line 12		290,347

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	74,925	365,272
21 Total liabilities (Part X, line 26)		0
22 Net assets or fund balances. Subtract line 21 from line 20	74,925	365,272

Part II Signature Block
 Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here
 Signature of officer: DAVID SMITH TREASURER
 Date: 2020-10-01
 Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: WILLIAMS & JONES LLC
 Preparer's signature: [Signature]
 Date: 2020-12-26
 Check ☐ if self-employed
 PTIN: P00365620
 Firm's EIN: 81-4743296
 Firm's address: PO Box 2590
 Phone no. (760) 738-8952
 VALLEY CENTER, CA 92082

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission:

TRANSPORT AMERICAN VETS TO WASHINGTON DC

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 259,251 including grants of \$) (Revenue \$ 575,213)
 TRANSPORTED AMERICAN VETERANS TO WASHINGTON DC TO VISIT MEMORIALS THAT HAVE BEEN DEDICATED TO HONOR THEIR SERVICE AND SACRIFICES TO THE UNITED STATES.

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe in Schedule O.)
 (Expenses \$ including grants of \$) (Revenue \$)

4e **Total program service expenses** 259,251

HONOR FLIGHT SAN DIEGO

FINANCIAL STATEMENTS

JUNE 30, 2022

HONOR FLIGHT SAN DIEGO
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JUNE 30, 2022

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To the Board of Directors of
Honor Flight San Diego
San Diego, California

Independent Accountant's Review Report

We have reviewed the accompanying financial statements of Honor Flight San Diego (a nonprofit organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Accountant's Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of Honor Flight San Diego and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

Accountant's Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Covell, Jani & Pasch LLP
Escondido, California
November 2, 2022

**HONOR FLIGHT SAN DIEGO
STATEMENT OF FINANCIAL POSITION
JUNE 30, 2022**

ASSETS

CURRENT ASSETS	
Cash and cash equivalents	\$ 793,990
TOTAL CURRENT ASSETS	<u>793,990</u>
TOTAL ASSETS	<u>\$ 793,990</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts payable	\$ 416
TOTAL CURRENT LIABILITIES	<u>416</u>
TOTAL LIABILITIES	<u>416</u>
NET ASSETS	
Without donor restrictions	793,574
With donor restrictions	<u>-</u>
TOTAL NET ASSETS	<u>793,574</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 793,990</u>

HONOR FLIGHT SAN DIEGO
STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2022

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
SUPPORT AND REVENUE			
Contributions	\$ 793,085	\$ -	\$ 793,085
TOTAL	<u>793,085</u>	<u>-</u>	<u>793,085</u>
NET ASSETS RELEASED FROM RESTRICTIONS			
Satisfaction of program restrictions	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL NET ASSETS RELEASED FROM RESTRICTIONS	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL SUPPORT AND REVENUE	<u>793,085</u>	<u>-</u>	<u>793,085</u>
EXPENSES			
Program services	<u>429,145</u>	<u>-</u>	<u>429,145</u>
Supporting services:			
Management and general expenses	33,124	-	33,124
Fundraising costs	<u>9,307</u>	<u>-</u>	<u>9,307</u>
Total supporting services	<u>42,431</u>	<u>-</u>	<u>42,431</u>
TOTAL EXPENSES	<u>471,576</u>	<u>-</u>	<u>471,576</u>
INCREASE (DECREASE) IN NET ASSETS	321,509	-	321,509
NET ASSETS AT BEGINNING OF YEAR	<u>472,065</u>	<u>-</u>	<u>472,065</u>
NET ASSETS AT END OF YEAR	<u>\$ 793,574</u>	<u>\$ -</u>	<u>\$ 793,574</u>

See independent accountant's review report and notes to financial statements

**HONOR FLIGHT SAN DIEGO
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022**

	Program Services	Support Services			Total Expenses
		Management and General	Fundraising Costs	Total Support Services	Year Ended June 30, 2022
OPERATING EXPENSES					
Advertising	\$ 46,885	\$ 5,356	\$ -	\$ 5,356	\$ 52,241
Airfare	230,942	-	-	-	230,942
Bank charges and fees	-	2,271	-	2,271	2,271
Banquet expenses	51,693	-	-	-	51,693
Conventions and meetings	-	2,005	-	2,005	2,005
Fundraising costs	-	-	9,307	9,307	9,307
Insurance	-	1,080	-	1,080	1,080
Internet expense	-	-	-	-	-
Licenses and fees	-	140	-	140	140
Office expense	3,538	1,087	-	1,087	4,625
Professional fees	-	20,831	-	20,831	20,831
Supplies	-	354	-	354	354
Telephone	-	-	-	-	-
Travel - other	96,087	-	-	-	96,087
	<u>\$ 429,145</u>	<u>\$ 33,124</u>	<u>\$ 9,307</u>	<u>\$ 42,431</u>	<u>\$ 471,576</u>

See independent accountant's review report and notes to financial statements

**HONOR FLIGHT SAN DIEGO
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2022**

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$ 321,509
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS PROVIDED (USED) BY OPERATING ACTIVITIES	
Increase (decrease) in accounts payable	416
Total adjustments	416
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	321,925
NET INCREASE (DECREASE) IN CASH	321,925
CASH, BEGINNING OF YEAR	472,065
CASH, END OF YEAR	\$ 793,990

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

CASH PAID DURING THE YEAR FOR:

Interest expense	\$ -
Income tax	\$ -

HONOR FLIGHT SAN DIEGO
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022

A. ORGANIZATION

Honor Flight San Diego (the “Organization”) was incorporated in 2010 pursuant to the general nonprofit corporation law of the state of California. The Organization is a branch of the nationwide Honor Flight Network. The specific purpose of the Organization is to transport American veterans to Washington, D.C., to visit their memorials and to thank them for their service.

B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Organization’s accounting records and the accompanying financial statements are prepared on the accrual basis in accordance with generally accepted accounting principles (GAAP), whereby all revenue is recognized when earned rather than received and expenses are recognized when incurred rather than when paid and, accordingly, reflect all significant receivables, other assets, payables, and other liabilities.

Financial Statement Presentation

The financial statements are presented in accordance with the provisions of the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14, *Presentation of Financial Statements of Non-For-Profit Entities*. Under ASU 2016-14, the Organization is required to report information regarding its financial position and activities according to two classes of net assets:

Net assets without donor restriction: 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 board of directors.

Net assets with donor restriction: 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 statements of activities.

Cash and Cash Equivalents

The Organization considers instruments purchased with a fixed maturity date of three months or less to be cash equivalents.

HONOR FLIGHT SAN DIEGO
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022

B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Contributions

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions.

Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Donated Services

Donated services from volunteers have not been reflected in the financial statements because the criteria for recognition under generally accepted accounting principles has not been satisfied. Nevertheless, a substantial number of volunteers donated many hours of their time to the Organization.

Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Functional Expenses. Accordingly, costs have been allocated between program services and supporting services based on management's judgement as to their purpose.

Income Tax

The Organization is a private not-for-profit corporation organized under the laws of the state of California. As a Section 501(c)(3) organization, it is exempt from income taxes under the U.S. Internal Revenue Code and Section 23701(d) of the California State Revenue and Taxation Code, except for unrelated business activities or unrelated business income. During the year ended June 30, 2022, there were no unrelated business activities or unrelated business income.

HONOR FLIGHT SAN DIEGO
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022

B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Advertising

The Organization expenses advertising costs as they are incurred. Advertising expense charged to operations was \$52,241 for the year ended June 30, 2022.

Management's Review

Subsequent events have been evaluated through November 2, 2022, which is the date the financial statements were available to be issued.

C. AVAILABILITY AND LIQUIDITY

The following reflects the Organization's financial assets as of June 30, 2022, reduced by amounts not available for general use because of donor-imposed and board-imposed restrictions within one year of the statement of financial position date.

Financial assets at year end:	
Cash and cash equivalents	\$ 793,990
Total financial assets	<u>793,990</u>
 Less amounts not available to be used within one year	 <u>-</u>
 Financial assets available to meet cash needs for general expenditures with one year	 <u>\$ 793,990</u>

The Organization regularly monitors liquidity required to meet its operating needs and other contractual commitments. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing program activities as well as the conduct of services undertaken to support those activities to be general expenditures.

D. CONCENTRATIONS OF CREDIT RISK

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash deposits in banks and financial institutions.

The Organization maintains cash and cash equivalents with a major bank. Accounts at banks are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 at each institution. At June 30, 2022, the Organization had cash balances in excess of FDIC coverage in the amount of \$597,587.

HONOR FLIGHT SAN DIEGO
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022

E. CONCENTRATIONS OF REVENUE SOURCES

Approximately 44% of the Organization's revenue was received from two donors.

F. CASH FLOW INFORMATION

The Organization did not have any non-cash financing transactions relating to debt for the year ended June 30, 2022.

G. RELATED PARTY TRANSACTIONS

As mentioned in Note A, the Organization is part of the Honor Flight Network which is a national network comprised of independent hubs. For the year ended June 30, 2022 the Organization received \$25,486 from the national network.

Copy of Honor Flight San Diego e-newsletter which reflects a range of media coverage -- including impact stories and testimonials -- along with links.

----- Forwarded message -----

From: **Julie Brightwell** <jbrightwell@ameritech.net>

Date: Fri, Jun 30, 2023 at 2:46 PM

Subject: Media Links from HFSD November 2022 flight

To: Nicole Miller-Coleman <nicolemillercoleman@gmail.com>

Hi Nicole, Here are at least 10 media links to share with SMCF.

Julie Brightwell

Chairman, Honor Flight San Diego

Mobile: 614-264-3369

<http://www.HonorFlightSanDiego.org>



Dear November Honor Flight Veterans and Guardians,

From all of us at Honor Flight San Diego, we hope you had a great Thanksgiving Day. It has been busy since we returned from our flight three weeks ago, and we want you to know that we are still thinking about you, missing you, and remembering the special parts of this trip.

Thank you to all who wrote notes, emails, or cards to say thank you to us. That is what this email is about - for me, on behalf of all of us at Honor Flight San Diego, to thank YOU for making our November "Award" Honor Flight a huge success! We are truly grateful we had this opportunity to meet and honor the 95 men who went above and beyond in service to their country. The veterans would never say it, but we can - What a special group of heroes! And what about that homecoming? It was 50 years overdue, but I hope it felt like San Diego paid back the debt owed to you with 50 years of interest!

We are so fortunate to have incredible media partners who help us recognize and honor our veterans. On this flight, we had **John from KSON 103.7 Radio, Rob from KyXy 96.5 Radio, Bill Lowe** documenting your stories for a future project, and our **CA Army National Guard members Lt. Col. Shiroma and Sgt. Stephens**. You can access their stories and more by clicking on the links below.

- [Viet News TV interview pre-flight with Dr. Le](#)
- [NBC 7 coverage of our departure](#)
- [FOX 5 coverage of our departure](#)
- [CBS 8 coverage of our departure](#)
- [Viet News TV coverage of our homecoming](#)
- [FOX 5 coverage of our homecoming](#)
- [KSON Radio segments about our trip - Nov. 3 \(Trip and Homecoming info\) and Nov. 7 \(Meet John's veterans and Dedication of the National Anthem\)](#)
- [KyXy Radio segments about our trip - Nov. 3 \(Trip and homecoming info\) and Nov. 7 \(Rob talks about the trip\)](#)
- [CA Army National Guard video of our trip](#)
- [CA Army National Guard story](#)
- [CBS 8 "Zevly Zone" story of WWII Veteran Dick Erickson making coin holders for Vietnam Veterans](#)
- [ABC 10 story when we announced the Purple Heart flight with Gary Soper](#)
- [CBS 8 Honor Flight Special for Veterans Day 2022](#)

Another podcast that may interest you is from the Vietnam Veterans Memorial Fund (www.vvmf.org). On our first All-Vietnam Veteran Honor Flight in September, we took 85 Navy HA(L)-3 Seawolves. Michael Croan accompanied us and captured audio

interviews of their Tour of Honor weekend. (Two Seawolves who couldn't make that flight were with us in November.) You can listen to Parts 1 and 2 of Michael's podcast titled, "Echoes of the Vietnam War" by clicking on [Echoes of the Vietnam War](#)

Honor Flight San Diego did a series of Facebook Live videos during the trip, and you can still access them by going to our [HFSD Official Facebook page](#). You can watch them, relive the weekend, and share them with your friends and family.

We have a repository of photos from the trip that you can view and download at no charge. Thank you to Dave Smith, who captured the photos. You can find them here: [Honor Flight Photo Gallery](#).

(Gift idea: Some guardians use the photos to make photo books for their veterans so they can reflect on the trip. There was so much going on in those three days that a photo book helps everyone remember all the special moments.)

What to do next?

- Share this email with your family, friends, and military brothers and sisters/supporters so they can access all the stories, videos, and photos.
- Follow us on social media (Facebook **@HonorFlightSanDiego** and Instagram), and whenever possible, please like, share, and comment on our posts to help grow our social media presence and find veterans, volunteers, and funding.
- Go to our Facebook page and leave us a review of your trip.
- Enjoy our monthly email newsletters that come to you like this one (only 1-2 emails/month). This is the best way to stay connected with us and learn about our upcoming events.
- **Help us find more veterans!** We want to find our WWII/Korea/Vietnam and terminally ill veterans from any era so that they can go on THEIR Honor Flight. You can email us at info@honorflightsandiego.org, call us at (800) 655-6997, or have the veteran submit an application on our website.

Again, my heartfelt thanks to each of you for everything you did to make this Honor Flight San Diego "trip of a lifetime" such an amazing success! To our Vietnam Veterans...you are in our hearts forever!

Most sincerely,

Julie Brightwell

Chairman, Honor Flight San Diego



June 5, 2023

San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA 92069

RE: *I Love A Clean San Diego* Grant Application

Dear San Marcos Community Foundation Grant Administrators,

On behalf of I Love A Clean San Diego (ILACSD), I am writing in support of our grant application for \$1,500 for the 38th Annual Coastal Cleanup Day, specifically for sites within San Marcos.

ILACSD is a 501c3 non-profit that leads and inspires our community to actively conserve and enhance the environment through example, outreach, and local involvement. Our vision is to create a zero waste, litter-free, and environmentally engaged San Diego region.

Coastal Cleanup Day benefits all residents and businesses throughout San Diego County. The annual cleanup event keeps San Diego County's watersheds clean and diverts hundreds of thousands of litter from entering the Pacific Ocean. Volunteers are educated on alternatives to single-use items in an effort to reduce litter long-term. Over the past 5 years, ILACSD volunteers collected over 17,000 pounds of debris (composed of trash, recycling, and green waste) within the San Marco community as a result of this and other cleanup events.

ILACSD has the local knowledge and community support to continue hosting impactful cleanup events within the San Marcos community. Thank you for your consideration for this grant.

Sincerely,

Steve Morris

A handwritten signature in blue ink that reads "Steve M." with a stylized flourish at the end.

Executive Director
I Love A Clean San Diego
smorris@cleand.org
619.704.2770

Title	I Love A Clean San Diego - Coastal Cleanup Day	06/14/2023
	by Ann Marie Sack in San Marcos Community Foundation	id. 40756313
	amsack@cleansd.org	

Original Submission	06/14/2023

General Project Information

Please enter your organization's name and project name.	I Love A Clean San Diego - Coastal Cleanup Day
Are you applying for the Mini Grant or the Regular Grant?	Mini Grant (up to \$1,500)
Project Name	Coastal Cleanup Day
Project Start Date	9/23/2023
Project End Date	9/23/2023
Date by Which Funds Will Be Expended:	9/23/2023
Total Number of People Served by this Project	3000000000.0
Total Number of People Served by this Project in San Marcos Only	94926.0
Grant Amount Requested	1500.0

Organization Details

Organization Name	I Love A Clean San Diego
Organization Street Address	5797 Chesapeake Ct STE 200

Organization City	San Diego
Organization State	California
Organization Zip Code	92123
Organization Website	I Love A Clean San Diego
Organization's EIN	95-2566791 200 I Love A Clean San Diego d463aa0a-088d-4657-a35c-6014ece0c09a 5797 Chesapeake Court Ste 200 San Diego CA 92123 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 5/8/2023 12:00:00 AM 5/15/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi) 5/8/2023 12:00:00 AM 1974 11
Contact Information	
Contact First Name	Ann Marie
Contact Last Name	Sack
Contact Title	Director of Community Engagement
Contact Phone	+16197042772
Contact Email	amsack@cleansd.org
Project Details	

Briefly describe your request for funds.

I Love A Clean San Diego's Annual Coastal Cleanup Day benefits all entities throughout San Diego County including people, plants, animals, and the general ecosystem health in the area. This annual cleanup event helps to keep San Diego County's watersheds clean and diverts hundreds of thousands of pounds of litter from entering the Pacific Ocean. Through this process, volunteers are educated on alternatives to single-use items in an effort to reduce litter long-term. Coastal Cleanup Day is a countywide event with sites located from coastal to inland locations and engages over 5,000 volunteers. In order to maximize impact, ILACSD consults 10 years of historical data from previous cleanups to focus on areas with chronically/historically high amounts of litter. ILACSD is requesting funds to help maintain the event including supplies needed, resource and staff support, and to fund site locations specifically within the San Marcos community.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

By compiling data from our county-wide cleanup days (Coastal Cleanup Day and Creek to Bay) from 2017, 2018, 2022, and 2023 we found that ILACSD volunteers have collected 17,844.5 pounds of debris (trash, recycling, and green waste) within the San Marcos community. During Creek to Bay 2023, ILACSD hosted a cleanup site at Walnut Grove Park in San Marcos. At this location 50 volunteers collected 131 pounds of trash and 28 pounds of recycling; for a total of 159 pounds of litter. In 2022, two sites in San Marcos were hosted through Coastal Cleanup Day and collected a combined total of 70.5 pounds of litter. 3 sites were hosted during the 2022 C2B cleanup event totaling 47 pounds of litter collected. Coastal Cleanup Day efforts in San Marcos in 2017 and 2018 removed 2,155 pounds of litter and debris with over 175 volunteers engaged. By using focused data and the support of this grant, ILACSD hopes to engage a larger number of volunteers in the San Marcos area in litter abatement and environmental stewardship with up to 150 across two cleanup locations. The compilation of data exemplifies the positive impact of volunteer work in San Marcos across just 8 cleanups.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

ILACSD collaborates with the International Coastal Commission with donations, supplies, and flyers. ILACSD also partners with the City of San Marcos for permitting and collaboration of site needs.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

n/a

Please upload the annual operating budget for your organization.

[2023_Coastal_Cleanup_Day_Budget.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[San_Marcos_Community_Foundation_Grant_Support_Letter_2023.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **127650.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

Due to permitting expenses, last year ILACSD was only able to support one location in San Marcos. If granted this funding, ILACSD anticipates being able to support two cleanup sites.



Coastal Cleanup Day 2023

Expense	Cost
Staff Time – pre event coordination, volunteer recruitment, site visits, day of logistics	99,500
Event Supplies – trash bags, grabbers, buckets, project equipment, tablecloths, sharps containers	5,000
Event Promotion – marketing, media buys, ad placements for volunteer recruitment	6,700
Waste Disposal – hauling services for trash, hazardous waste, and tires collected at cleanup sites	15,000
Printing and Design – graphic design of promotional materials, printing of promotional materials, waivers, data cards, community service forms	1,250
Technology – web hosting and maintenance, e-newsletter fees,	200
Total Budget	127,650

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
Staff Time & Coordination	\$99,500	pre event coordination, volunteer recruitment, site visits, day of logistics
Event Supplies	\$5,000	trash bags, trash grabbers, buckets, service project equipment and tools, tablecloth, sharps containers
Event Promotion	\$6,700	Marketing, media buys, ad placements for volunteer recruitment, business ads
Waste Disposal	\$15,000	Hauling services for trash, hazardous waste, and tires collected at cleanup sites
Printing and Design	\$1,250	Graphic design of promotional materials, printing of promotional materials, waivers, data cards, community service forms
Technology - web hosting and maintenance, enewsletter fees	\$200	
Total budget for this PROJECT:	127650	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Think Blue - City of San Diego	30000	C
Additional Funding Source 2	R1 County of San Diego	5000	C
Additional Funding Source 3	Project Clean Water	5000	P
Additional Funding Source 4	City of Imperial Beach	1000	P
Additional Funding Source 5	Airport Authority	2500	P
Additional Funding Source 6	City of La Mesa	1000	P
Additional Funding Source 7	City of Chula Vista	1000	P
Additional Funding Source 8	Cox Communications	5000	P
Additional Funding Source 9	SDG&E	20000	C
Additional Funding Source 10	Bumble Bee	5000	C

June 19, 2023

The San Marcos Community Foundation
City of San Marcos
1 Civic Center Drive
San Marcos, CA 92069

Re: Grant Investment Proposal from Just in Time for Foster Youth

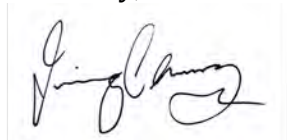
Dear Colleen Lukoff and the Board of Directors at San Marcos Community Foundation,

Just in Time for Foster Youth extends our heartfelt gratitude for the years of support from the San Marcos Community Foundation. By investing in our College Bound service, you have partnered with us in empowering 441 young people to graduate with their college degrees since we launched in 2006! Just in Time's "success rate" in College Bound (youth either enrolled or graduated from college) hovers around 77% - an astounding contrast to the 3-6% of former foster youth who graduate from college nationwide.

We believe higher education is key to economic mobility and breaking the cycles of poverty, homelessness and incarceration that result from interaction with the foster care system, and that Just in Time's key to success is the lasting impact of caring relationships within our trusted community. That's why Just in Time is requesting an investment of \$5,000 in our College Bound service to support scholars pursuing their higher education in San Marcos this coming year.

Thank you for your consideration of the accompanying grant proposal, and for being an important part of the Just in Time family. By believing in the resilient young people we serve, you are empowering life-changing choices.

Sincerely,



Irving Chavez
Chief Impact Officer
Just in Time for Foster Youth

Title	Just in Time for Foster Youth - College Bound	06/26/2023
	by Kelsey Wadman in San Marcos Community Foundation	id. 41247132
	kelsey@jitfosteryouth.org	

Original Submission	06/26/2023

General Project Information

Please enter your organization's name and project name.	Just in Time for Foster Youth - College Bound

Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)

Project Name	College Bound

Project Start Date	7/1/2023

Project End Date	6/30/2024

Date by Which Funds Will Be Expended:	6/30/2024

Total Number of People Served by this Project	150.0

Total Number of People Served by this Project in San Marcos Only	7.0

Grant Amount Requested	5000.0

Organization Details

Organization Name	Just in Time for Foster Youth

Organization Street Address	4560 Alvarado Canyon Road, Suite 2G

Organization City	San Diego
Organization State	CA
Organization Zip Code	92160
Organization Website	https://jitfosteryouth.org/
Organization's EIN	20-5448416 200 Just in Time for Foster Youth d5a41999-4eb4-4684-960f-da0b9718e6d8 Mailing Address: PO Box 601627 San Diego CA 92160 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 3/13/2023 12:00:00 AM 3/13/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 3/13/2023 12:00:00 AM 2007 05
Contact Information	
Contact First Name	Jennifer
Contact Last Name	Telitz
Contact Title	Connections & Relationships Director
Contact Phone	+16192483839
Contact Email	development@jitfosteryouth.org
Project Details	

Briefly describe your request for funds.

Achieving a degree in higher education greatly increases the ability to actualize self-sufficiency and break cycles of poverty. Recognizing this, JIT launched College Bound in 2006, a unique extended family model to meet the needs for consistent caring connections for transition age foster youth while also providing the material resources necessary to steward them to academic success. Over 850 students later, the College Bound model for success continues to have an extraordinary impact on enrollment and graduation outcomes for our youth. Out of 858 participants, 662 have either graduated or are currently enrolled – that's a 77% success rate for former foster youth compared to the national average of 3-6%! JIT respectfully requests a \$5,000 investment in the College Bound San Marcos youth we serve, many of which attend Cal State San Marcos. We believe higher education is key to economic mobility and breaking the cycles of poverty, homelessness and incarceration that result from interaction with the foster care system. Our experience tells us that, without the support of a community-based service model to provide meaningful relationships paired with distributions of laptops, dorm supplies, and basic needs, academic success will remain an unattainable pipe dream.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

The foster youth in San Marcos exiting the child welfare system are faced with distressing odds. 40-50% of former foster youth become homeless within 18 months of emancipation, 50% experience high rates of unemployment within five years and 25% of former foster youth will spend time in jail within the first two years of emancipation. For the only 10% of former foster youth, that beat these odds, and enter college only 3-6% graduate. From an economic standpoint, we know that every city pays a price when foster youth are not adequately prepared for adulthood. Research shows that, for every young person who ages out of foster care, taxpayers and communities pay \$300,000 in social costs over that person's lifetime (National Foster Youth Institute). By breaking this cycle, JIT not only saves the city money; it develops citizens who are productive, contributing members of society. Just in Time's College Bound program empowers San Marcos youth by becoming the family they need to succeed in their educational and life goals so they are able to give back to their community. We provide all the tools and support needed until graduation.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

JIT partners with North County Lifeline in Vista to operate a hub for San Marcos foster youth to use the computers, laundry, and seek a sense of belonging. County-wide, JIT has over 150 partners.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

JIT received a \$25,000 COVID Relief grant last year from SMCF. Prior to that, JIT had been getting \$1,000-\$5,000 grants for San Marcos' college students annually since 2014.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

Just in Time for Foster Youth (JIT) engages a caring community to help transition age foster youth achieve self-sufficiency and well-being. We envision a future in which every youth leaving the foster care system has a community of caring adults waiting for them after 18. We believe consistent, long-term help from the heart is the foundation for the success of our youth so that they can thrive and enjoy productive, satisfying lives. JIT's main goal is to empower transition age foster youth on their road to self-sufficiency-- helping them become confident, capable, and connected. Using our relationship-based model of support by providing a caring community of volunteers and peers, we aim to assist youth in achieving long-term measurable impact in the areas of stable housing, essential education, financial security, reliable transportation, meaningful employment, and lasting well-being. Just in Time achieves our mission by bringing a myriad of services and resources to 2,500+ young people throughout San Diego County each year. Our services focus on meeting the expressed needs of our youth and providing resources for both short-term stabilization and long-term capacity building. Chances of self-sufficiency greatly increase when youth have relationships with one or more caring stable adults. Therefore, establishing life-giving relationships with caring volunteers is at the heart of our work and incorporated into all of these services:

Basic Needs: Provides critical support to overcome life's inevitable emergency situations and empowers youth to get connected to a caring community. Support may include rent assistance, bus passes, auto assistance, gas cards, and grocery cards. **Changing Lanes/Auto Access:** Fills a critical transportation gap with driver training, obtaining licenses, and purchasing reliable vehicles at affordable rates. **College Bound/Master Your Dream:** Provides the critical resources, tools, connections and encouragement every scholar needs to attain their academic dreams, including internships and scholarships for advanced studies. **Financial Fitness 101, 102 & 103:** Develops healthy money management habits for lifelong financial stability from foundational budgeting and saving skills to long term

investment strategies. **My First Home:** Provides guidance with access to affordable housing and transforms empty living spaces into warm homes with new or gently used furnishings and home goods from our caring community. **My Life, My Story:** Engages youth on a journey of self-exploration, personal development, and confidence building while cultivating meaningful relationships to peers and coaches within gender-focused cohorts for men and women. **Pathways to Financial Power:** Provides career exploration resources, smart money management tips, and ongoing support to succeed personally and professionally. **NEXTjobs:** “NEXT” stands for New (readiness for first/better jobs); **Entrepreneurship** (building capacity for self-employment); **X/Unknown** (training for the jobs of the future); **Trades** (access to well-paying jobs like electrical, construction, etc.), all with individualized training, contacts, role models, financial resources, and ongoing support. **Rise to Resilience and Mental Wellness:** Educates about the negative impacts of Adverse Childhood Experiences (ACES) and how to build resilience with the benefit of Community and eight Healthy Practices, including access to healing-centered therapy. During this fiscal year, JIT has served about 3,000 young people, and the number is growing! In addition to serving an unprecedented number of local youth impacted by foster care, JIT has also made the commitment to “scale by sharing” our community—based model. With that goal in mind, our most recent accomplishment is the publication of a book based on our unique and effective mental model. The book is titled **Life Changing Choices: The 7 Essential Choices at the Heart of Transformational Change for Foster Youth and Your Community** and was co-authored by our lived-experience staff. Based on 20 years of demonstrated and measurable impact, **Life Changing Choices** was written to begin a conversation about a bold new idea with the potential to break the cycle of foster care in America. Our book challenges the prevailing mindset of the existing child welfare/foster care system that broken children come from broken homes and need to be “fixed”. The alternative vision proposed in the book is based on seven essential Choices that lead to Empowerment, Connection and Community and that are essential to transformative and durable change. More than a “how to” guide, **Life Changing Choices** is a “why do” challenge to the traditional approach to child welfare, one that offers a new way of thinking about the critical decisions that must be made to reverse the alarming outcomes of homelessness, hopelessness, and generational cycles of dependence that persist in our cities. The book is a giant step towards accomplishing our audacious goal to annually impact 100,000 foster youth across the country by 2032. JIT has already engaged with several partners seeking to adopt JIT’s mental model, including **Angel’s Landing** in Utah and **Fostering Hope** in Colorado. Other noteworthy JIT accomplishments include:

- **Kaleidoscope Award for Nonprofit Governance:** During the 18th Annual Nonprofit Governance Symposium at the University of San Diego, it was announced that Just in Time was selected as the 2022 winner of the prestigious Kaleidoscope Award for Good Governance presented by The Nonprofit Institute at the University of San Diego. For the past several years, this award has recognized, celebrated and promoted effective, engaged board leadership.
- **Office**

Expansion: Due to a fast-growing team and the need for a Wellness Center where youth have access to in-house therapy, we expanded our office spaces by leasing three more suites adjacent to our headquarters in Mission Valley, which also gives us the space to hold multiple in-person workshops at one time. • **The JIT Network:** JIT launched an online extension of our community approach that invites everyone with a passion for empowering young people impacted by foster care to join in forming a nationwide ecosystem of resources, inspiration and supportive relationships. Current foster youth, alumni, volunteers, partners, change agents, and dedicated disruptors all share solutions & resources designed and owned by our members and ultimately create collective, exponential and durable positive influence. Since launching one year ago, the JIT Network has over 500 members. We invite you to join here: <https://jitnetwork.org/>

Please upload any community letters or media in support of this project.

[Just_in_Time_CB_media_6.10.23.pdf](#)

Please upload the annual operating budget for your organization.

[Just_in_Time_FY23_Budget.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[FY22_JIT_Audited_Financial_Statement.pdf](#)

Please attach the first two pages of your Federal 990.

[JIT_FY22_990_Tax_Return_-_first_2_pages.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[JIT_cover_letter_to_SMCF_6.19.23.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **460630.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

JIT will run College Bound even if we don't receive the full request. Thanks to loyal investors like SMCF, College Bound is one of JIT's core services that has been operating since 2006.



FY23 Budget
7/1/2022-6/30/2023

FY23 Consolidated Budget

	<u>FY23 Budget</u>
REVENUE	
41100 Corporations	\$ 241,335
41200 Foundations	2,157,500
41300 Individuals	2,608,633
41400 Civic and Faith Organizations	142,900
41500 Government Agencies	225,000
41600 Special Events Income-Net	907,150
Other-income/interest	
Sub-total Revenue	<u>6,282,518</u>
Revenue IN-KIND AWARDS	
Youth Awards - In-kind	125,000
In-kind Rent (North County)	16,800
Total Revenue IN-KIND AWARDS	<u>141,800</u>
Total Revenue	<u>\$ 6,424,318</u>

FY23 Consolidated Budget

	<u>FY23 Budget</u>
EXPENSES	
50000 PROGRAM AWARD EXPENSES	
50100 Health & Well-Being	21,600
50200 Lodging	273,200
50300 Financial	317,750
50400 Transportation	294,339
50500 Employment	40,600
50600 Education	125,730
50700 Community	553,025
Outside Contract Services	239,500
50835 Program Salary Expense	2,512,482
Total 50000 PROGRAM AWARD EXPENSES	<u>4,378,226</u>
53000 IN-KIND AWARDS	<u>141,800</u>
TOTAL PROGRAM AWARD EXPENSES	<u>4,520,026</u>
70000 ADMIN & DEV EXPENSES	
72100 Accounting Contract Services	170,200
72001 Outside Contract Services	153,360
73300 Legal Services	2,000
73300 Insurance - Liability, D and O	21,700
74000 Office Expenses	325,729
74200 Postage, Mailing Service	5,007
74400 Printing and Copying	34,300
74500 Advertising/Promotional	24,000
78200 Conferences, Meetings and Training	129,250
78400 Travel	9,600
79000 Depreciation Expense	74,868
Administrative Salary Expense	148,384
Development Salary Expense	675,723
Total 70000 ADMIN & DEV Expenses	<u>1,774,121</u>
Total Expenses	<u>6,294,147</u>
Net Fund Balance INCREASE (DECREASE)	<u>\$ 130,171</u>
Total Personnel Costs included above	<u>\$ 3,336,589</u>

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
CB Annual Event & Workshops	\$190,475.00	Includes cost of distributing laptop, printer, backpack, and dorm supplies for each student prior to their first classes in Fall.
Health & Well-Being Stipends	4000	Mental health or physical health needs for students.
Youth Access Stipends	30430	Stipends directly to youth mitigate costs of attending workshops and events, such as gas, missing a shift at work, hiring childcare, or home internet for virtual workshops.
Basic Needs Stipends	\$32,000.00	For students who need rental assistance, clothing, food cards, etc.
Ongoing Educational Tools	\$105,000.00	For students who need assistance with tuition, books, fees for a vocational school, etc.
Personnel	\$94,725.00	For the College Bound Youth Services Coordinator & portions of supporting/supervising positions
Indirect Costs	\$40,000.00	Facilities, Admin, Supplies, Volunteer training, Outreach, Data Tracking
Total budget for this PROJECT:	460630	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Livingston Family Foundation	85000	C
Additional Funding Source 2	Scott A. and Elizabeth V. Christ	80000	C
Additional Funding Source 3	Farrell Family Foundation	30000	C
Additional Funding Source 4	Serenity Grace Foundation	5000	C
Additional Funding Source 5	DeFalco Family Foundation	5000	P
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public
Inspection

A For the 2021 calendar year, or tax year beginning 7/01, 2021, and ending 6/30, 2022

B Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C JUST IN TIME FOR FOSTER YOUTH
 4560 ALVARADO CANYON RD, SUITE 2G
 SAN DIEGO, CA 92120

D Employer identification number

20-5448416

E Telephone number

858.663.2081

G Gross receipts \$ 5,557,408.

H(a) Is this a group return for subordinates? ☐ Yes ☒ NoH(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. See instructions.I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.JITFOSTERYOUTH.ORG

H(c) Group exemption number ▶

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 2006

M State of legal domicile: CA

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: JUST IN TIME FOR FOSTER YOUTH MOBILIZES A CARING COMMUNITY FOR TRANSITION AGE FOSTER YOUTH, AGES 18-26, TO ACHIEVE SELF-SUFFICIENCY AND WELL BEING THROUGH A COMBINATION OF RESOURCES AND RELATIONSHIPS.		
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	22
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	21
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	45
	6	Total number of volunteers (estimate if necessary)	6	500
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.	
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year 5,402,249.	Current Year 5,542,197.
	9	Program service revenue (Part VIII, line 2g)		
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,817.	905.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-190,279.	-151,813.
	12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	5,213,787.	5,391,289.
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	1,148,972.
14		Benefits paid to or for members (Part IX, column (A), line 4)		
15		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	2,161,188.	2,554,145.
16a		Professional fundraising fees (Part IX, column (A), line 11e)		
b		Total fundraising expenses (Part IX, column (D), line 25) ▶ 792,338.		
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	936,028.	1,001,375.
18		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	4,246,188.	4,741,920.
19		Revenue less expenses. Subtract line 18 from line 12	967,599.	649,369.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year 3,623,657.	End of Year 4,271,075.
	21	Total liabilities (Part X, line 26)	285,059.	294,212.
	22	Net assets or fund balances. Subtract line 21 from line 20	3,338,598.	3,976,863.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer		Date	
	DON WELLS		EXECUTIVE DIRECTOR	
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed PTIN
	LATONYA M. KNOX	LATONYA M. KNOX		P00513874
	Firm's name ▶ LEAF & COLE, LLP			
	Firm's address ▶ 2810 CAMINO DEL RIO SOUTH, SUITE 200 SAN DIEGO, CA 92108	Firm's EIN ▶ 95-2076568	Phone no. 619.294.7200	

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

BAA For Paperwork Reduction Act Notice, see the separate instructions.

TEEA0101L 09/22/21

Form 990 (2021)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒**1** Briefly describe the organization's mission:

SEE SCHEDULE O

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.**4a** (Code:) (Expenses \$ 1,660,236. including grants of \$ 276,761.) (Revenue \$)

CONNECTIONS: THE POWER OF 600+ VOLUNTEERS TO BUILD A WELCOMING COMMUNITY FOR ALL OUR PARTICIPANTS IS AT THE HEART OF JIT'S MODEL FOR LASTING CHANGE. EVENTS THROUGHOUT THE YEAR - EMPOWER PARTIES, THE JIT FAMILY REUNION PICNIC, ANNUAL THANKSGIVING DINNER AND MY FIRST HOME FOR THE HOLIDAYS - CREATE OPPORTUNITIES TO BUILD AND STRENGTHEN RELATIONSHIPS FOR THE LONG TERM. PLUS, OUR INNOVATIVE COACH APPROACH TRAINING FOR PARTICIPANTS AND VOLUNTEERS BUILDS COMMUNITY THROUGH EFFECTIVE COMMUNICATION AND OUR JIT NETWORK EXTENDS THE JIT COMMUNITY ONLINE 24/7. JIT'S GOAL IS TO MAKE SURE EVERY ELIGIBLE YOUTH HAS ACCESS TO THE CONNECTIONS THEY NEED FOR A SENSE OF BELONGING.

4b (Code:) (Expenses \$ 839,068. including grants of \$ 447,215.) (Revenue \$)

BASIC NEEDS: EMERGENCY ASSISTANCE INCLUDING ACCESS TO MEDICAL CARE AND FAMILY PLANNING; A SAFE, STABLE, SUPPORTIVE PLACE TO LIVE THROUGH MY FIRST HOME; AND TRANSPORTATION EQUITY THROUGH CHANGING LANES, WHICH OFFERS DRIVER TRAINING AND THE PURCHASE OF RELIABLE VEHICLES AT AFFORDABLE INTEREST RATES THROUGH A PARTNERING FINANCIAL INSTITUTION.

4c (Code:) (Expenses \$ 716,366. including grants of \$ 395,927.) (Revenue \$)

KNOWLEDGE: COLLEGE BOUND, FINANCIAL FITNESS, PATHWAYS TO FINANCIAL POWER AND NEXTJOBS, WORKING TOGETHER TO TEACH PARTICIPANTS EFFECTIVE WAYS TO ACHIEVE FINANCIAL STABILITY AND SECURITY THROUGH INDIVIDUALIZED COACHING, FINANCIAL LITERACY WORKSHOPS, ESSENTIAL RESOURCES, AND THE ENCOURAGEMENT EVERY YOUNG PERSON NEEDS TO SUCCEED IN EDUCATION AND EMPLOYMENT.

4d Other program services (Describe on Schedule O.) SEE SCHEDULE O

(Expenses \$ 301,433. including grants of \$ 66,497.) (Revenue \$)

4e Total program service expenses ▶ 3,517,103.



FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

**JUST IN TIME FOR FOSTER YOUTH
FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

TABLE OF CONTENTS

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Leaf & Cole, LLP

Certified Public Accountants

A Partnership of Professional Corporations

Independent Auditor's Report

To the Board of Directors
Just in Time for Foster Youth

Opinion

We have audited the accompanying financial statements of Just in Time for Foster Youth (a nonprofit organization), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Just in Time for Foster Youth as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Just in Time for Foster Youth's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Just in Time for Foster Youth'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.

Leaf & Cole LLP

San Diego, California
November 4, 2022

**JUST IN TIME FOR FOSTER YOUTH
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2022 AND 2021**

ASSETS

	<u>2022</u>	<u>2021</u>
<u>Current Assets:</u> (Notes 2, 4, 5 and 6)		
Cash and cash equivalents	\$ 3,496,280	\$ 2,441,811
Investments	6,530	7,387
Contributions receivable	279,866	481,697
Prepaid expenses and other assets	35,909	51,292
Total Current Assets	<u>3,818,585</u>	<u>2,982,187</u>
<u>Noncurrent Assets:</u> (Notes 2, 6, 7, 8 and 10)		
Restricted cash	33,000	33,000
Contributions receivable, net	249,563	434,062
Property and equipment, net	169,927	174,408
Total Noncurrent Assets	<u>452,490</u>	<u>641,470</u>
TOTAL ASSETS	<u>\$ 4,271,075</u>	<u>\$ 3,623,657</u>

LIABILITIES AND NET ASSETS

<u>Current Liabilities:</u> (Note 2)		
Accounts payable and accrued expenses	\$ 112,747	\$ 130,647
Accrued payroll and related liabilities	179,435	154,162
Deferred revenue	2,030	250
Total Current Liabilities	<u>294,212</u>	<u>285,059</u>
 Total Liabilities	 <u>294,212</u>	 <u>285,059</u>
<u>Commitments and Contingencies</u> (Notes 8 and 10)		
<u>Net Assets:</u> (Notes 2 and 9)		
Without donor restrictions	3,114,487	2,170,133
With donor restrictions	862,376	1,168,465
Total Net Assets	<u>3,976,863</u>	<u>3,338,598</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 4,271,075</u>	<u>\$ 3,623,657</u>

The accompanying notes are an integral part of the financial statements.

**JUST IN TIME FOR FOSTER YOUTH
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021**

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<u>Revenue and Support:</u>						
Contributions	\$ 3,019,988	\$ 1,296,974	\$ 4,316,962	\$ 2,369,479	\$ 1,744,081	\$ 4,113,560
Special events, net of related expenses of \$166,119 and \$196,951, respectively	904,743	-	904,743	819,111	-	819,111
In-kind contributions	171,173	-	171,173	289,427	-	289,427
Other income	14,306	-	14,306	6,672	-	6,672
Investment (loss) income	(10,199)	-	(10,199)	3,121	-	3,121
Net assets released from restrictions	1,603,063	(1,603,063)	-	1,175,828	(1,175,828)	-
Total Revenue and Support	<u>5,703,074</u>	<u>(306,089)</u>	<u>5,396,985</u>	<u>4,663,638</u>	<u>568,253</u>	<u>5,231,891</u>
<u>Expenses:</u>						
Program Services:						
Connections	1,660,236	-	1,660,236	1,325,609	-	1,325,609
Basic needs	839,068	-	839,068	852,331	-	852,331
Knowledge	716,366	-	716,366	705,991	-	705,991
Empowerment	301,433	-	301,433	292,121	-	292,121
Total Program Services	<u>3,517,103</u>	<u>-</u>	<u>3,517,103</u>	<u>3,176,052</u>	<u>-</u>	<u>3,176,052</u>
Supporting Services:						
General and administrative	449,279	-	449,279	351,862	-	351,862
Fundraising	792,338	-	792,338	735,074	-	735,074
Total Supporting Services	<u>1,241,617</u>	<u>-</u>	<u>1,241,617</u>	<u>1,086,936</u>	<u>-</u>	<u>1,086,936</u>
Total Expenses	<u>4,758,720</u>	<u>-</u>	<u>4,758,720</u>	<u>4,262,988</u>	<u>-</u>	<u>4,262,988</u>
Change in Net Assets	944,354	(306,089)	638,265	400,650	568,253	968,903
Net Assets at Beginning of Year	<u>2,170,133</u>	<u>1,168,465</u>	<u>3,338,598</u>	<u>1,769,483</u>	<u>600,212</u>	<u>2,369,695</u>
NET ASSETS AT END OF YEAR	<u><u>\$ 3,114,487</u></u>	<u><u>\$ 862,376</u></u>	<u><u>\$ 3,976,863</u></u>	<u><u>\$ 2,170,133</u></u>	<u><u>\$ 1,168,465</u></u>	<u><u>\$ 3,338,598</u></u>

The accompanying notes are an integral part of the financial statements.

**JUST IN TIME FOR FOSTER YOUTH
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022**

	Program Services					Supporting Services			
	Connections	Basic Needs	Knowledge	Empowerment	Total Program Services	General and Administrative	Fundraising	Total Supporting Services	Total Expenses
Advertising, marketing and promotional events	\$ 400	\$ -	\$ 700	\$ -	\$ 1,100	\$ -	\$ 24,587	\$ 24,587	\$ 25,687
Conference, meetings and training	705	-	88	-	793	43,228	7,301	50,529	51,322
Contract labor	77,697	3,978	4,673	71,560	157,908	167,878	194,960	362,838	520,746
Depreciation	11,412	37,399	2,867	2,515	54,193	5,607	3,942	9,549	63,742
Insurance	10,633	2,494	3,174	1,995	18,296	635	3,741	4,376	22,672
Office expense	101,175	42,091	25,154	17,727	186,147	39,312	63,422	102,734	288,881
Postage and shipping	55	55	813	615	1,538	130	6,649	6,779	8,317
Printing	2,087	772	10,170	3,016	16,045	1,306	12,627	13,933	29,978
Program related expenses	276,761	447,215	395,927	66,497	1,186,400	-	-	-	1,186,400
Salaries and related benefits	1,177,333	304,909	272,294	137,306	1,891,842	188,243	474,060	662,303	2,554,145
Travel	1,978	155	506	202	2,841	2,940	1,049	3,989	6,830
Total Expenses	<u>\$ 1,660,236</u>	<u>\$ 839,068</u>	<u>\$ 716,366</u>	<u>\$ 301,433</u>	<u>\$ 3,517,103</u>	<u>\$ 449,279</u>	<u>\$ 792,338</u>	<u>\$ 1,241,617</u>	<u>\$ 4,758,720</u>

The accompanying notes are an integral part of the financial statements.

**JUST IN TIME FOR FOSTER YOUTH
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021**

	Program Services					Supporting Services			
	Connections	Basic Needs	Knowledge	Empowerment	Total Program Services	General and Administrative	Fundraising	Total Supporting Services	Total Expenses
Advertising, marketing and promotional events	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,137	\$ 15,137	\$ 15,137
Conference, meetings and training	15,014	-	123	234	15,371	27,837	7,444	35,281	50,652
Contract labor	43,731	4,454	55,894	100,280	204,359	201,807	179,185	380,992	585,351
Depreciation	6,975	34,100	1,120	800	42,995	5,424	2,820	8,244	51,239
Insurance	3,910	1,746	2,457	2,333	10,446	1,406	3,601	5,007	15,453
Office expense	52,440	17,413	20,071	18,934	108,858	28,477	61,298	89,775	198,633
Postage and shipping	-	220	55	61	336	878	4,899	5,777	6,113
Printing	1,133	468	9,407	2,823	13,831	1,024	11,239	12,263	26,094
Program related expenses	166,228	516,274	436,894	29,576	1,148,972	-	-	-	1,148,972
Salaries and related benefits	1,035,551	276,696	179,392	136,919	1,628,558	84,418	448,212	532,630	2,161,188
Travel	627	960	578	161	2,326	591	1,239	1,830	4,156
Total Expenses	<u>\$ 1,325,609</u>	<u>\$ 852,331</u>	<u>\$ 705,991</u>	<u>\$ 292,121</u>	<u>\$ 3,176,052</u>	<u>\$ 351,862</u>	<u>\$ 735,074</u>	<u>\$ 1,086,936</u>	<u>\$ 4,262,988</u>

The accompanying notes are an integral part of the financial statements.

**JUST IN TIME FOR FOSTER YOUTH
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021**

	<u>2022</u>	<u>2021</u>
<u>Cash Flows From Operating Activities:</u>		
Change in net assets	\$ 638,265	\$ 968,903
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	63,742	51,239
Net realized and unrealized loss (gain) on investments	11,018	(1,402)
Donated stock	(411,929)	(303,116)
(Increase) Decrease in:		
Contributions receivable, net	386,330	(488,691)
Prepaid expenses and other assets	15,383	29,968
Increase (Decrease) in:		
Accounts payable and accrued expenses	(17,900)	75,280
Accrued payroll and related liabilities	25,273	18,851
Deferred revenue	1,780	(335,797)
Net Cash Provided by Operating Activities	<u>711,962</u>	<u>15,235</u>
<u>Cash Flows From Investing Activities:</u>		
Investment (purchases)/sales, net	401,768	303,090
Purchase of property and equipment	(59,261)	(49,464)
Net Cash Provided by Investing Activities	<u>342,507</u>	<u>253,626</u>
Net Increase in Cash and Cash Equivalents and Restricted Cash	1,054,469	268,861
Cash and Cash Equivalents and Restricted Cash at Beginning of Year	<u>2,474,811</u>	<u>2,205,950</u>
CASH AND CASH EQUIVALENTS AND RESTRICTED CASH AT END OF YEAR	<u><u>\$ 3,529,280</u></u>	<u><u>\$ 2,474,811</u></u>

The accompanying notes are an integral part of the financial statements.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 1 - Organization:

When young people exit the foster care system without family support, Just in Time for Foster Youth (“JIT”) welcomes them into a reliable, responsive, real community of peers and caring adults committed to their well-being and success, just as a healthy family would do. Volunteers and staff work together to fill critical gaps in resources, experiences, education, training, and, most important of all, access to trusting relationships for young people, ages 18 to 26, within San Diego County.

Historically, our society allows young people ample time to finish school, begin a career, and build a support network as they prepare to be on their own. Yet, hundreds of youth exit foster care each year to fend for themselves with a lack of preparation and resources, limited financial training or security, and no dependable safety net. It should be no surprise that a large percentage are unstable, under-employed, and set up to fail. Nationally, only 3-6% of foster youth graduate from college, and foster youth are particularly vulnerable to sex trafficking, homelessness, depression, and poverty.

Founded in 2003 and incorporated as a 501(c)(3) nonprofit in 2006, JIT has proven long-term impact. For example, 76% of our 800+ College Bound youth have graduated or are still enrolled in school, and JIT surveys reveal measurable increases in earnings, savings, and durable supportive networks long after JIT participants leave our window of service. Providing a community for approximately 1,900 transition-age youth and alumni annually, JIT offers a broad range of services and resources, each designed to connect youth to a caring community and lasting relationships.

Additionally, JIT is unique in that former foster youth make up over half of the staff positions, using their lived experience expertise to help other youth find their voices and become confident, capable, and connected.

Services provided include:

- *Basic Needs:* Emergency assistance including access to medical care and family planning; a safe, stable, supportive place to live through My First Home; and transportation equity through Changing Lanes, which offers driver training and the purchase of reliable vehicles at affordable interest rates through a partnering financial institution.
- *Knowledge:* College Bound, Financial Fitness, Pathways to Financial Power, and NEXTjobs work together to teach participants effective ways to achieve financial stability and security through individualized coaching, financial literacy workshops, essential resources, and the encouragement every young person needs to succeed in education and employment.
- *Empowerment:* Career Horizons for Young Women, Bridges to Success for Young Men, and Rise to Resilience, with the focus on strengthening youth mentally, physically, and emotionally to overcome Adverse Childhood Experiences (ACEs) and move toward life-changing choices and healthy relationships.
- *Connections:* The power of 600+ volunteers to build a welcoming Community for all our participants is at the heart of JIT’s model for lasting change. Events throughout the year – Empower Parties, the JIT Family Reunion Picnic, annual Thanksgiving Dinner and My First Home for the Holidays - create opportunities to build and strengthen relationships for the long term. Plus, our innovative Coach Approach training for participants and volunteers builds community through effective communication and our JIT Network extends the JIT community online 24/7. JIT’s goal is to make sure every eligible youth has access to the connections they need for a sense of belonging.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 2 - Significant Accounting Policies:

Accounting Method

The financial statements of JIT have been prepared on the accrual basis of accounting, which is in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), and, accordingly, reflects all significant receivables, payables, and other liabilities.

Financial Statement Presentation

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes thereon are classified and reported as follows:

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

Estimates

The preparation of a financial statement 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 and expenses during the reporting period. Actual results could differ from those estimates.

Fair Value Measurements

Fair value accounting standards define fair value, establish a framework for measuring fair value, outline a fair value hierarchy based on inputs used to measure fair value, and enhance disclosure requirements for fair value measurements. The fair value hierarchy distinguishes between market participant assumptions based on market data obtained from sources independent of the reporting entity (observable inputs that are classified within Level 1 or 2 of the hierarchy), and the reporting entity's own assumptions about market participant assumptions (unobservable inputs classified within Level 3 of the hierarchy).

- Level 1 inputs are quoted prices in active markets for identical investments that the investment manager has the ability to access at the measurement date.
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the investment, either directly or indirectly.
- Level 3 inputs are unobservable inputs for the investment.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 2 - Significant Accounting Policies: (Continued)

Fair Value Measurements (Continued)

JIT's statements of financial position includes the following financial instruments that are required to be measured at fair value on a recurring basis:

- Investments - Rancho Santa Fe Foundation funds are considered Level 2 assets, and are reported at fair value based on the fair value of the underlying assets in the funds as reported by the fund manager, Rancho Santa Fe Foundation, since these funds are valued by the fund manager and are not traded in an active market.

Allowance for Doubtful Accounts

Bad debts are recognized on the allowance method, based on historical experience and management's evaluation of outstanding receivables. Management believes that all contributions receivable are fully collectible; therefore, no allowance for doubtful contributions receivable was recorded at June 30, 2022 and 2021.

Capitalization and Depreciation

JIT capitalizes all expenditures in excess of \$6,000 for property and equipment at cost, while donations of property and equipment are recorded at their estimated fair values. Such donations are reported as support without donor restrictions, unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use, and contributions of cash that must be used to acquire property and equipment, are reported as support with donor restrictions. Absent donor stipulations regarding how long those donated assets must be maintained, JIT reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. JIT reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

Property and equipment are depreciated using the straight-line method over the estimated useful asset lives as follows:

Office equipment and computers	5 years
Vehicle	5 years
Leasehold improvements	5 years

Depreciation totaled \$63,742 and \$51,239 for the years ended June 30, 2022 and 2021, respectively.

Maintenance and repairs are charged to operations as incurred. Upon sale or disposition of property, furniture, or equipment, the asset account is reduced by the cost, and the accumulated depreciation account is reduced by the depreciation taken prior to the sale. Any resultant gain or loss is then recorded as income or expense.

Compensated Absences

Accumulated unpaid vacation totaling \$102,930 and \$111,474 at June 30, 2022 and 2021, respectively, is accrued when earned, and included in accrued payroll and related liabilities.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 2 - Significant Accounting Policies: (Continued)

Revenue Recognition

Contributions are recognized when the donor makes a promise to give to JIT that is in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions. Contributions to be received in future periods are discounted at an appropriate discount rate. Amortization of discounts is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions.

Special event revenue is recognized in the period that the event occurs. Deferred event revenue totaled \$2,030 and \$250 at June 30, 2022 and 2021, respectively.

Other income is related to various programs conducted throughout the year and is recognized as revenue in the period in which the program relates.

Donated Materials and Facilities

JIT utilizes the services of many volunteers throughout the year. This contribution of services by the volunteers is not recognized in the financial statements, unless the services received (a) create or enhance nonfinancial assets, or (b) require specialized skills which are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. The donated services for the years ended June 30, 2022 and 2021 did not meet the requirements above, therefore no amounts were recognized in the financial statements.

JIT received in-kind donations of program supplies and equipment totaling \$154,373 and \$272,627 for the years ended June 30, 2022 and 2021, respectively, which have been recorded as in-kind contributions and functional expenses in the statement of activities.

JIT occupied office facilities donated by North County Lifeline. Donated facilities totaled \$16,800 for each of the years ended June 30, 2022 and 2021 and were recorded at fair value at the date of donation and have been included in contributions and functional expenses in the statement of activities.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 2 - Significant Accounting Policies: (Continued)

Donated Materials and Facilities (Continued)

The following table summarizes donated services and goods measured at fair value received for the years ended June 30:

2022				
Items Donated	Revenue Recognized	Utilization in Programs/Activities	Donor Restrictions	Valuation Techniques and Inputs
Program supplies	\$152,125	Various program services	No associated donor restrictions	Estimated the fair value on the basis of estimate of current market price that would be received for selling similar products in the United States.
Rent	\$16,800	General and Administrative	No associated donor restrictions	Estimated the fair value on the basis of similar properties available in commercial real estate listings
Auction items	\$2,248	Fundraising event	Donor restriction – auction items for event	Donated auction items are valued at the gross selling price received.
2021				
Items Donated	Revenue Recognized	Utilization in Programs/Activities	Donor Restrictions	Valuation Techniques and Inputs
Program supplies	\$272,627	Various program services	No associated donor restrictions	Estimated the fair value on the basis of estimate of current market price that would be received for selling similar products in the United States.
Rent	\$16,800	General and Administrative	No associated donor restrictions	Estimated the fair value on the basis of similar properties available in commercial real estate listings

Functional Allocation of Expenses

The statements of functional expenses present expenses by function and natural classification. JIT allocates its expenses on a functional basis among its various programs and supporting services. Expenditures which can be identified with a specific program or support services are allocated directly, according to their natural expenditure classification. Costs that are common to several functions are allocated among the program and supporting services on the basis of time records, space utilized, and estimates made by JIT's management.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 2 - Significant Accounting Policies: (Continued)

Income Taxes

JIT is a public charity, and is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. JIT believes that it has appropriate support for any tax positions taken, and, as such, does not have any uncertain tax positions that are material to the financial statements. JIT is not a private foundation.

JIT's Return of Organization Exempt from Income Tax for the years ended June 30, 2022, 2021, 2020, and 2019 are subject to examination by the Internal Revenue Service and State taxing authorities, generally three-to-four years after the returns were filed.

Concentration of Credit Risk

JIT maintains its cash in bank deposit accounts and money market funds which, at times, may exceed federally insured limits. JIT has not experienced any losses in such accounts. JIT believes it is not exposed to any significant credit risk on cash and cash equivalents.

Cash and Cash Equivalents and Restricted Cash

For purposes of the statements of cash flows, JIT considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents. The following is a reconciliation of cash and cash equivalents and restricted cash reported within the statements of financial position that sum to the total in the statements of cash flows at June 30:

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 3,496,280	\$ 2,441,811
Restricted cash	<u>33,000</u>	<u>33,000</u>
Total Cash and Cash Equivalents and Restricted Cash	<u>\$ 3,529,280</u>	<u>\$ 2,474,811</u>

Accounting Pronouncement Adopted

In September 2020, the FASB issued ASU No. 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets (Topic 958)*. ASU 2020-07 improves transparency in the reporting of contributed nonfinancial assets, also known as gifts in-kind, for not-for-profit entities. The ASU requires a not-for-profit organization to present contributed nonfinancial assets as a separate line item in the statement of activities, apart from contributions of cash or other financial assets, along with expanded disclosure movements. This standard is applied on a retrospective basis. The adoption had no effect on the 2022 financial statements.

Subsequent Events

JIT has evaluated subsequent events through November 4, 2022, which is the date the financial statements are available for issuance, and concluded that there were no events or transactions that needed to be disclosed.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 3 - Liquidity and Availability

JIT regularly monitors the availability of resources required to meet its operating needs and other contractual commitments. For purposes of analyzing resources available to meet general expenditures over a 12-month period, JIT considers all expenditures related to its ongoing programs, as well as, the conduct of services undertaken to support those activities, to be general expenditures.

The table below presents financial assets available for general expenditures within one year at June 30:

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 3,496,280	\$ 2,441,811
Contributions receivable	<u>279,866</u>	<u>481,697</u>
Financial assets available to meet general expenditures within one year	<u>\$ 3,776,146</u>	<u>\$ 2,923,508</u>

In addition to financial assets available to meet general expenditures over the next 12 months, JIT has a line-of-credit agreement with available borrowings totaling \$125,000, as described in Note 8. In addition, JIT operates with a balanced budget, and anticipates collecting sufficient revenue to cover general expenditures.

Note 4 - Fair Value Measurements:

The following table summarizes assets measured at fair value by classification within the fair value hierarchy at June 30:

	<u>2022</u>		
	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
			<u>Balance at June 30, 2022</u>
Investments at Rancho Santa Fe Foundation	\$ -	\$ 6,530	\$ -
	<u>\$ -</u>	<u>\$ 6,530</u>	<u>\$ -</u>
			<u>\$ 6,530</u>
	<u>2021</u>		
	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
			<u>Balance at June 30, 2021</u>
Investments at Rancho Santa Fe Foundation	\$ -	\$ 7,387	\$ -
	<u>\$ -</u>	<u>\$ 7,387</u>	<u>\$ -</u>
			<u>\$ 7,387</u>

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 5 - Investments:

JIT's investments consist of the following at June 30:

	<u>2022</u>	<u>2021</u>
Rancho Santa Fe Foundation	\$ 6,530	\$ 7,387
Total Investments	<u>\$ 6,530</u>	<u>\$ 7,387</u>

The investments held at Rancho Santa Fe Foundation (the "Foundation") are classified as without donor restrictions. The investments are held in an investment pool. The Foundation invests 26% fixed income, 37% domestic equities, 16% international equities, 5% emerging markets, 10% cash and cash equivalents and 6% real assets.

The following schedule summarizes the investment (loss) income without donor restrictions for the years ended June 30:

	<u>2022</u>	<u>2021</u>
Interest and dividend income	\$ 892	\$ 1,817
Realized and unrealized (loss) gain	(11,018)	1,402
Investment fees	(73)	(98)
Total Investment (Loss) Income	<u>\$ (10,199)</u>	<u>\$ 3,121</u>

Note 6 - Contributions Receivable:

Contributions receivable consist of the following at June 30:

	<u>2022</u>	<u>2021</u>
Current:		
Receivables due in less than one year	\$ 279,866	\$ 481,697
Total Current	<u>279,866</u>	<u>481,697</u>
Noncurrent:		
Receivables due in one-to-five years	250,000	435,000
Less: Discounts to present value	(437)	(938)
Total Noncurrent, Net	<u>249,563</u>	<u>434,062</u>
Total Contributions Receivable, Net	<u>\$ 529,429</u>	<u>\$ 915,759</u>

Contributions receivable have been discounted to their present value, using a discount rate ranging from .07% to .17% at June 30, 2022 and 2021, respectively.

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 7 - Property and Equipment:

Property and equipment consist of the following at June 30:

	<u>2022</u>	<u>2021</u>
Office equipment and computers	\$ 59,605	\$ 53,797
Vehicle	57,098	57,098
Leasehold improvements	<u>223,408</u>	<u>169,955</u>
Subtotal	340,111	280,850
Less: Accumulated depreciation	<u>(170,184)</u>	<u>(106,442)</u>
Property and Equipment, Net	<u><u>\$ 169,927</u></u>	<u><u>\$ 174,408</u></u>

Note 8 - Line-of-Credit:

JIT has a revolving line-of-credit with JP Morgan Chase & Co. in the amount of \$125,000. The line-of-credit is secured by all business property owned by JIT, with an interest rate of prime plus 3.07% per annum, and renews annually. There was no outstanding balance at June 30, 2022 and 2021.

Note 9 - Net Assets With Donor Restrictions:

Net assets with donor restrictions represent contributions and other inflows received by JIT, which are limited in their use by the donor-imposed stipulations. Net assets with donor restrictions are available for the following purposes at June 30:

	<u>2022</u>	<u>2021</u>
Subject to Expenditure for Specified Purpose:		
Basic needs	\$ 216,489	\$ 107,940
Knowledge	78,314	-
Connections	66,327	120,727
Other restricted	15,000	-
Empowerment	<u>5,715</u>	<u>57,373</u>
Total Subject to Expenditure for Specified Purpose	381,845	286,040
Subject to the Passage of Time:		
Contributions receivable, net	<u>480,531</u>	<u>882,425</u>
Total Subject to the Passage of Time	480,531	882,425
Total Net Assets With Donor Restrictions	<u><u>\$ 862,376</u></u>	<u><u>\$ 1,168,465</u></u>

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 9 - Net Assets With Donor Restrictions: (Continued)

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose, or by the occurrence of the passage of time or other events specified by the donors, are as follows for the years ended June 30:

	<u>2022</u>	<u>2021</u>
Purpose Restrictions Accomplished:		
Knowledge	\$ 459,526	\$ 526,518
Basic needs	370,856	199,202
Empowerment	239,885	158,090
Connections	76,400	80,823
Other restricted	10,000	-
Administrative	-	5,573
Time Restrictions Fulfilled	<u>446,396</u>	<u>205,622</u>
Total Net Assets Released From Restrictions	<u>\$ 1,603,063</u>	<u>\$ 1,175,828</u>

Note 10 - Commitments and Contingencies:

Operating Leases

JIT leases office space under a lease agreement that expires on June 30, 2027. Rent expense totaled \$86,837 and \$84,329 for the years ended June 30, 2022 and 2021, respectively, and is included with office expense.

JIT leases storage space under a lease agreement that expires on April 30, 2023. Storage expense totaled \$65,416 and \$58,134 for the years ended June 30, 2022 and 2021, respectively, and is included with program-related expenses.

The following is a schedule of future minimum lease payments under the leases:

<u>Years Ended June 30</u>	
2023	\$ 182,622
2024	140,238
2025	145,847
2026	151,681
2027	<u>157,749</u>
	<u>\$ 778,137</u>

**JUST IN TIME FOR FOSTER YOUTH
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

Note 10 - Commitments and Contingencies: (Continued)

Guarantees

In November 2017, JIT entered into an agreement with Self-Help Federal Credit Union as a guarantor in connection with JIT's automobile loan program. JIT shall maintain no less than 33% of the aggregate outstanding balance of all loans under the automobile loan program, not to be less than \$33,000, as guaranty for the Self-Help Loans. Per the agreement, JIT must maintain a restricted cash account at Self-Help Federal Credit Union to cover any losses. The restricted cash account balance totaled \$33,000 at each of the years ended June 30, 2022 and 2021. The aggregate outstanding balance of all loans under the automobile loan program totaled \$44,154 and \$51,234 at June 30, 2022 and 2021, respectively.

Coronavirus Pandemic Contingency

The COVID-19 pandemic, whose effects first became known in January 2020, is having a broad impact on commerce and financial markets around the world. The United States and global markets experienced significant fluctuations in value resulting from uncertainty caused by the pandemic. JIT management and its Board Finance Committee is closely monitoring its investment portfolio and its liquidity, and is actively working to minimize any negative impact fluctuating markets may have on JIT's investments. The extent of the impact of COVID-19 on JIT's operational and financial performance will depend on certain developments, including the duration and spread of the outbreak and its impact on JIT's donors, employees, and vendors, all of which at present cannot be determined. Accordingly, the extent to which COVID-19 may impact JIT's financial position and changes in net assets and cash flows is uncertain, and the accompanying financial statements include no adjustments relating to the effects of this pandemic.

ABC Highlights Just in Time for Foster Youth College Bound June 10, 2023



ABC News recently highlighted Just in Time's College Bound event, a celebratory send off to the newest cohort of scholars embarking on their higher education journeys with support from their Just in Time community.

[Watch News Clip HERE](#)

June 28, 2023

San Marcos Community Foundation

Subject: Authorization to submit Fortissimo Orchestra Music Program Grant
Application

Dear San Marcos Community Foundation Committee Members,

Please accept this memo authorizing the submittal of the enclosed Grant Application by Kid's College for the Fortissimo Orchestral Music Program. The contact for the application is Carole Beeson, Program Director and Founder of Kid's College.

Hopefully the Grant Application is sufficient for a favorable decision by your Committee but if additional information is needed please contact Carole Beeson.

Sincerely,

/s/ Ann Little
Executive Director
Kid's College

Title	Kids College/Fortissimo Orchestral Music Program	06/30/2023
	by Carole Beeson in San Marcos Community Foundation	id. 41285551
	wbeeson997@aol.com	

Original Submission	06/30/2023

General Project Information

Please enter your organization's name and project name.	Kids College/Fortissimo Orchestral Music Program

Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)

Project Name	Fortissimo Orchestral Music Program

Project Start Date	9/5/2023

Project End Date	5/31/2024

Date by Which Funds Will Be Expended:	5/31/2024

Total Number of People Served by this Project	150.0

Total Number of People Served by this Project in San Marcos Only	150.0

Grant Amount Requested	10000.0

Organization Details

Organization Name	Kids College

Organization Street Address	380 South Melrose Drive, Suite 356

Organization City	Vista
Organization State	California
Organization Zip Code	92081
Organization Website	www.thekidscollege.org
Organization's EIN	33-0933622 200 The Kids College cae6c0bb-51af-4742-9ab7-c3ce223b91d2 570 Rancheros Drive Suite 270 San Marcos CA 92069 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 6/12/2023 12:00:00 AM 6/26/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi) 6/12/2023 12:00:00 AM 2002 07
Contact Information	
Contact First Name	Carole
Contact Last Name	Beeson
Contact Title	Program Director/Founder Kids College
Contact Phone	+18589227401
Contact Email	cbeeson21@gmail.com
Project Details	
Briefly describe your request for funds.	Our \$10,000 grant request is to be directed towards our instructor salaries which are calculated to be \$79,380 for the 2023-2024 school and our fiscal year July 1st to June 30th.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

The significance and demonstrated success for eight years of the Fortissimo Orchestral Music Program is providing a transformational musical experience for students in low socio-economic circumstances at no cost to the student. The founder of El Sistema said best "The huge spiritual world that music produces in itself ends up overcoming material poverty. From the minute a child's taught how to play an instrument he. or she, is no longer poor. He, or she, becomes a child in progress, heading for a professional level, who'll later become a contributing citizen." The current number of students enrolled in the Fortissimo Orchestral Music Program is 125.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

The Fortissimo Orchestral Music Program, a program offered through Kids College, is a partnership with the San Marcos Unified School District as endorsed and supported by the District Superintendent.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

The San Marcos Community Foundation has supported, and donated to, the Fortissimo Program since 2018. The most recent contribution of \$3,500 in 2022 was utilized for instructor salaries.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

The primary goal for the Fortissimo Orchestral Music Program is to create a transformational experience for students in low socio-economic circumstances at no cost to the students. Based on a foundation of music education guide and teach students in a collaborative team environment resulting in improved self-confidence, self-esteem, academic performance and social behavior. A second goal is to continue the implementation and expansion of the program in the San Marcos Unified School District K-12 Schools modeled after the "El Sistema" program currently conducted in over 100 school districts in the United States. Our third goal is to develop partnerships within the community - public and private - including music organizations, universities, colleges and community leaders to support and promote the program. These goals have been, and are being, achieved by using longitudinal survey techniques with students, instructors, parents and school administrators. Over the last eight years these students have improved self-confidence, self-esteem, academic performance and social behavior. Student testimonials and surveys are available on request. These students also maintained their participation during Covid by being taught on-line and have come back to in person instruction successfully. The demographic composition of the current 130 students is 85% Hispanic, 10% Caucasian, 5% Asian. The Fortissimo Program has also grown from it's first school to six schools including middle and high schools. Partnerships have been achieved with the primary partnership being with the SMUSD Superintendents, School Administrators and the School Board. Other partnerships have been formed with the Palomar College Music Department, Cal State University San Marcos, and the San Diego County Board of Supervisors (Jim Desmond).

Please upload any community letters or media in support of this project.

[Parent_GrantLetterFortissimoOrchestra2022PDF_2.pdf](#)

[Fortissimo_Testimonial_Dulce_Ltr_6-29-23.docx](#)

Please upload the annual operating budget for your organization.

[Fortissimo_CASHFLOW_-_June_20_2023.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[2023_Approved_Budget_-_FINAL.pdf](#)

Please attach the first two pages of your Federal 990.

[2021_Kids_College_990_-_Summary.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[San_Marco_Community_Foundation_Authorization_Ltr_6-28-23.docx](#)

Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total **144282.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

SMCF Budget Worksheet 2.xlsx

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

Our funds have been from 8 foundations, 13 organizations and 33 individuals. Fund raising is an annual effort. Do hope we can run the project with a lessor grant award.



Final Budget
Jan - Dec 2023 Budget

Administration and Special Program Fees	\$	20,000.00
Grants / Funding from Donors	\$	22,500.00
Fundraising (board and other)		
Board Fundraising	\$	10,000.00
Other Fundraising/Contributions	\$	6,000.00
Fortissimo	\$	65,000.00
Program Fees (Student)	\$	200,000.00
Interest Income		
Total Revenue	\$	323,500.00
Automobile Expense	\$	500.00
Refunds and Bank Fees	\$	500.00
Computer/Web Expense	\$	3,000.00
Depreciation		
Total Labor		
Administrative		
Total Employee and Admin Pay (S2)	\$	78,000.00
Payroll taxes and fees	\$	20,280.00
Instructor / Contract Labor (IES)	\$	176,500.00
Dues and Subscriptions	\$	700.00
Fundraising	\$	2,500.00
Grant/Contributions Expense		
Liability Insurance	\$	7,600.00
Workers Comp Insurance	\$	1,750.00
D & O	\$	1,250.00
Licenses and Permits	\$	200.00
Postage and Delivery	\$	150.00
Printing and Reproduction	\$	4,500.00
Professional Fees		
Accounting	\$	2,000.00
Consulting		
Fingerprinting	\$	1,000.00
Legal Fees		
Other(HR)/Education	\$	500.00
Program Expense	\$	7,500.00
Promotional/Marketing	\$	1,500.00
Rent and Classroom Usage Fees	\$	1,200.00
Supplies		
Classroom Supplies	\$	7,500.00
	\$	500.00
Office Supplies	\$	1,000.00
Building Upgrade/Repairs		
Telephone	\$	1,250.00
Travel/Meals/Entertainment	\$	1,120.00
Utilities	\$	1,000.00
Total Expense	\$	323,500.00
Net Ordinary Income	\$	-

Fortissimo Cash Flow

2023 Fortissimo Orchestra Program

	January	February	March	April	May	June	July	August	September
Revenue									
Actual	\$ 16,957.14	\$ 30,278.14	\$ 19,527.14	\$ 13,699.14	\$ 12,475.74	\$ 951.57	\$ 24,346.57	\$ 22,191.57	\$ 20,036.57
Projected From the District									
Projected Fundraising	\$ 24,990.00					\$ 20,000.00			\$ 10,000.00
Total Actual & Projected Revenue	\$ 24,990.00		\$ 5,000.00	\$ 10,000.00	\$ 250.00	\$ 5,550.00			
10% of actual to Kid's College	\$ 2,499.00		\$ 500.00	\$ 1,000.00	\$ 25.00				
Total Donations to Fortissimo	\$ 22,491.00		\$ 4,500.00	\$ 9,000.00	\$ 225.00	\$ 25,550.00			\$ 10,000.00
Total Revenue	\$ 39,448.14	\$ 30,278.14	\$ 24,027.14	\$ 22,699.14	\$ 12,700.74	\$ 26,501.57	\$ 24,346.57	\$ 22,191.57	\$ 30,036.57
Expenses									
Actual Expenses									
Fingerprinting									
Printing									
Personnel Costs	\$ 9,095.00	\$ 10,046.00	\$ 10,253.00	\$ 10,148.40	\$ 11,509.20	\$ 2,080.00	\$ 2,080.00	\$ 2,080.00	\$ 8,000.00
Kid's College Personnel Time		\$ 630.00							
Materials					\$ 164.97				
LEGOLAND Peformance Tickets and Shirts									
Fortissimo Summer Camp Materials/Snacks									
WebFront End / Logo									
Other Fortissimo-Rent	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00
Total Actual Expenses	\$ 9,170.00	\$ 10,751.00	\$ 10,328.00	\$ 10,223.40	\$ 11,749.17	\$ 2,155.00	\$ 2,155.00	\$ 2,155.00	\$ 8,075.00
Projected Expenses									
Printing									
Personnel Costs									
Kid's College Personnel Time									
Materials									
WebFront End / Logo									
Other Fortissimo									
Total Projected Expenses									
Total Actual & Projected Expenses	\$ 9,170.00	\$ 10,751.00	\$ 10,328.00	\$ 10,223.40	\$ 11,749.17	\$ 2,155.00	\$ 2,155.00	\$ 2,155.00	\$ 8,075.00
Net	\$ 30,278.14	\$ 19,527.14	\$ 13,699.14	\$ 12,475.74	\$ 951.57	\$ 24,346.57	\$ 22,191.57	\$ 20,036.57	\$ 21,961.57

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Violins/Bows/Cases</i>	<i>\$12,000.00</i>	
Instrument Maintenance	4450	
Music Books	1250	
Program Director	\$24,750.00	
Music Instructors	\$79,380.00	
Coaches	\$1,400.00	
Music Stands, Tuners, T-shirts	\$2,775.00	
Administration -Payroll, Insurance, Etc.	\$13,117.00	
Total budget for this PROJECT:		

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Hunter Family Advised Fund	40000	P
Additional Funding Source 2	Conrad Prebys Foundation	20000	C
Additional Funding Source 3	Staples Foundation	5000	P
Additional Funding Source 4	Nordson Foundation	10000	P
Additional Funding Source 5	Lewis Prize	30000	P
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

Form **8879-TE****IRS e-file Signature Authorization
for a Tax Exempt Entity**

OMB No. 1545-0047

Department of the Treasury
Internal Revenue Service

For calendar year 2021, or fiscal year beginning _____, 2021, and ending _____, 20____

2021▶ **Do not send to the IRS. Keep for your records.**
▶ **Go to www.irs.gov/Form8879TE for the latest information.**

Name of filer

KIDS COLLEGE

EIN or SSN

33-0933622

Name and title of officer or person subject to tax

ANN LITTLE EXECUTIVE DIRECTOR**Part I Type of Return and Return Information**

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a, or 10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b, or 10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a Form 990 check here ☒	b Total revenue , if any (Form 990, Part VIII, column (A), line 12)	1b	<u>171,295.</u>
2a Form 990-EZ check here ☐	b Total revenue , if any (Form 990-EZ, line 9)	2b	
3a Form 1120-POL check here ☐	b Total tax (Form 1120-POL, line 22)	3b	
4a Form 990-PF check here ☐	b Tax based on investment income (Form 990-PF, Part V, line 5)	4b	
5a Form 8868 check here ☐	b Balance due (Form 8868, line 3c)	5b	
6a Form 990-T check here ☐	b Total tax (Form 990-T, Part III, line 4)	6b	
7a Form 4720 check here ☐	b Total tax (Form 4720, Part III, line 1)	7b	
8a Form 5227 check here ☐	b FMV of assets at end of tax year (Form 5227, Item D)	8b	
9a Form 5330 check here ☐	b Tax due (Form 5330, Part II, line 19)	9b	
10a Form 8038-CP check here ☐	b Amount of credit payment requested (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____, and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize ORTEGA ACCOUNTANCY A PROFESSIONAL CORP to enter my PIN 93362 as my signature

ERO firm name

Enter five numbers, but
do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ▶

Date ▶

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

81253223206**Do not enter all zeros**

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ MARIO G. ORTEGA

Date ▶

ERO Must Retain This Form – See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

**Application for Automatic Extension of Time To File an
Exempt Organization Return**

OMB No. 1545-0047

► **File a separate application for each return.**
 ► **Go to www.irs.gov/Form8868 for the latest information.**

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print File by the due date for filing your return. See instructions.	Name of exempt organization or other filer, see instructions.		Taxpayer identification number (TIN)
	KIDS COLLEGE		33-0933622
	Number, street, and room or suite number. If a P.O. box, see instructions.		
	380 S. MELROSE DR #356		
	City, town or post office, state, and ZIP code. For a foreign address, see instructions.		
	VISTA, CA 92081		

Enter the Return Code for the return that this application is for (file a separate application for each return) **01**

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (section 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

• The books are in the care of ► ANN LITTLE _____

Telephone No. ► 760-798-4064 _____ Fax No. ► _____

• If the organization does not have an office or place of business in the United States, check this box ► ☐

• If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box. ► ☐. If it is for part of the group, check this box ... ► ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 11/15, 20 22, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

- ☒ calendar year 20 21 or
 ► ☐ tax year beginning _____, 20 _____, and ending _____, 20 _____.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return
☐ Change in accounting period

3a If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions	3a	\$	0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit	3b	\$	0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions	3c	\$	0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

BAA For Privacy Act and Paperwork Reduction Act Notice, see instructions.

Form **8868** (Rev. 1-2022)

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public
Inspection

A For the 2021 calendar year, or tax year beginning , 2021, and ending , 20																			
B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:70%; vertical-align: top;"> C KIDS COLLEGE 380 S. MELROSE DR #356 VISTA, CA 92081 </td> <td style="width:30%; vertical-align: top;"> D Employer identification number 33-0933622 E Telephone number 760-798-4064 </td> </tr> <tr> <td colspan="2"> G Gross receipts \$ 171,295. </td> </tr> <tr> <td colspan="2"> F Name and address of principal officer: SAME AS C ABOVE </td> </tr> <tr> <td colspan="2"> H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions. </td> </tr> <tr> <td colspan="2"> I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527 </td> </tr> <tr> <td colspan="2"> J Website: ▶ THEKIDSCOLLEGE.ORG </td> </tr> <tr> <td colspan="2"> K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶ </td> </tr> <tr> <td colspan="2"> L Year of formation: 2002 M State of legal domicile: CA </td> </tr> <tr> <td colspan="2"> H(c) Group exemption number ▶ </td> </tr> </table>	C KIDS COLLEGE 380 S. MELROSE DR #356 VISTA, CA 92081	D Employer identification number 33-0933622 E Telephone number 760-798-4064	G Gross receipts \$ 171,295.		F Name and address of principal officer: SAME AS C ABOVE		H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions.		I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527		J Website: ▶ THEKIDSCOLLEGE.ORG		K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶		L Year of formation: 2002 M State of legal domicile: CA		H(c) Group exemption number ▶	
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Part I Summary			
Activities & Governance	1	Briefly describe the organization's mission or most significant activities: PROVIDE QUALITY EDUCATIONAL ENRICHMENT PROGRAMS FOR ELEMENTARY AND MIDDLE SCHOOL CHILDREN FOCUSING ON VISUAL ART, PERFORMING ART, SCIENCE AND ENGINEERING, LIFE SKILLS AND FINANCIAL MANAGEMENT.	
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	3
	4	Number of independent voting members of the governing body (Part VI, line 1b)	3
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	1
	6	Total number of volunteers (estimate if necessary)	5
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0.
	b	Net unrelated business taxable income from Form 990-T, Part I, line 11	0.
Revenue	8	Contributions and grants (Part VIII, line 1h)	68,787.
	9	Program service revenue (Part VIII, line 2g)	138,209.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	33,127.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2.
	12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	3.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	171,295.
	14	Benefits paid to or for members (Part IX, column (A), line 4)	
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	33,358.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	48,039.
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 3,463.	
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	106,917.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	89,818.
	19	Revenue less expenses. Subtract line 18 from line 12	140,275.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	-38,359.
	21	Total liabilities (Part X, line 26)	33,438.
	22	Net assets or fund balances. Subtract line 21 from line 20	-3,352.
			32,843.

Part II Signature Block					
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.					
Sign Here		Signature of officer	Date		
		ANN LITTLE		EXECUTIVE DIRECTOR	
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☒ if self-employed	PTIN
	MARIO G. ORTEGA	MARIO G. ORTEGA			P00232069
	Firm's name	Firm's EIN ▶			
	ORTEGA ACCOUNTANCY A PROFESSIONAL CORP	82-4283380			
	Firm's address	Phone no.			
	12526 HIGH BLUFF DRIVE, SUITE 300	(858) 623-2786			
	SAN DIEGO, CA 92130				

May the IRS discuss this return with the preparer shown above? See instructions		☒ Yes	☐ No

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission:

PROVIDE QUALITY EDUCATIONAL ENRICHMENT PROGRAMS FOR ELEMENTARY AND MIDDLE SCHOOL CHILDREN FOCUSING ON VISUAL ART, PERFORMING ART, SCIENCE AND ENGINEERING, LIFE SKILLS AND FINANCIAL MANAGEMENT.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.**4a** (Code:) (Expenses \$ 120,679. including grants of \$) (Revenue \$)

PROVIDED QUALITY EDUCATIONAL ENRICHMENT PROGRAMS FOR ELEMENTARY AND MIDDLE SCHOOL CHILDREN FOCUSING ON VISUAL ART, PERFORMING ART, SCIENCE AND ENGINEERING, LIFE SKILLS AND FINANCIAL MANAGEMENT.

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4c** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4d** Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses ▶ 120,679.

Dear Donors

I hope this finds you well. My name is Dulce Guillen and I have been with the Fortissimo Orchestra program since my 3rd grade year, which would be around 8 to 9 years. I would like to take some time and thank all Fortissimo supporters and donors from the bottom of my heart, as this program has been a true blessing in my life that has enabled me to fulfill my childhood dream of playing the violin. Your efforts to keep this program up and running is greatly appreciated and I hope the program continues to inspire many more children like me to play a string instrument.

Fortissimo has been part of most of my life, and through this program I have made many lasting memories, friendships, and has developed a passion for music in me. This amazing program allowed me not only learn how to play the violin, but also have it be free of cost. This program has opened many opportunities in my life, and I can 100% say that my whole life revolves around music and Fortissimo. I have been able to inspire others through this program, grow as a person and be able to do something that had previously been an impossible dream.

Fortissimo gave me a new sense of purpose through music, and I hope I can continue to inspire people through music and make more lasting memories.

With much appreciation
Dulce Guillen

To whom it may concern,

I am very grateful my daughter was given the opportunity to be part of The Fortissimo Orchestra Music Program. She is one of the beginning seeds that has sprouted into a devoted musician, and is also now a member of the San Diego Youth Symphony. The countless evenings practicing to improve her musical skills has made my daughter into a confident, outgoing person that understands that consistency, and hard work pays off. Research shows there are many cognitive benefits learning and playing an instrument; she excels in everything she sets her mind to accomplish, and I can attribute this to the sharp mental focus, discipline, and perseverance she has developed as a musician.

The Fortissimo Music Program has brought families together and we have created a community of support, a support that is essential for children to thrive not just musically, and academically, but in life. The best way to support children and communities with scarce resources is by making the arts and music accessible to them. By helping the Fortissimo Orchestra Music Program, you are giving a life-long gift that transforms lives and creates a strong sense of community and belonging for these young musicians. As a parent, any contribution that helps this wonderful program to continue is greatly appreciated.

Sincerely,

A proud parent of a violinist

Title	Mama's Kitchen – Medically Tailored Meal Service	06/30/2023
	by TD Smith in San Marcos Community Foundation	id. 41286918
	3960 Home Ave San Diego, California 92105 United States 6192336262 td@mamaskitchen.org	

Original Submission	06/30/2023

General Project Information	
Please enter your organization's name and project name.	Mama's Kitchen – Medically Tailored Meal Service
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)
Project Name	Medically Tailored Meal Service
Project Start Date	7/1/2023
Project End Date	6/30/2024
Date by Which Funds Will Be Expended:	6/30/2024
Total Number of People Served by this Project	60.0
Total Number of People Served by this Project in San Marcos Only	60.0
Grant Amount Requested	5000.0
Organization Details	

Organization Name	Mama's Kitchen
Organization Street Address	3960 Home Ave.
Organization City	San Diego
Organization State	California
Organization Zip Code	92105
Organization Website	www.mamaskitchen.org
Organization's EIN	33-0434246 200 Mama's Kitchen a7b1eecb-b395-4f4f-800d-11ca7baa94d4 3960 Home Avenue San Diego CA 92105 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 12/12/2022 12:00:00 AM 3/13/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 2/14/2023 12:00:00 AM 1995 05
Contact Information	
Contact First Name	Jenna
Contact Last Name	Novotny
Contact Title	Director of Development
Contact Phone	+16192336262
Contact Email	jenna@mamaskitchen.org
Project Details	

Briefly describe your request for funds.	Mama’s Kitchen believes that everyone is entitled to the basic necessity of life – nutritious food. Our services improve the health and well-being of individuals and families vulnerable to malnutrition due to critical illness. Today, we are requesting that the San Marcos Community Foundation renew its generous support of our Medically Tailored Meals Service formerly known as the Home-Delivered Meal Service – San Marcos. Our program provides medically tailored meals to San Marcos residents and their dependent children, who are at risk of malnutrition due to HIV, cancer, type 2 diabetes, congestive heart failure, or chronic kidney disease. In addition to three daily meals, plus healthy snacks, clients receive one to three nutrition counseling sessions with our registered dietitians. A generous \$5,000 grant from the San Marcos Community Foundation will support purchasing food and containers for the medically tailored meals delivered to critically ill San Marcos residents. With an average food and container cost of \$2.89 per meal, your grant would provide approximately 1730 meals.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	In FY 2023, Mama's Kitchen provided 13,698 meals to 48 San Marcos residents facing critical illness. In FY 2024, we anticipate providing 14,520 meals to 60 clients in San Marcos. Although we have no income restrictions for our program, 45% of San Marcos clients are considered extremely low or very low income. Proper nutrition is paramount in increasing medication adherence, lowering health care costs, and improving the quality of life for critically ill individuals. By home-delivering complete daily nutrition at no cost, we break down our clients' barriers in accessing the nutrition they need for their best possible health outcomes.
Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.	Current San Marcos referral partners include CCare, Hospice of the North Coast, Landmark Health, LightBridge Palliative, Scripps Health Plan Services, UCSD Moores Cancer Center, and VA Medical Center.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

Mama's Kitchen received a generous grant in the amount of \$5,000 on May 2022. In FY 2022, we provided 13,698 meals to 48 critically ill San Marcos residents.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

Mama's Kitchen believes that everyone is entitled to the basic necessity of life – nutritious food. Our services improve the health and well-being of individuals and families vulnerable to malnutrition due to critical illness. Since our infancy, Mama's Kitchen has positively impacted the San Marcos Community by breaking down stigmas and overcoming barriers to equitable access to healthy nutrition for all individuals. At the height of the AIDS epidemic in the early 1990s, when even some hospitals were turning AIDS patients away, our volunteers combatted the stigma and ensured that those suffering were receiving one of their most basic rights – nutritious food. Our services allow our clients to receive the nutrition they need, regardless of access to transportation. The Medically Tailored Meal Service (MTMS) prepares and delivers three medically tailored meals per day, plus healthy snacks, for every day of the year, to San Marcos residents vulnerable to malnutrition due to HIV, cancer, diabetes, congestive heart failure, and chronic kidney disease. Whenever necessary, we also deliver meals to our clients' dependent children. In addition to receiving medically tailored nutrition at no cost, our clients receive between one and three nutritional counseling sessions with our registered dietitians. Our project is a no-cost, high-impact service that helps clients avoid malnutrition, increase medication adherence, and achieve desired health outcomes. The MTMS accepts new clients on a rolling basis. Upon referral, a registered dietitian assesses each client and determines nutritional needs, goals, and any necessary dietary modifications. Medically tailored meals are delivered to clients' homes twice a week, on Tuesdays and Fridays. Each delivery contains three daily meals, plus healthy snacks, until the next delivery. With two delivery days, clients only have to wait for meals twice a week, giving them more flexibility for medical appointments. Similarly, it also allows our volunteers to save valuable time, gasoline and lowers our carbon footprint. Meals are prepared from scratch, thus allowing the flexibility to use seasonal fresh foods instead of processed items. In addition to being packed with vital nutrients, fresh ingredients help to trigger visual hunger in clients with suppressed appetites from

treatment side effects. Clients receive services until they can prepare meals for themselves. To date, in FY 2023, Mama's Kitchen proudly served approximately 15,937 medically tailored meals to 59 San Marcos residents. In FY 2024, we anticipate serving more than 14,000 medically tailored meals to San Marcos's most vulnerable population, those battling critical illness. The population we serve is the highest healthcare system utilizers. Research shows that critically ill patients, such as those with type 2 diabetes, who receive medically tailored meals saw the number of hospital admissions decreased by 50%, hospitalizations were 37% shorter in length, and patients were more than 20% more likely to be discharged to home as opposed to an expensive nursing facility. Our Medically Tailored Meal Service (MTMS) is a low-cost investment that improves equity, decreases expensive healthcare system usage, and improves the quality of life for our community members. Mama's Kitchen is the only organization providing complete, medically tailored meals for every meal of the week without age restrictions, income requirements or a fee. The population we serve falls through the cracks of other social service programs due to being home-bound, lacking physical and cognitive ability, and their need for specific diets to address and improve their fragile health. Our services aim to improve disease self-management, decrease hospitalizations, and improve our client's overall health. Our goal is to provide complete recommended daily nutrition to clients for the best possible health outcomes. We track our progress toward this goal with four key indicators: Number of residents served, Number of medically tailored meals prepared and delivered, Provision of food appropriate for medication and treatment and, Clients' general health. Mama's Kitchen uses the following measurable outcomes to track our success: An estimated 14,520 medically tailored meals will be prepared and delivered to 60 San Marcos residents. 80% of survey-responding referral partners will report their clients receiving and consuming appropriate amounts of nutritious food. 75% of survey-responding clients will report an improved ability to take medication correctly since beginning our service. 75% of survey-responding clients will report reduced stress since beginning our service. 80% of survey-responding clients will report that their general health has stabilized or improved since receiving meals in our program. Funds requested from the San Marco Community Foundation would be specifically utilized to purchase food and meal containers for our MTMS. With an average food and meal container cost of \$2.89 per meal, a generous grant in the amount of \$5,000 would provide approximately 1,730 meals to those most vulnerable to malnutrition. Mama's Kitchen has celebrated various achievements throughout our tenure. The following achievements below are just some of the many accomplishments received over the years: In June 2017, Mama's Kitchen was nominated as a California State Legislature "Nonprofit of the Year" in celebration of California Nonprofits Day. In January 2019, Mama's Kitchen received the University of San Diego Kaleidoscope Award for Good Governance. Every year, USD awards the Kaleidoscope to nonprofits that exemplify fiduciary, strategic, and generative excellence. On December 16th, 2022, we celebrated the delivery of our 11 millionth meal. Our referral partners tell our story best. Meet "Renee," a

Mama's Kitchen referral partner and Clinical Social Worker. I always ask my patients how they like the meals and the service and everyone says the food is tasty, there is plenty of it, and they enjoy seeing the people who deliver the meals. There is a relief for them to not have to make and prepare meals when they are going through cancer treatment. It has been wonderful for me to see some of my patients actually gain a little weight because they are consistently eating daily meals. Thank you, Mama's Kitchen. We are proud to say that in our 33-year history, Mama's Kitchen has never turned away an eligible client, and backed by your support, we are determined that we never will.

Please upload any community letters or media in support of this project. n/a

Please upload the annual operating budget for your organization.

[FY24_Operating_Budget.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[2022_Final_Audit_FYE_June_30_2022.pdf](#)

Please attach the first two pages of your Federal 990.

[990_pg_1-2.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant. n/a

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **91002.95**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?	Food – Scratch-made meals include complete daily nutrition. Meal Containers – disposable, three compartment containers to transport meals, cellophane to seal meals, & paper/plastic bags for delivery.

MAMA'S KITCHEN**FY 2022-2023 OPERATING BUDGET**

Ordinary Income/Expense

Income

Capital Campaign Income	\$	5,600.00
Contract Income	\$	-
Government	\$	1,019,243.68
Non-Government	\$	1,058,400.00
Total Contract Income	\$	2,077,643.68
Events Income	\$	449,680.00
Grants Income	\$	1,193,388.00
Individual Income	\$	1,340,080.00
Planned Giving	\$	728,000.00
Total Income	\$	5,794,391.68

Expense

Advocacy	\$	5,376.00
Bank/Credit Card fees	\$	28,000.00
Client Expense	\$	17,718.40
Consulting & Professional Fees	\$	36,288.00
Consumables	\$	6,720.00
Containers/Bags	\$	199,360.00
Data Costs	\$	161,574.56
Direct Mail	\$	28,000.00
Donor Cultivation/Recognition	\$	11,760.00
Employee Expenses	\$	2,660,342.08
Event Expense	\$	117,880.00
Facilities	\$	184,140.32
Food Costs	\$	2,018,652.35
Insurance	\$	64,064.00
Investment Admin Fees	\$	67,200.00
Kitchen Equip Exp/Smallwares	\$	8,400.00
Marketing & Public Relations	\$	73,808.00
Memberships/Subscriptions	\$	5,196.80
Miscellaneous	\$	9,240.00
Office Supplies & Equip Lease	\$	20,832.00
Postage	\$	806.40
Staff Development	\$	26,208.00
Strategic Planning	\$	2,800.00
Van Expenses	\$	3,920.00
Volunteer Expenses	\$	24,248.00

Total Expense	\$	5,782,534.91

Net Ordinary Income	\$	11,856.77

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Food</i>	<i>\$38,142.90</i>	<i>Our scratch-made meals include complete daily recommended nutrition.</i>
Meal Containers	3754.45	disposable, three compartment containers to transport freshly prepared meals, cellophane to seal meals, and paper/plastic bags for meal delivery.
Client/Volunteer Expenses	758.37	
Payroll Expenses & Benefits	\$39,836.12	
Data & Consulting Costs	\$3,746.45	
Facilities & Supplies	\$3,715.01	
Insurance	\$912.54	
Misc	\$137.10	
Total budget for this PROJECT:	91002.95	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Path Cited	11221.36	C
Additional Funding Source 2	Takeda	6955	C
Additional Funding Source 3	San Macros Community Founda	5000	C
Additional Funding Source 4	San Diego Human Dignity Foun	5000	C
Additional Funding Source 5	TD Ameritrade	4000	C
Additional Funding Source 6	Community Food Grant - San D	4213.88	C
Additional Funding Source 7	Elevance Healthcare	5000	P
Additional Funding Source 8	S. Mark Taper Foundation	2000	P
Additional Funding Source 9			
Additional Funding Source 10			

Extended to May 15, 2023

Form **990****Return of Organization Exempt From Income Tax**

OMB No. 1545-0047

2021Department of the Treasury
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990 for instructions and the latest information.Open to Public
Inspection**A** For the 2021 calendar year, or tax year beginning **JUL 1, 2021** and ending **JUN 30, 2022****B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization**MAMA'S KITCHEN**

Doing business as

Number and street (or P.O. box if mail is not delivered to street address)

3960 HOME AVENUE

Room/suite

City or town, state or province, country, and ZIP or foreign postal code

SAN DIEGO, CA 92105**F** Name and address of principal officer: **ALBERTO CORTES**
same as C above**D** Employer identification number**33-0434246****E** Telephone number**619-233-6262****G** Gross receipts \$ **10,958,974.****H(a)** Is this a group returnfor subordinates? ☐ Yes ☒ No**H(b)** Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

H(c) Group exemption number**I** Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)() (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: **WWW.MAMASKITCHEN.ORG****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other**L** Year of formation: **1990** **M** State of legal domicile: **CA****Part I Summary**

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: WE PROVIDE NUTRITION SUPPORT TO THOSE AFFECTED BY CRITICAL ILLNESSES WHO ARE VULNERABLE TO HUNGER.		
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	24
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	24
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	39
	6	Total number of volunteers (estimate if necessary)	6	741
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
7b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.	
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year 5,898,301.	Current Year 9,085,723.
	9	Program service revenue (Part VIII, line 2g)	0.	0.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	146,111.	197,099.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-26,597.	-41,352.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	6,017,815.	9,241,470.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	1,516,162.	1,941,333.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
	16b	Total fundraising expenses (Part IX, column (D), line 25)	622,096.	
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	2,236,022.	2,783,557.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	3,752,184.	4,724,890.
19	Revenue less expenses. Subtract line 18 from line 12	2,265,631.	4,516,580.	
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year 8,471,277.	End of Year 11,962,538.
	21	Total liabilities (Part X, line 26)	232,968.	225,032.
	22	Net assets or fund balances. Subtract line 21 from line 20	8,238,309.	11,737,506.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here Signature of officer: *Alberto Cortes* Date: **2-6-23**
ALBERTO CORTES, CHIEF EXECUTIVE OFFICER
 Type or print name and title

Paid Preparer Use Only Print/Type preparer's name: **JASON C. GUTZMER** Preparer's signature: **JASON C. GUTZMER** Date: **02/06/23** Check ☐ if self-employed PTIN: **P01204162**
 Firm's name: **LING & BOUMAN CPA'S, LLP** Firm's EIN: **81-4590836**
 Firm's address: **4669 MURPHY CANYON ROAD, STE 130**
SAN DIEGO, CA 92123-1833 Phone no.: **(858) 467-4770**

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission:

MAMA'S KITCHEN BELIEVES THAT EVERYONE IS ENTITLED TO THE BASIC NECESSITY OF LIFE - NUTRITIOUS FOOD. OUR SERVICES IMPROVE THE HEALTH AND WELL-BEING OF INDIVIDUALS AND FAMILIES VULNERABLE TO MALNUTRITION DUE TO CRITICAL ILLNESS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 3,768,533. including grants of \$) (Revenue \$ 9,241,470.)
 DELIVERY OF FREE MEALS TO HOME-BOUND INDIVIDUALS WITH CRITICAL ILLNESSES. THE ORGANIZATION DELIVERED 662,804 MEALS, PROVIDED 216 EMERGENCY FOOD ASSISTANCE BAGS, AND PROVIDED MEDICAL NUTRITION THERAPY TO 618 CLIENTS. DUE TO THE COVID-19 PANDEMIC, MAMA'S PANTRY WAS CLOSED FOR THE ENTIRE FISCAL YEAR ENDING JUNE 30, 2022

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **3,768,533.**

MAMA'S KITCHEN

a Non-Profit Organization,

Financial Statements, Independent Auditor's Report
and Uniform Guidance Reports

For the Years Ended June 30, 2022 and 2021

4669 Murphy Canyon Road
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MAMA'S KITCHEN
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LING & BOUMAN, LLP
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INDEPENDENT AUDITOR'S REPORT

To the Mama's Kitchen Board of Directors:

Opinion

We have audited the accompanying financial statements Mama's Kitchen (a nonprofit organization) ("Mama's"), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mama's as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of

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

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Mama's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Mama'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.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is presented for purposes of additional analysis and is not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records

used to prepare the financial statements or to the 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 financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report for the year ended June 30, 2022 dated November 9, 2022, on our consideration of Mama's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Mama's internal control over financial reporting and compliance.

Ling & Bouman, LLP

November 9, 2022
San Diego, California

MAMA'S KITCHEN
A Not-for-Profit Organization
Statements of Financial Position
As of June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
<u>Assets</u>		
Current Assets:		
Cash and cash equivalents	\$ 1,052,489	\$ 601,424
Investments in marketable securities available for sale	7,826,832	5,408,204
Accounts receivable - net	1,030,845	355,843
Inventory	93,312	100,482
Prepaid expenses	46,737	27,133
Pledges receivable - current portion	1,591	4,091
Total current assets	<u>10,051,806</u>	<u>6,497,177</u>
Long-term investments	43,103	44,281
Deposits	154,737	129,491
Property and equipment - net	1,553,174	1,650,832
Other assets - net	<u>159,718</u>	<u>149,496</u>
Total Assets	<u><u>\$ 11,962,538</u></u>	<u><u>\$ 8,471,277</u></u>
<u>Liabilities and Net Assets:</u>		
Current Liabilities:		
Accounts payable and accrued expenses	<u>\$ 225,032</u>	<u>\$ 232,968</u>
Total liabilities	<u>225,032</u>	<u>232,968</u>
Net Assets:		
Without donor restrictions	11,166,741	8,122,528
With donor restrictions	<u>570,765</u>	<u>115,781</u>
Total net assets	<u>11,737,506</u>	<u>8,238,309</u>
Total Liabilities and Net Assets	<u><u>\$ 11,962,538</u></u>	<u><u>\$ 8,471,277</u></u>

See accompanying notes to financial statements.

MAMA'S KITCHEN
A Not-for-Profit Organization
Statement of Activities
For the Year Ended June 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE, GAINS AND OTHER SUPPORT:			
Contract Revenues:			
Government Revenues:			
County of San Diego - Ryan White	\$ 553,144	\$ -	\$ 553,144
County of San Diego - HOPWA	186,584	-	186,584
City of San Diego - CDBG	135,439	-	135,439
Cities (Other) - CDBG	21,256	-	21,256
Non-Government	1,762,258	-	1,762,258
Total Contract Revenues	2,658,681	-	2,658,681
Contributions	5,720,498	696,194	6,416,692
Donation in-kind	10,350		10,350
Donated services	552,384		552,384
Special events, net of direct expenses	(41,352)		(41,352)
Released from restriction by payment	240,032	(240,032)	-
Total Revenue and Other Support	9,140,593	456,162	9,596,755
EXPENSES:			
Program services	4,289,878	-	4,289,878
Management and general	335,029	-	335,029
Fundraising	652,367	-	652,367
Total Expenses	5,277,274	-	5,277,274
Change in Net Assets Before Non-operating Activities	3,863,319	456,162	4,319,481
NON-OPERATING ACTIVITIES:			
Investment income	146,330	-	146,330
Net realized and unrealized loss on investments	(965,436)	(1,178)	(966,614)
Total Non-Operating Activities	(819,106)	(1,178)	(820,284)
Change in Net Assets	3,044,213	454,984	3,499,197
Net Assets, Beginning of Year	8,122,528	115,781	8,238,309
Net Assets, End of Year	\$ 11,166,741	\$ 570,765	\$ 11,737,506

See accompanying notes to financial statements.

MAMA'S KITCHEN
A Not-for-Profit Organization
Statement of Activities
For the Year Ended June 30, 2021

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUE, GAINS AND OTHER SUPPORT:			
Contract Revenues:			
Government Revenues:			
County of San Diego - Ryan White	\$ 628,831	\$ -	\$ 628,831
County of San Diego - HOPWA	237,388	-	237,388
City of San Diego - CDBG	89,561	-	89,561
Other Government grants	68,000	-	68,000
Non-Government	326,239	-	326,239
Total Contract Revenues	<u>1,350,019</u>	<u>-</u>	<u>1,350,019</u>
Contributions	4,086,717	191,668	4,278,385
Capital projects	-	150	150
Donation in-kind	78,247	-	78,247
Donated services	581,092	-	581,092
Special events, net of direct expenses	(26,597)	-	(26,597)
Released from restriction by payment	263,087	(263,087)	-
Total Revenue and Other Support	<u>6,332,565</u>	<u>(71,269)</u>	<u>6,261,296</u>
EXPENSES:			
Program services	3,526,212	-	3,526,212
Management and general	239,161	-	239,161
Fundraising	567,903	-	567,903
Total Expenses	<u>4,333,276</u>	<u>-</u>	<u>4,333,276</u>
Change in Net Assets before Non-operating Activities	1,999,289	(71,269)	1,928,020
NON-OPERATING ACTIVITIES:			
Gain on forgiveness of PPP Loan	191,500	-	191,500
Investment income	67,474	-	67,474
Net realized and unrealized gain on investments	378,346	3,805	382,151
Total Non-Operating Activities	<u>637,320</u>	<u>3,805</u>	<u>641,125</u>
Change in Net Assets	2,636,609	(67,464)	2,569,145
Net Assets, Beginning of Year	<u>5,485,919</u>	<u>183,245</u>	<u>5,669,164</u>
Net Assets, End of Year	<u>\$ 8,122,528</u>	<u>\$ 115,781</u>	<u>\$ 8,238,309</u>

See accompanying notes to financial statements.

MAMA'S KITCHEN
a Not-for-Profit Organization
Statement of Functional Expenses
For the Year Ended June 30, 2022

		<u>SUPPORTING SERVICES</u>		
	<u>Program Services</u>	<u>Management & General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and wages	\$ 1,180,875	\$ 179,872	\$ 340,131	\$ 1,700,878
Payroll taxes	93,676	14,862	27,310	135,848
Employee benefits	68,926	6,895	28,786	104,607
Total Salary and Related Expense	1,343,477	201,629	396,227	1,941,333
Food and packaging costs (net)	1,922,595	-	-	1,922,595
Advertising, printing & publications	-	-	44,725	44,725
Bank/Credit card fees	-	-	33,752	33,752
Client expense	28,400	-	-	28,400
Depreciation and amortization	107,440	13,718	22,064	143,222
Direct mail	-	-	23,244	23,244
Donor cultivation	-	-	4,834	4,834
Donations - in-kind	10,350	-	-	10,350
Donated services & in-kind	520,767	149	30,775	551,691
Information technology	56,702	13,085	27,219	97,006
Insurance	36,881	5,900	7,690	50,471
Investment advisory fees	15,924	15,924	15,924	47,772
Legal and professional	24,831	29,119	3,769	57,719
Memberships, subscriptions, professional development	11,645	11,972	7,689	31,306
Occupancy	154,753	16,026	23,452	194,231
Office expense	16,836	4,952	5,799	27,587
Vehicle expense	5,459	-	-	5,459
Volunteer expense	16,114	2,124	558	18,796
Miscellaneous	17,704	20,431	4,646	42,781
Total Expenses	<u>\$ 4,289,878</u>	<u>\$ 335,029</u>	<u>\$ 652,367</u>	<u>\$ 5,277,274</u>

See accompanying notes to financial statements.

MAMA'S KITCHEN
a Not-for-Profit Organization
Statement of Functional Expenses
For the Year Ended June 30, 2021

		<u>SUPPORTING SERVICES</u>		
	<u>Program Services</u>	<u>Management & General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and wages	\$ 877,246	\$ 147,414	\$ 315,466	\$ 1,340,126
Payroll taxes	70,121	11,783	25,216	107,120
Employee benefits	45,112	7,581	16,223	68,916
Total Salary and Related Expense	992,479	166,778	356,905	1,516,162
Food and packaging costs (net)	1,479,725	-	-	1,479,725
Advertising, printing & publications	-	-	39,536	39,536
Bank/Credit card fees	-	-	29,992	29,992
Client expense	11,911	-	-	11,911
Depreciation and amortization	123,002	9,640	15,541	148,183
Direct mail	-	-	20,517	20,517
Donor cultivation	-	-	1,998	1,998
Donations - in-kind	78,247	-	-	78,247
Donated services	553,259	-	27,833	581,092
Information technology	24,313	4,349	19,044	47,706
Insurance	41,462	11,294	5,396	58,152
Investment advisory fees	9,542	9,544	9,544	28,630
Legal and professional	40,217	10,264	4,456	54,937
Memberships, subscriptions, professional development	9,179	6,713	9,235	25,127
Occupancy	114,412	12,796	20,103	147,311
Office expense	19,765	3,448	5,335	28,548
Vehicle expense	4,099	-	-	4,099
Volunteer expense	18,115	232	913	19,260
Miscellaneous	6,485	4,103	1,555	12,143
Total Expenses	<u>\$ 3,526,212</u>	<u>\$ 239,161</u>	<u>\$ 567,903</u>	<u>\$ 4,333,276</u>

See accompanying notes to financial statements.

MAMA'S KITCHEN
A Not-for-Profit Organization
Statements of Cash Flows
For the Years Ended June 30, 2022 and 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES:		
Increase in Net Assets	\$ 3,499,197	\$ 2,569,145
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation and amortization	143,222	148,183
Investments in marketable securities available for sale	(1,066,974)	(378,346)
Loss on sale of donated assets	3,925	-
Gain on forgiveness of PPP Loan	-	(191,500)
(Increase) Decrease in:		
Accounts receivable - net	(675,003)	(84,683)
Prepaid expenses and other	(45,850)	13,901
Pledges receivable - net	2,500	150
Inventory	7,170	(61,222)
Deposits	1,000	(123,491)
Long-term investments	1,178	(3,805)
Increase in:		
Accounts payable and accrued expenses	(7,935)	10,435
Net cash provided by operating activities	<u>1,862,430</u>	<u>1,898,767</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of investments in marketable securities available for sale	(3,014,084)	(4,577,274)
Proceeds from sale of investments in marketable securities available for sale	1,662,429	1,273,353
Proceeds from sale of donated artwork	3,000	-
Purchase of property and equipment	(32,110)	(62,446)
Purchase of other assets	(30,600)	-
Net cash (used in) investing activities	<u>(1,411,365)</u>	<u>(3,366,367)</u>
 Net Increase (Decrease) in Cash and Cash Equivalents	 451,065	 (1,467,600)
 Cash and cash equivalents, beginning of the year	 <u>601,424</u>	 <u>2,069,024</u>
 Cash and cash equivalents, end of the year	 <u>\$ 1,052,489</u>	 <u>\$ 601,424</u>
 Supplemental Disclosure of cash flow information:		
Cash payments for interest	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes to financial statements.

MAMA'S KITCHEN
A Not-For-Profit Organization
Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note 1 – Organization and Summary of Significant Accounting Policies

Nature of Activities

Mama's Kitchen (the "Organization") is a nonprofit organization incorporated on September 28, 1990 in California. The Organization is governed by a non-compensated board of directors and provides services across San Diego County.

The mission statement: Mama's Kitchen believes that everyone is entitled to the basic necessity of life – nutritious food. Our services improve the health and well-being of individuals and families vulnerable to malnutrition due to critical illness.

Consistent with the mission, the following services are provided:

1. Home delivered meals that are medically tailored to address the health challenges of people living with HIV, cancer, heart disease, Type II diabetes, and kidney disease. This service is funded by a combination of government grants, private and corporate foundations, individual contributions, and other smaller revenue sources. Medically tailored meals are meals approved by a Registered Dietician Nutritionist ("RDN") and reflect an appropriate diet based on diagnosis, symptoms, allergies, medication management, and side effects to ensure the best possible health outcomes.
2. Pantry services, provided at Mama's Pantry, are available to people with HIV living on a low income. This service provides the opportunity to shop once a month for staples that include dairy products, protein sources (chicken, beef, eggs, legumes, cheese, etc.), breakfast cereals, rice, fresh and canned vegetables, and other food products. Mama's Pantry also offers emergency food assistance for clients who are in financial crisis and referred to the Organization. This service was not provided during this fiscal year. It has been paused since March 2020.
3. Medical Nutrition Therapy ("MNT") is provided by our RDN's and includes nutrition assessment and screening, dietary/nutritional evaluation, food per medical provider's recommendations, and nutrition education. This service is provided on a one-on-one basis.

During the 12 months ended June 30, 2022 the Organization delivered 662,804 meals, provided 216 emergency food assistance bags, and provided MNT to 618 clients. Due to the COVID-19 pandemic, Mama's Pantry was closed for the entire fiscal year ending June 30, 2022.

During the 12 months ended June 30, 2021 the Organization delivered 599,938 meals, provided 715 emergency food assistance bags, and provided MNT to 1,012 clients. Due to

MAMA'S KITCHEN
A Not-For-Profit Organization
Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

the COVID-19 pandemic, Mama's Pantry was closed for the entire fiscal year ending June 30, 2021.

The Organization is currently part of a California state-wide pilot project funded by the state of California. This pilot project is providing a medically tailored meal intervention to San Diegans with congestive heart failure. Additionally, in 2022, the Organization completed a pilot project to provide medically tailored meals to San Diegans with Type II Diabetes.

The Organization was a part of the emergency response effort since the start (March 2020) of the COVID-19 pandemic. Additionally, operational procedures were modified by implementing public health safety precautions (masking, social distancing, cleaning of surfaces, temperature taking, sign-in/sign-out logs, limiting number of people in the building during hours of operation).

Financial Statement Presentation and Basis of Accounting

The financial statements are prepared in accordance with the American Institute of Certified Public Accountants Audit and Accounting Guide for Not for Profit Organizations. Financial statement preparation follows the recommendations of the Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 958 *Financial Statements of Not-for-Profit Organizations*. Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

The accompanying financial statements have been prepared on the accrual basis in conformity with generally accepted accounting principles. Accordingly, the financial statements reflect all significant receivables, payables, and other liabilities.

Cash and Cash Equivalents and Concentration of Credit Risk

For purposes of the Statements of Cash Flows, Mama's Kitchen considers all highly liquid investments with an initial maturity date of three months or less to be cash equivalents. Amounts in the bank accounts which exceed the United States Federal Deposit Insurance Corporation insured limit of \$250,000 total approximately \$802,000 at June 30, 2022.

Investments in Marketable Securities Available for Sale and Concentration of Credit Risk and Uncertainties

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

MAMA'S KITCHEN
A Not-For-Profit Organization
Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

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 balances and the amounts reported in the statement of financial position.

The Organization also invests in the securities of foreign companies or companies with significant operations in foreign countries, which involve additional special risks and considerations not typically associated with investing in U.S. companies. These risks include but are not limited to devaluation of currencies, less reliable information about issuers, different securities transaction regulations, clearance and settlement practices, and possibly adverse political and economic developments. Moreover, the securities of many foreign companies may be less liquid and their prices more volatile than those securities of comparable U.S. companies.

Inventory

The inventory consists of meal containers, dry and frozen foods, and other food products. Inventory is valued using the First-In First-Out (FIFO) method. As of June 30, 2022 and 2021, inventory was valued at \$93,312 and \$100,482, respectively.

Property and Equipment - net

Property and equipment acquisitions in excess of \$1,000 per the Organization's capitalization policy are capitalized and recorded at cost when purchased. The fair market value of donated fixed assets is similarly capitalized. Depreciation is provided over the estimated useful life of each class of assets (3 to 30 years) and is computed using the straight-line method. The Organization's expenditures for ordinary repairs and maintenance and planned major maintenance are charged to operations as incurred. Depreciation expense for the year ended June 30, 2022 and 2021 was \$129,768 and \$143,746, respectively.

Impairment of Long-Lived Assets

The Organization accounts for impairment of long-lived assets in accordance with FASB ASC No. 360, "Property, Plant, and Equipment." ASC No. 360 requires that long-lived assets be reviewed for impairment whenever events or changes in circumstances indicate that the book value of the asset may not be recoverable. The Organization evaluates at each balance sheet date whether events and circumstances have occurred that indicate possible operational impairment. In accordance with ASC No. 360, the Organization uses an estimate of the future undiscounted net cash flows of the related asset or asset grouping over the remaining life in measuring whether its operating assets are recoverable. An impairment is recognized when future undiscounted cash flows of assets are estimated to

MAMA'S KITCHEN
A Not-For-Profit Organization
Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

be insufficient to recover their related carrying value. The Organization considers continued operating losses, or significant and long-term changes in business conditions, to be its primary indicators of potential impairment. In measuring impairment, the Organization looks to quoted market prices, if available, or the best information available in the circumstances. At June 30, 2022 and 2021, the Organization has determined that there is no impairment of assets.

Intangible Assets – net

Intangible assets cost of \$80,992 are included in Other assets – net and are amortized over the estimated useful life of five years. Accumulated amortization totaled \$56,342 and \$42,888 as of June 30, 2022 and 2021. Amortization expense for year ended June 30, 2022 and 2021 totaled \$13,454 and \$4,437, respectively.

Compensated Absences

Employees of Mama's Kitchen are entitled to compensated absences depending on the length of service and other factors. Such absences consist of accrued vacation and sick time; the unused accrued vacation is payable upon termination or retirement. As of June 30, 2022 and 2021, accrued vacation payable was \$97,903 and \$99,033, respectively and are included in Accounts payable and accrued expenses on the Statement of Financial Position.

Contributions, Promises to Give and Capital Projects

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Contributions are recognized when the donor makes a promise to give, in substance and unconditionally. It is the Organization's policy to treat donor-restricted contributions whose restrictions are met in the same reporting period as net assets without donor restrictions. Donations that are not expended in the current year are classified as net assets with donor restrictions.

Capital project contributions include amounts contributed to meet the debt service on the Organization's headquarters as well as specific equipment purchases.

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

MAMA'S KITCHEN
A Not-For-Profit Organization
Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Concentration of Revenue

In 2022 and 2021, Mama's Kitchen received approximately 10% and 15% of its total revenue from local government agencies for the Home Delivered Meal Program. While there is no imminent plan on the part of the government to discontinue these funds, the contracts are renewed on an annual basis depending on availability of funds.

In 2022 and 2021, Mama's Kitchen also received approximately 90% and 85% of its total revenue from fund-raising activities, investment income, contributions from private foundations, local community support and other contract revenues.

Donated Services

The criteria for recognizing donated services in accordance with FASB ASC 958, *Accounting for Contributions Received and Contributions Made*, are if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization.

Fiscal year ended June 30, 2022:

The Organization received approximately 28,515 donated hours and 208,670 miles driven from 741 volunteers for various services including food preparation, packaging and staging prepared meals and home delivery to more than 2,232 individuals at high risk of hunger and malnutrition. The value of donated hours is \$1,013,993(1) and the value of donated miles is \$122,072(2).

Fiscal year ended June 30, 2021:

The Organization received approximately 26,850 donated hours and 210,560 miles driven from 623 volunteers for various services including food preparation, packaging and staging prepared meals and home delivery to more than 1,880 individuals at high risk of hunger and malnutrition. The value of donated hours is \$902,429(1) and the value of donated miles is \$121,072(2).

However, not all of these services met the criteria established by FASB ASC 958 and therefore are not recorded in the financial statements. The donated services that can be recorded in the financial statements, specifically for meal delivery, are discussed in Note 13.

(1) Calculated using the 2022 and 2021 Volunteer Hour Value for California as published by The Independent Sector

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- (2) Calculated using the IRS Standard Mileage Rate of \$0.585 for fiscal 2022 and \$0.575 for fiscal 2021

Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefitted.

Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Recent Accounting Pronouncements

The FASB codifies the various sources of Generally Accepted Accounting Principles ("GAAP") into the ASC. Any updates to the ASC are communicated through Accounting Standards Updates ("ASU"). In 2020, 2021 and 2022 and up to the date of the independent auditors' report, the FASB has issued various ASUs for which the majority are not pertinent to the operations of the Organization. Those ASUs that are pertinent have been adopted (see Accounting Pronouncements Adopted) or will be adopted in future years in accordance with the update provisions and are not expected to have any impact on the financial condition, results of operations or cash flows of the Organization.

Reclassifications

Certain reclassifications have been made to the fiscal year ended June 30, 2021 financial statements to conform to the fiscal year ended June 30, 2022 presentation.

Date of Managements Review

Subsequent events were evaluated through November 9, 2022, which is the financial statement issuance date.

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Note 2 – Statement of Financial Position Details at June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Prepaid expenses and other:		
Prepaid insurance	\$ 23,442	\$ 10,579
Prepaid building improvements	1,548	-
Software maintenance	8,675	13,004
Cleaning & other services	<u>13,072</u>	<u>3,550</u>
Total prepaid expenses	<u>\$ 46,737</u>	<u>\$ 27,133</u>
Deposits:		
Vendor security deposits	\$ 5,000	\$ 6,000
Building improvement project	31,246	5,000
Software purchase	<u>118,491</u>	<u>118,491</u>
Total deposits	<u>\$ 154,737</u>	<u>\$ 129,491</u>
Property and Equipment – at Cost:		
Land	\$ 176,700	\$ 176,700
Building and improvements	2,280,010	2,278,744
Furniture and fixtures	618,231	587,387
Vehicles	<u>39,735</u>	<u>39,735</u>
	3,114,676	3,082,566
Accumulated Depreciation	<u>(1,561,502)</u>	<u>(1,431,734)</u>
Net Property and Equipment	<u>\$1,553,174</u>	<u>\$1,650,832</u>
Other assets – net		
Donated artwork held for sale	\$ 135,068	\$ 141,992
Intangible assets - net	<u>24,650</u>	<u>7,504</u>
Total other assets – net	<u>\$ 159,718</u>	<u>\$ 149,496</u>
Accounts payable and accrued expenses		
Accounts payable	\$ 21,919	\$ 37,712
Accrued payroll	79,662	58,370
Accrued vacation	97,903	99,033
Accrued other	<u>25,548</u>	<u>37,853</u>
Total accounts payable and accrued expenses	<u>\$ 225,032</u>	<u>\$ 232,968</u>

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Note 3 – Contracts Awarded and Contingency

During fiscal 2022 and 2021, Mama’s Kitchen was under contract with the San Diego County Department of Health and Human Services (“County of San Diego”), the City of San Diego Economic Development Department (“City of San Diego”) and the City of Vista Housing Division (“City of Vista”), all of which are referred to as the Agencies (the “Agencies”), to provide home delivered meals and other nutrition services. Under the Agencies contracts, services provided are limited to the County of San Diego.

The Agencies contracts for the year ending June 30, 2022 are subject to the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (“Uniform Guidance”).

The Agencies contracts are subject to periodic review by the Agencies to substantiate that invoices submitted are properly supported. These reviews will periodically result in minor discrepancies for which Mama’s Kitchen will have to repay the Agencies should any discrepancies exist. During the fiscal year ended June 30, 2022 and 2021, no findings by the Agencies were considered to be material adjustments.

The Agencies contract awards are subject to renewal annually, and there can be no assurance that similar contracts, if any, will be awarded in the future.

Mama’s Kitchen has been awarded similar Agency contracts totaling approximately \$841,000 for the fiscal year ended June 30, 2023.

Note 4 - Income Taxes

Income Taxes Status

Mama's Kitchen is a private not-for-profit corporation organized under the laws of the State of California. As a Section 501(c)(3) organization, it is exempt from income taxes on the basis that it qualifies for exemption under Section 501(a) of the Internal Revenue Code, and Section 23701(d) of the State Revenue and Taxation Code on revenues, gains and other support used for charitable purposes.

Uncertain Tax Positions

The accounting standards on accounting for uncertainty in income taxes address the determination of whether tax benefits claimed or expected to be claimed on a tax return

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should be recorded in the financial statements. Under that guidance, Mama's Kitchen may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various position related to the potential sources of unrelated business taxable income. The tax benefits recognized in the financial statements from a tax position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for the years ended June 30, 2022 and 2021.

Management has considered its tax position and believes that all of the positions taken in its exempt organization tax returns will be sustained upon examination.

Mama's Kitchen files its Form 990 in the U.S. federal jurisdiction and a copy of it with the Office of the State's Attorney General for the State of California. Mama's Kitchen is no longer subject to examination by the Internal Revenue Service and the State of California for years before 2017 and 2016, respectively.

Note 5 – Investments in Marketable Securities Available for Sale

Investments in marketable debt and equity securities available-for-sale are being reported at fair value based upon quoted market prices on national stock exchanges. Unrealized net holding (losses) gains totaled \$(1,016,205) and \$299,709 for the years ended June 30, 2022 and 2021, respectively. Investments in marketable securities available for sale are held for investment gains and for future needs of the Organization. (See Note 11 for unrealized net holding gains on permanently restricted endowment funds.)

Gross realized gains on available-for-sale securities included in revenue totaled \$50,769 and \$78,637 for the years ended June 30, 2022 and 2021, respectively. Gains or (losses) are recognized via the specific identification method.

Fair values of investments in equity securities are included on the Statements of Financial Position as follows:

	<u>2022</u>	<u>2021</u>
Investments in marketable securities available for sale	\$7,826,832	\$5,408,204
Long-term investments	<u>43,103</u>	<u>44,281</u>
Total	\$7,869,935	\$5,452,485

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At June 30, 2022, the cost basis and estimated fair values of investments in equity securities are set forth in the following table. The cost basis approximates the amortized costs for securities purchased at a price equal to the stated face amount, plus a premium or less a discount.

	<u>Cost Basis</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized (Losses)</u>	<u>Estimated Fair Value</u>
Cash and cash equivalents	\$1,091,995	\$ -	\$ -	\$1,091,995
Domestic common stocks	2,633,100	408,503	(394,736)	2,646,867
Managed equity mutual funds	1,628,867	-	(234,504)	1,394,363
Preferred stocks	532,763	919	(74,568)	459,114
Asset backed securities	35,017	-	(3,196)	31,821
Managed equity bond funds				
US Government backed	1,680,326	178	(91,566)	1,588,938
Corporate	705,272	-	(66,538)	638,734
San Diego Foundation Balanced Pool	<u>18,103</u>	<u>-</u>	<u>-</u>	<u>18,103</u>
Total	<u>\$8,325,443</u>	<u>\$409,600</u>	<u>\$(865,108)</u>	<u>\$7,869,935</u>

At June 30, 2021, the cost basis and estimated fair values of investments in equity securities are set forth in the following table. The cost basis approximates the amortized costs for securities purchased at a price equal to the stated face amount, plus a premium or less a discount.

	<u>Cost Basis</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized (Losses)</u>	<u>Estimated Fair Value</u>
Cash and cash equivalents	\$1,474,169	\$ -	\$ -	\$1,474,169
Domestic common stocks	880,075	532,436	(10,552)	1,401,959

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Managed equity mutual funds	589,636	40,591	(2,981)	627,246
Preferred stocks	172,426	10,087	(475)	182,038
Asset backed securities	8,483	543	-	9,026
Managed equity bond funds				
US Government backed	1,207,027	5,614	(11,624)	1,201,017
Corporate	540,691	3,666	(6,608)	537,749
San Diego Foundation				
Balanced Pool	<u>19,281</u>	<u>-</u>	<u>-</u>	<u>19,281</u>
Total	<u>\$4,891,788</u>	<u>\$592,937</u>	<u>\$ (32,240)</u>	<u>\$5,452,485</u>

Note 6 – Fair Value of Investments

The FASB issued ASC No. 820 (ASC 820), Fair Value Measurements that establishes a framework for measuring fair value in accordance with accounting principles generally accepted in the United States of America, and expands disclosures about fair value measurements.

ASC 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Level 1: Quoted prices (unadjusted) of identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect the Organization's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

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Assets measured at fair value on a recurring basis are summarized below:

Fair Value Measurement at June 30, 2022, Using

	<u>Total</u>	<u>Quoted Price in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
UBS Financial Services, Inc. ("UBS") Investments				
Cash Portfolio	<u>\$1,091,995</u>	<u>\$1,091,995</u>	<u>\$ -</u>	<u>\$ -</u>
UBS Investment Accounts				
Equities	2,646,867	2,646,867	-	-
Mutual Funds	1,394,363	1,394,363	-	-
Fixed Income Investments	2,718,607	2,718,607	-	-
San Diego Foundation				
Endowment, Balanced Pool	<u>18,103</u>	<u>-</u>	<u>18,103</u>	<u>-</u>
Total Investments	<u>6,777,940</u>	<u>6,759,837</u>	<u>18,103</u>	<u>-</u>
Total Cash and Investments	<u>\$7,869,935</u>	<u>\$7,851,832</u>	<u>\$ 18,103</u>	<u>\$ -</u>

Fair Value Measurement at June 30, 2021, Using

	<u>Total</u>	<u>Quoted Price in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
UBS Financial Services, Inc. ("UBS") Investments				
Cash Portfolio	<u>\$1,474,169</u>	<u>\$1,474,169</u>	<u>\$ -</u>	<u>\$ -</u>

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UBS Investment Accounts				
Equities	1,401,959	1,401,959	-	-
Mutual Funds	627,246	627,246	-	-
Fixed Income Investments	1,929,830	1,929,830	-	-
San Diego Foundation				
Endowment, Balanced Pool	19,281	-	19,281	-
Total Investments	3,978,316	3,959,035	19,281	-
Total Cash and Investments	<u>\$5,452,485</u>	<u>\$5,433,204</u>	<u>\$ 19,281</u>	<u>\$ -</u>

The fair value of a financial instrument 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 is best determined based upon quoted market prices.

Note 7 – Accounts Receivable - net

Accounts receivable - net as of June 30, 2022 and 2021 were \$1,030,845 and \$355,843, of which \$106,357 and \$166,987 were due from the County of San Diego – Health & Human Services Agency and \$924,488 and \$188,856 from various other entities. Management determined that no allowance for doubtful accounts was necessary.

Note 8 – Pledges Receivable - net

Mama's Kitchen conducted a capital campaign for the purchase of a building. The remaining pledges receivable as of June 30, 2022 and 2021 are as follows:

	<u>2022</u>	<u>2021</u>
Pledges receivable – net (the allowance for doubtful pledges totaled \$890 in 2022 and 2021, respectively)	\$ 1,591	\$ 4,091
Less current portion	<u>1,591</u>	<u>4,091</u>
	<u>\$ -</u>	<u>\$ -</u>

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Note 9 – Revolving Line of Credit

The Organization has a \$1,000,000 revolving Line of Credit with UBS. Bank advances on the credit line are payable on demand and carry a 30-day London Inter-Bank Rate + 1.75% interest rate (2.949% APR at June 30, 2022). There were no amounts outstanding on the Line of Credit at June 30, 2022 or 2021, respectively.

Note 10 – Net Assets With Donor Restrictions

The Organization received contributions with donor restrictions totaling \$696,194 and \$191,818 in 2022 and 2021, respectively. Per donor imposed restrictions, the funds usage is restricted to a specific purpose and/or program. The Organization utilized \$241,210 and \$259,282 of funds with donor restrictions as of June 30, 2022 and 2021, respectively.

Net assets with donor restrictions are composed of the following:

	<u>2022</u>	<u>2021</u>
Subject to expenditure for specified purpose	\$ 527,662	\$ 71,500
Mama's Kitchen Endowment	25,000	25,000
The San Diego Foundation Endowment	<u>18,103</u>	<u>19,281</u>
Total Net Assets with Donor Restrictions	<u>\$ 570,765</u>	<u>\$ 115,781</u>

Endowment Funds

Mama's Kitchen has two separate endowment funds; one is maintained by The San Diego Foundation and the other is pooled with other investments. Both endowments were created to support the Organization's operations as a whole and not for any specific purpose. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of Mama's Kitchen has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization would consider the funds to be underwater if the fair value of the funds are less than the sum of (1) the original value of initial and subsequent gifts donated to the funds and (2) any accumulations to the funds that are required to be maintained in perpetuity in accordance with applicable donor gift instructions. The Organization has

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interpreted UPMIFA to permit spending from underwater funds in accordance with prudent measures required under the law. The funds are not currently underwater.

In accordance with UPMIFA, Mama's Kitchen considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the fund, (2) the purpose of the donor-restricted endowment fund, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Organization, and (7) the investment policies of the Organization.

Mama's Kitchen has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding for operations supported by its endowments while seeking to maintain the principal of the endowment assets. Within prudent investment principles, in selecting FDIC insured institutions for cash, CDs, and similar liquid investments, the Board may take into consideration factors other than the rate of return. Such factors may include, but are not limited to, the institution's community involvement, support of Mama's Kitchen, and similar factors the Board deems prudent under the circumstances, so long as the general rate of return received is similar to that of other institutions.

At such time as investments are made in the US equities market, and consistent with prudent investment standards and safety, Mama's Kitchen shall seek to achieve above the market average rate of return as defined by the S&P 500 index while assuming a moderate level of investment risk. Actual returns in any given year may vary due to economic and other market conditions.

The composition of endowment net assets and the changes in endowment net assets as of June 30, 2022 and 2021 are as follows:

	<u>Net Assets with Donor Restrictions</u>
Endowment net assets, July 1, 2020	\$ 40,476
Investment return (net)	<u>3,805</u>
Endowment net assets, June 30, 2021	44,281
Investment return (net)	<u>(1,178)</u>
Endowment net assets, June 30, 2022	\$ <u>43,103</u>

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Note 11 – Fund-raising and Special Events, Net

Special events consist of various fund-raising events for the year ended June 30, 2022 and 2021, respectively, as follows:

Fiscal year ended June 30, 2022:

	<u>Mama's Day</u>	<u>Mama's Pies</u>	<u>Other Events</u>	<u>Total</u>
Special events revenue	\$ 12,425	\$ 28,510	\$ 7,700	\$ 48,635
Less: Direct expenses	<u>(42,200)</u>	<u>(28,095)</u>	<u>(19,692)</u>	<u>(89,987)</u>
Special events, net of direct expenses	<u>(29,775)</u>	<u>415</u>	<u>(11,992)</u>	<u>(41,352)</u>
Special events contributions	121,285	136,352	40,423	298,060
In-kind donations	2,093	6,000	-	8,093
Less: Indirect expenses	<u>(24,949)</u>	<u>(25,155)</u>	<u>(19,615)</u>	<u>(69,719)</u>
Net	<u>98,429</u>	<u>117,197</u>	<u>20,808</u>	<u>236,434</u>
Total Fund-raising and Special events	<u>\$ 68,654</u>	<u>\$ 117,612</u>	<u>\$ 8,816</u>	<u>\$ 195,082</u>

Fiscal year ended June 30, 2021:

	<u>Mama's Day</u>	<u>Mama's Pies</u>	<u>Other Events</u>	<u>Total</u>
Special events revenue	\$ 3,640	\$ 25,367	\$ -	\$ 29,007
Less: Direct expenses	<u>(15,844)</u>	<u>(37,737)</u>	<u>(2,023)</u>	<u>(55,604)</u>
Special events, net of direct expenses	<u>(12,204)</u>	<u>(12,370)</u>	<u>(2,023)</u>	<u>(26,597)</u>
Special events contributions	122,053	109,356	19,213	250,622
In-kind donations	2,093	6,000	-	8,093
Less: Indirect expenses	<u>(10,320)</u>	<u>(19,341)</u>	<u>(3,924)</u>	<u>(33,585)</u>
Net	<u>113,826</u>	<u>96,015</u>	<u>15,289</u>	<u>225,130</u>
Total Fund-raising and Special events	<u>\$ 101,622</u>	<u>\$ 83,645</u>	<u>\$ 13,266</u>	<u>\$ 198,533</u>

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Contributions and In-kind donations in excess of the special events revenue, which consists of the exchange value of goods and services provided to participants, are included in the Statements of Activities in their respective categories.

Note 12 – Donations In-Kind & Donated Services

Mama's Kitchen received in-kind donations valued at \$10,350 and \$78,247 (excluding in-kind and donated services to special events net of expenses) for the fiscal years ended June 30, 2022 and 2021, respectively. In-kind donations of goods and services consisted of the following:

	<u>2022</u>	<u>2021</u>
Mama's Day	\$ 5,050	\$ 2,093
Mama's Pies	3,891	6,000
Other Special Events	-	250
Mama's Pantry/Food Drives	754	1,142
Donated Building Expenses	-	67,955
Other programs and office supplies	<u>655</u>	<u>807</u>
Total Donations In-Kind	<u>\$ 10,350</u>	<u>\$ 78,247</u>

Mama's Kitchen also received donated delivery services for the years ended June 30, 2022 and 2021 valued at \$552,384 and \$581,092 that met the criteria under FASB ASC 958 as described in Note 1. Donated services consist of the following:

	<u>2022</u>	<u>2021</u>
Volunteer Hours – Delivery Services	\$ 430,312	\$ 460,020
Mileage Driven	<u>122,072</u>	<u>121,072</u>
Total Donated Services	<u>\$ 552,384</u>	<u>\$ 581,092</u>

Note 13 – Employee Benefit Plan

Mama's Kitchen sponsors a 401(K) profit sharing plan (a defined contribution plan) (the "Plan"). Employees who are 21 years old and work 1,000 hours are eligible to participate in the Plan after one year of employment. Participation commences on January 1 or July 1 commensurate with or next following meeting these requirements. Employer

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contributions to the Plan are a match based on each participant's salary deferrals. Participants are 100% vested in the employer contributions after completing five years of employment in which they have performed at least 1,000 hours of service. Mama's Kitchen's contribution to the Plan was \$15,909 and \$17,956 for the fiscal years ending June 30, 2022 and 2021, respectively.

Note 14 – Liquidity and Availability of Financial Assets

The following reflects Mama's financial assets as of the balance sheet date, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date. Amounts not available include amounts set aside for long-term investing in the quasi-endowment that could be drawn upon if the governing board approves that action. However, amounts already appropriated from either the donor-restricted endowment or board designated endowment for general expenditure within one year of the balance sheet date have not been subtracted as unavailable.

Financial assets, at year-end	\$10,078,352
Less those unavailable for general expenditures within one year, due to:	
Contractual or donor imposed restrictions:	
Restricted by donor with time or purpose restrictions	<u>(53,103)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$10,025,249</u>

As part of Mama's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, Mama's invests cash in excess of daily requirements in short-term investments. To help manage unanticipated liquidity needs, Mama's has a committed line of credit in the amount of \$1 million, which it could draw upon.

Note 15 – Risks and Uncertainties

In early March 2020, the COVID-19 virus was declared a global pandemic. Business continuity, including supply chains and consumer demand across a broad range of industries and countries, could continue to be impacted for months or more, as governments and their citizens take significant and unprecedented measures to mitigate the

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consequences of the ongoing pandemic. Management is carefully monitoring the situation and evaluating its options during this time. Currently, the Organization has seen an increase in funding from local government sources to provide additional services to vulnerable and affected individuals due to the pandemic. No guarantees can be given that this type of funding will continue and that the pandemic will not have a negative impact on the Organization. No adjustments have been made to these financial statements as a result of this uncertainty.

Supplemental Information

MAMA'S KITCHEN

**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
YEAR ENDED JUNE 30, 2022**

<i>Federal Grantor/ Pass-Through Grantor/Program Title</i>	<i>Federal CFDA Number</i>	<i>Pass-Through Entity Identifying Number</i>	<i>Federal Expenditures</i>
<i>U.S. Department of Health and Human Services (DHHS)</i>			
Pass-Through County of San Diego Health and Human Services Agency HIV Emergency Relief Project Grant	93.914	H89HA00001	\$ <u>553,144</u>
<i>Department of Housing and Urban Development (HUD)</i>			
Pass-Through County of San Diego Health and Human Services Agency Housing Opportunities for Persons With AIDS	14.241	CAH21F015	186,584
Pass-Through City of San Diego Economic Development Department Community Dependent Block Grant	14.218	B21MC060542	125,439
Pass-Through City of Vista Housing Division Community Dependent Block Grant	14.218	B21MC060575	5,256
Pass-Through City of El Cajon Housing Division Community Dependent Block Grant	14.218	B20MW060541	10,000
Pass-Through City of Chula Vista Housing Division Community Dependent Block Grant	14.218	N/A	10,000
Pass-Through City of Escondido Housing and Neighborhood Services Community Dependent Block Grant	14.218	B22MC060552	<u>6,000</u>
Total HUD			<u>343,279</u>
Total expenditures of federal awards			\$ <u>896,423</u>

See independent auditor's report and note to schedules of expenditures of federal awards.
MAMA'S KITCHEN

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
YEAR ENDED JUNE 30, 2021

<i>Federal Grantor/ Pass-Through Grantor/Program Title</i>	<i>Federal CFDA Number</i>	<i>Pass-Through Entity Identifying Number</i>	<i>Federal Expenditures</i>
<i>U.S. Department of Health and Human Services (DHHS)</i>			
Pass-Through County of San Diego Health and Human Services Agency			
HIV Emergency Relief Project Grant	93.914	H89HA00001	\$ <u>628,831</u>
<i>Department of Housing and Urban Development (HUD)</i>			
Pass-Through County of San Diego Health and Human Services Agency			
Housing Opportunities for Persons With AIDS	14.241	CAH20F008	237,388
Pass-Through City of San Diego Economic Development Department			
Community Dependent Block Grant	14.218	B20MC060542	89,561
Pass-Through City of Vista Housing Division			
Community Dependent Block Grant	14.218	B20MC060575	<u>15,000</u>
Total HUD			<u>341,949</u>
Total expenditures of federal awards			\$ <u>970,780</u>

See independent auditor's report and note to schedules of expenditures of federal awards.
MAMA'S KITCHEN

NOTE TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
YEAR ENDED JUNE 30, 2022

Note 1 – Basis of Presentation

The accompanying Schedules of Expenditures of Federal Awards (the 'Schedules') include the federal grant activity of Mama's Kitchen ("Mama's") under the programs of the federal government for the years ended June 30, 2022 and 2021. The information in these schedules are presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Because the Schedules present only a selected portion of the operations of Mama's, they are not intended to and do not present the financial position, changes in net assets, or cash flows of Mama's.

Note 2 – Summary of Significant Accounting Policies

Expenditures reported on the Schedules are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance), wherein certain types of expenditures are not allowable or are limited as to reimbursements. Mama's has elected not to use the 10-percent de minimis indirect cost rate allowed under the Uniform Guidance.

LING & BOUMAN, LLP
Certified Public Accountants
4669 Murphy Canyon Road, Suite 130
San Diego, California 92123
Tel. (858) 467-4770 Fax (858) 467-4779

**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

Board of Directors
Mama's Kitchen

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Mama's Kitchen (a nonprofit organization) ("Mama's"), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 9, 2022.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Mama's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Mama's internal control. Accordingly, we do not express an opinion on the effectiveness of Mama's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. We did identify certain deficiencies in internal control, described in the accompanying schedule of findings and questioned costs as item 2022-01 that we consider to be significant deficiencies.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Mama's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Organization's Response to Findings

The Organization's response to the findings identified in our audit is described in the accompanying schedule of findings and questioned costs. The Organization's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Ling & Bouman, LLP

November 9, 2022
San Diego, California

LING & BOUMAN, LLP
Certified Public Accountants
4669 Murphy Canyon Road, Suite 130
San Diego, California 92123
Tel. (858) 467-4770 Fax (858) 467-4779

**INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE
FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL
OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE**

Board of Directors
Mama's Kitchen

Report on Compliance for Each Major Federal Program

We have audited Mama's Kitchen (a nonprofit organization) ("Mama's") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Mama's major federal programs for the year ended June 30, 2022. Mama's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Mama's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Mama's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Mama's compliance.

Opinion on Each Major Federal Program

In our opinion, Mama's complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2022.

Report on Internal Control Over Compliance

Management of Mama's is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Mama's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Mama's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Ling & Bouman, LLP

November 9, 2022
San Diego, California

MAMA'S KITCHEN

**SCHEDULE OF FINDINGS AND QUESTIONED COSTS
YEAR ENDED JUNE 30, 2022**

Section I – Summary of Auditor's Results

Financial Statements

Type of auditor's report issued: Unmodified

Internal control over financial reporting:

Material weaknesses identified?	<u> </u> yes	<u> X </u> none reported
Significant deficiencies identified?	<u> X </u> yes	<u> </u> none reported

Noncompliance material to financial statements noted? yes X none reported

Federal Awards

Internal control over major programs:

Material weaknesses identified?	<u> </u> yes	<u> X </u> none reported
Significant deficiencies identified?	<u> </u> yes	<u> X </u> none reported

Type of auditor's report issued on compliance for major programs: Unmodified

Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)? yes X none reported

Identification of major programs:

<u>CFDA Number</u>	<u>Name of Federal Program</u>
93.914	U.S. Department of Health and Human Services – Pass-Through County of San Diego Health and Human Services Agency

Dollar threshold used to distinguish between type A and type B programs: \$750,000

Auditee qualified as low-risk auditee? X yes no

MAMA'S KITCHEN

SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED JUNE 30, 2022

Section II – Financial Statement Findings

2022 – 01 Payroll

Condition: The CEO did not approve payroll registers as required by the organization's internal controls.

Criteria: Internal controls should be in place that provide reasonable assurance that payroll registers and associated payroll payments are appropriately authorized and approved.

Effect: Because of the failure to perform the compensating review and the lack of segregation of duties due to the small size of the organization, employees may be added to the payroll without the approval or knowledge of management.

Cause: Due to a change in payroll software, the COVID-19 Pandemic and the remote work environment, along with staffing issues, the internal control that had previously been in place was not performed.

Recommendation: We recommend Management re-implement the Chief Executive Officer review of the payroll registers and do a subsequent review of any previously un-reviewed payrolls.

Views of Responsible Officials and Planned Corrective Actions: The Organization agrees with the finding and additional staff have already been hired and the recommended procedures have been implemented.

Section III – Federal Award Findings and Questioned Costs

No reportable conditions, material weaknesses, and instances of noncompliance, including questioned costs were identified that related to the Federal Awards and that were required to be reported by 2 CFR 200.516(a).

MAMA'S KITCHEN

SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED JUNE 30, 2022

Prior Audit Findings

2021 – 01 Payroll

Condition: The CEO did not approve payroll registers as required by the organization's internal controls.

Criteria: Internal controls should be in place that provide reasonable assurance that payroll registers and associated payroll payments are appropriately authorized and approved.

Effect: Because of the failure to perform the compensating review and the lack of segregation of duties due to the small size of the organization, employees may be added to the payroll without the approval or knowledge of management.

Cause: Due to a change in payroll software, the COVID-19 Pandemic and the remote work environment, along with staffing issues, the internal control that had previously been in place was not performed.

Recommendation: We recommend Management re-implement the Chief Executive Officer review of the payroll registers and do a subsequent review of any previously un-reviewed payrolls.

Views of Responsible Officials and Planned Corrective Actions: The Organization agrees with the finding and additional staff have already been hired and the recommended procedures have been implemented.

MAMA’S KITCHEN

**SCHEDULE OF FINDINGS AND QUESTIONED COSTS
YEAR ENDED JUNE 30, 2022**

Corrective Action Plan

Mama’s Kitchen
Ling & Bouman, LLP

Corrective Action Plan prepared by Alberto Cortés, Chief Executive Officer, (619) 233-6262

2022-01 and 2021-01 – Payroll

Recommendation

Mama’s Kitchen should re-implement the Chief Executive Officer review of the payroll registers and do a subsequent review of any previously un-reviewed payrolls.

Actions Taken or Planned on the Finding

We concur with the recommendation, and it was implemented effective March 10, 2022.

Title	Palomar College Foundation - Comets Affordable Learning Materials (CALM) Program by Cathy Splett in San Marcos Community Foundation csplett@palomar.edu	06/27/2023 id. 41253486

Original Submission

06/27/2023

General Project Information	
Please enter your organization's name and project name.	Palomar College Foundation - Comets Affordable Learning Materials (CALM) Program
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)
Project Name	Comets Affordable Learning Materials (CALM) Program
Project Start Date	8/1/2023
Project End Date	5/1/2024
Date by Which Funds Will Be Expended:	5/31/2024
Total Number of People Served by this Project	18850.0
Total Number of People Served by this Project in San Marcos Only	2500.0
Grant Amount Requested	5200.0
Organization Details	
Organization Name	Palomar College Foundation

Organization Street Address	1140 West Mission Road
Organization City	San Marcos
Organization State	California
Organization Zip Code	92069
Organization Website	www.palomar.edu/foundation
Organization's EIN	95-6094128 200 Palomar College Foundation 954ef445-290b-47c3-8578-06a74c2c8af0 1140 West Mission Road San Marcos CA 92069 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 6/12/2023 12:00:00 AM 6/26/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 6/12/2023 12:00:00 AM 1963 12
Contact Information	
Contact First Name	Stacy
Contact Last Name	Rungaitis
Contact Title	Executive Director
Contact Phone	+17607441150
Contact Email	srungaitis@palomar.edu
Project Details	

Briefly describe your request for funds.

This is a request to support the Palomar College CALM Program, which increases accessibility and equity of educational opportunity by inspiring the creation of zero textbook cost (ZTC) and low textbook cost (LTC) courses. The leading non-tuition expense for students is the cost of textbooks. Once a relatively minor expense, textbooks today are expensive. Multiply that by several classes and the total rapidly reaches a figure that is beyond the reach of many San Marcos students who are from families of modest economic means or who have no family support and may already be working two jobs to sustain themselves. Since its inception, CALM has converted about a quarter of the Palomar College courses to ZTC/LTC, removing more than \$10 million in financial burden from students. For many, this has been the difference that enabled them to stay in school. Funds will be used to educate and assist faculty in converting their courses to ZTC/LTC materials. The stipend will be awarded to them upon completing an eight-hour workshop/training session, which aims to assist them in developing a plan for creating and disseminating the materials as alternatives to traditional textbooks; ultimately contributing to reducing textbook costs and promoting accessible education.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

More than 2,500 San Marcos residents are Palomar College students. For many of them, the cost of textbooks is a financial burden. For far too many, the cost is a complete barrier that keeps them from having the opportunity to succeed. This isn't just a loss to the individuals; it is a loss to the community. It is impossible to identify in advance the San Marcos student who will be a founder of a multimillion-dollar business, the researcher who will discover a cure for a disease, the teacher who will inspire another generation of students, or the nurse who will be there for the next pandemic. Palomar College insists on fostering educational equity because every student should have an opportunity to succeed. CALM will benefit every San Marcos student attending Palmar College by increasing the number of ZTC/LTC courses that are available.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

Palomar College faculty participating in the CALM program become partners with colleges and instructors nationwide.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

The 2021 grant was to support technical assistance to San Marcos students during the pandemic. The \$1,500 provided urgently needed technology (computers and internet access) to 15 San Marcos students.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

The mission of the Palomar College Foundation is to assure equal access to success for all Palomar College students by inspiring individual, business, and foundation philanthropic support that helps remove financial barriers and provides essential educational resources. In addition to direct student support, the foundation's mission includes support of college and faculty initiatives that enhance the educational experience of Palomar College students. For more than 65 years, the Palomar College Foundation has played a significant role in creating a path to success for local students. And an educated, well-prepared workforce that is the foundation of economic opportunity and growth in our region. During that span, the Foundation has provided millions of dollars in financial support. Many students who would have been forced out of school for lack of financial resources could remain enrolled, graduate, and go on to four-year schools or directly into productive careers. Each year, thousands of students seek assistance from the Foundation or participate in programs we helped create, such as the Anita and Stan Maag Food & Nutrition Center, the Veterans Service Center, or our Textbook Assistance Program. The San Marcos Community Foundation was an early and crucial supporter of our Textbook Assistance Program, antedating founding of CALM. These students are the future of San Marcos and surrounding communities. Our graduates are your teachers, public safety workers, tradespeople, IT specialists, business owners, nurses, social workers, scientists, entrepreneurs, technicians, artists, and engineers who create prosperity in San Marcos and throughout the region. Palomar is a college of opportunity. For many of our students, Palomar College is the opportunity to be the first in their families to pursue higher education and the economic and social advantages it brings. We inspire those with aspirations, and we provide a supportive, welcoming environment that recognizes and responds to the unique challenges many Palomar College students face—economic, educational, social, and personal challenges that must be addressed so these students can have their chance at success. Gifts to the Foundation are an investment in the future. Through its stewardship

of these gifts, the Foundation makes it possible for many students to enter or remain in school. Our programs include textbook assistance, scholarships, emergency loans, and unique initiatives that provide aid for military veterans returning to school, students who are homeless or face food insecurity, faculty grants, donor-designated funds, and special projects. The Palomar College Foundation is the key to unlocking full value from the community's investment in the facilities, faculty, and operation of Palomar College. The foundation serves as a catalyst by directly linking donor support and students to remove what would otherwise be insurmountable barriers for many students. Sustaining success requires community collaboration. We thank the San Marcos Community Foundation for its long legacy of support, which has made a significant difference in the lives of many San Marcos residents, who typically comprise about 14% of our student body. Testimonials: Gustavo Q: Your generosity has not only provided me with financial assistance but has also given me the opportunity to focus on my studies and pursue my academic goals without the added stress of financial burden. Your support has been instrumental in helping me achieve my dreams and I cannot thank you enough. I understand that your gift is not just a financial contribution, but a gesture of faith in my potential. I am committed to making the most of this opportunity and I promise to work hard and make you proud. Anna A. - Obtaining a degree in nursing has been a lifelong goal of mine. Thanks to your generous contribution, I am closer than ever to achieving that goal. We invite you to join us in making San Marcos stronger and better by supporting CALM.

Please upload any community letters or media in support of this project.

[CALM_Spring_2022_Newsletter.pdf](#)

[Spring_2023_Newsletter.pdf](#)

Please upload the annual operating budget for your organization.

[OperatingBudget2023.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[PCF_Final_Audit_2021.pdf](#)

[Management_Letter_Signed.pdf](#)

Please attach the first two pages of your Federal 990.

[First_two_pages_from_2021_Form_990.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

n/a

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **26000.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **Yes**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

It is anticipated that 40 Palomar College faculty members will join the CALM cohort training program and will be paid a stipend. The project can proceed even if total funding is not granted.

**Palomar College Foundation
Organizational Budget FY 2023**

REVENUE	
Contributions - Scholarships	\$ 350,000
General Contributions	\$ 750,000
Foundation Grants	\$ 150,000
Fundraisers / Special Events	\$ 150,000
In-Kind Support (College District Support)	\$ 550,000
Investment Return	\$ 100,000
Other Income	\$ 50,000
TOTAL REVENUE	\$ 2,100,000
EXPENSES	
Supporting Services	
- Donated Services and Facilities *	\$ 450,000
- Additional Personnel & Services	\$ 85,000
- Fundraising Events	\$ 45,000
- Donor Stewardship and Cultivation	\$ 8,200
- Marketing/Social Media	\$ 7,500
- Printing/Creative Services	\$ 6,000
- Postage	\$ 3,000
- Travel/Mtgs/Seminars/Misc.	\$ 4,600
- Office Supplies/Equipment	\$ 3,500
- Professional Services/Support	\$ 20,000
- Software and Support	\$ 17,000
- Memberships /Professional Affiliations	\$ 10,000
Total Supporting Services Expense \$ 659,800	
Program Services	
- Grants/Allocations	\$ 600,000
- Scholarships Disbursed	\$ 500,000
- Fundraising Events	\$ 50,000
- Donated Services and Facilities *	\$ 100,000
- Supplemental Wage Expense	-
- Other Expenses	\$ 0
Total Program Services Expense \$ 1,250,000	
TOTAL EXPENSES AND SERVICES	\$ 1,909,800

* Salaries & Benefits / Services & Facilities (donated by the Palomar College District)

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
CALM Fall 2023 and Spring 2024 Faculty Stipends - 40 at \$650 each	\$26,000.00	Modest stipened which covers the outside-the-classroom time required to create ZTC and LTC materials.
Total budget for this PROJECT:		

	Source Name	Amount	C / CD / P
Additional Funding Source 1	President's Associate's & Indivir	5000	C
Additional Funding Source 2	Christensen Foundation	5000	C
Additional Funding Source 3			
Additional Funding Source 4			
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public
Inspection

A For the 2021 calendar year, or tax year beginning , 2021, and ending , 20

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	C PALOMAR COLLEGE FOUNDATION 1140 W. MISSION ROAD SAN MARCOS, CA 92069	D Employer identification number 95-6094128
		E Telephone number 760-744-1150
		G Gross receipts \$ 4,408,912.

F Name and address of principal officer: Same As C Above		H(a) Is this a group return for subordinates? ☐ Yes ☒ No
		H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions.
I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527	H(c) Group exemption number ▶	
J Website: ▶ WWW.PALOMAR.EDU/FOUNDATION		
K Form of organization: ☐ Corporation ☐ Trust ☐ Association ☒ Other ▶	L Year of formation: 1959	M State of legal domicile: CA

Part I Summary		
Activities & Governance	1 Briefly describe the organization's mission or most significant activities: THE PALOMAR COLLEGE FOUNDATION, WITH THE SUPPORT OF THE COMMUNITY, SECURES SUPPLEMENTAL FUNDING, OTHER RESOURCES, AND PROVIDES PROGRAM SUPPORT FOR THE BENEFIT OF PALOMAR COMMUNITY COLLEGE AND ITS STUDENTS.	
	2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3 Number of voting members of the governing body (Part VI, line 1a).....	3 11
	4 Number of independent voting members of the governing body (Part VI, line 1b).....	4 10
	5 Total number of individuals employed in calendar year 2021 (Part V, line 2a).....	5 0
	6 Total number of volunteers (estimate if necessary).....	6 11
	7a Total unrelated business revenue from Part VIII, column (C), line 12.....	7a 0.
b Net unrelated business taxable income from Form 990-T, Part I, line 11.....	7b 0.	
Revenue	8 Contributions and grants (Part VIII, line 1h).....	Prior Year 3,008,889. Current Year 3,877,755.
	9 Program service revenue (Part VIII, line 2g).....	
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d).....	168,582. 390,357.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e).....	17,670. 70,211.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12).....	3,195,141. 4,338,323.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3).....	986,622. 772,180.
	14 Benefits paid to or for members (Part IX, column (A), line 4).....	
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10).....	4,958.
	16a Professional fundraising fees (Part IX, column (A), line 11e).....	
	b Total fundraising expenses (Part IX, column (D), line 25) ▶	
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e).....	142,933. 173,470.
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25).....	1,134,513. 945,650.
19 Revenue less expenses. Subtract line 18 from line 12.....	2,060,628. 3,392,673.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16).....	Beginning of Current Year 11,810,754. End of Year 16,154,201.
	21 Total liabilities (Part X, line 26).....	46,585. 43,208.
	22 Net assets or fund balances. Subtract line 21 from line 20.....	11,764,169. 16,110,993.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer		Date	
	STACY RUNGAITIS		Executive Director	
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed PTIN
	BRIAN HADLEY	Brian Hadley	6/1/22	P00067183
	Firm's name ▶ Wilkinson Hadley King & Co. LLC			
	Firm's address ▶ 218 W. Douglas Ave El Cajon, CA 92020	Firm's EIN ▶ 52-2354566 Phone no. 619-447-6700		

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐

1 Briefly describe the organization's mission:

THE PALOMAR COLLEGE FOUNDATION, WITH THE SUPPORT OF THE COMMUNITY, SECURES
 SUPPLEMENTAL FUNDING, OTHER RESOURCES, AND PROVIDES PROGRAM SUPPORT FOR THE BENEFIT
 OF PALOMAR COMMUNITY COLLEGE AND ITS STUDENTS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 861,828. including grants of \$ 772,180.) (Revenue \$ 4,338,323.)
 GRANTS, ALLOCATIONS, AND SCHOLARSHIPS FOR THE BENEFIT OF THE STUDENTS AT PALOMAR
 COMMUNITY COLLEGE.

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)
 (Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses ▶ 861,828.

June 28, 2022

Wilkinson Hadley King & Co. LLP
218 W. Douglas Ave
El Cajon, California 92020

This representation letter is provided in connection with your audit(s) of the financial statements of Palomar College Foundation, which comprise the statements of financial position as of December 31, 2021 and December 31, 2020 and the related statements of activities, statements of functional expenses, and statements of cash flows for the years then ended, and the notes to the financial statements, for the purpose of expressing opinions as to whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information that, in light of surrounding circumstances, makes it probable that the judgment of a reasonable person relying on the information would be changed or influenced by the omission or misstatement. An omission or misstatement that is monetarily small in amount could be considered material as a result of qualitative factors.

We confirm, to the best of our knowledge and belief, as of June 28, 2022 the following representations made to you during your audit.

Financial Statements

- 1) We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter dated January 11, 2022 including our responsibility for the preparation and fair presentation of the financial statements in accordance with U.S. GAAP and for preparation of the supplementary information in accordance with the applicable criteria.
- 2) The financial statements referred to above are fairly presented in conformity with U.S. GAAP and include all properly classified funds and other financial information of the nonprofit organization and all component units required by generally accepted accounting principles to be included in the financial reporting entity.
- 3) We acknowledge our responsibility 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.
- 4) We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.
- 5) Significant assumptions we used in making accounting estimates, including those measured at fair value, are reasonable.
- 6) Related party relationships and transactions, including revenues, expenditures/expenses, loans, transfers, leasing arrangements, and guarantees, and amounts receivable from or payable to related parties have been appropriately accounted for and disclosed in accordance with U.S. GAAP.
- 7) Adjustments or disclosures have been made for all events, including instances of noncompliance, subsequent to the date of the financial statements that would require adjustment to or disclosure in the financial statements, if any.
- 8) The effects of uncorrected misstatements are immaterial, both individually and in the aggregate, to the financial statements as a whole for each opinion unit.
- 9) The effects of all known actual or possible litigation, claims, and assessments have been accounted for and disclosed in accordance with U.S. GAAP, if applicable.
- 10) Guarantees, whether written or oral, under which the Foundation is contingently liable, if any, have been properly recorded or disclosed.

- 11) The fact that the amount of "uncollateralized" deposits or "uninsured, unregistered securities held by the counterparty, or by its trust department or agent but not in the entity's name" during the period significantly exceeded the amounts in those categories as of the balance sheet date was properly disclosed in the financial statements, if applicable.
- 12) We believe that the actuarial assumptions and methods used to measure pension and other post employments liabilities and costs for financial accounting purposes are appropriate in the circumstances, if applicable.

Information Provided

- 13) We have provided you with:
- a) Access to all information, of which we are aware, that is relevant to the preparation and fair presentation of the financial statements, such as records, documentation, and other matters [and all audit or relevant monitoring reports, if any, received from funding sources].
 - b) Additional information that you have requested from us for the purpose of the audit.
 - c) Unrestricted access to persons within the Foundation from whom you determined it necessary to obtain audit evidence.
 - d) Minutes of the meetings of the Governing Board or summaries of actions of recent meetings for which minutes have not yet been prepared.
- 14) All material transactions have been recorded in the accounting records and are reflected in the financial statements.
- 15) We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud, if applicable.
- 16) We have no knowledge of any fraud or suspected fraud that affects the Foundation and involves:
- Management,
 - Employees who have significant roles in internal control, or
 - Others where the fraud could have a material effect on the financial statements.
- 17) We have no knowledge of any allegations of fraud or suspected fraud affecting the Foundation's financial statements communicated by employees, former employees, regulators, or others.
- 18) We have no knowledge of instances of noncompliance or suspected noncompliance with provisions of laws, regulations, contracts, or grant agreements, or abuse, whose effects should be considered when preparing financial statements.
- 19) We have disclosed to you all known actual or possible litigation, claims, and assessments whose effects should be considered when preparing the financial statements, if applicable.
- 20) We have disclosed to you the identity of the Foundation's related parties and all the related party relationships and transactions of which we are aware, if applicable.

Nonprofit-specific

- 21) There have been no communications from any regulatory agencies concerning noncompliance with, or deficiencies in, financial reporting practices.
- 22) We have identified to you any previous audits, attestation engagements, and other studies related to the audit objectives and whether related recommendations have been implemented.
- 23) The Foundation has no plans or intentions that may materially affect the carrying value or classification of assets, deferred outflows of resources, liabilities, deferred inflows of resources, and fund balance or net assets.
- 24) We are responsible for compliance with the laws, regulations, and provisions of contracts and grant agreements applicable to us, including tax or debt limits and debt contracts, and legal and contractual provisions for reporting specific activities in separate funds.

- 25) We have identified and disclosed to you all instances that have occurred or are likely to have occurred, of fraud and noncompliance with provisions of laws and regulations that we believe have a material effect on the financial statements or other financial data significant to the audit objectives, and any other instances that warrant the attention of those charged with governance, if any.
- 26) We have identified and disclosed to you all instances, which have occurred or are likely to have occurred, of noncompliance with provisions of contracts and grant agreements that we believe have a material effect on the determination of financial statement amounts or other financial data significant to the audit objectives, if any.
- 27) We have identified and disclosed to you all instances that have occurred or are likely to have occurred, of abuse that could be quantitatively or qualitatively material to the financial statements or other financial data significant to the audit objectives, if any.
- 28) There are no violations or possible violations of budget ordinances, laws and regulations (including those pertaining to adopting, approving, and amending budgets), provisions of contracts and grant agreements, tax or debt limits, and any related debt covenants whose effects should be considered for disclosure in the financial statements, or as a basis for recording a loss contingency, or for reporting on noncompliance.
- 29) As part of your audit, you assisted with preparation of the financial statements and related notes. We acknowledge our responsibility as it relates to those non-audit services, including that we assume all management responsibilities; oversee the services by designating an individual, preferably within senior management, who possesses suitable skill, knowledge, or experience; evaluate the adequacy and results of the services performed; and accept responsibility for the results of the services. We have reviewed, approved, and accepted responsibility for those financial statements and related notes.
- 30) The Foundation has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset been pledged as collateral.
- 31) The Foundation has complied with all aspects of contractual agreements that would have a material effect on the financial statements in the event of noncompliance.
- 32) The financial statements include all component units as well as joint ventures with an equity interest, and properly disclose all other joint ventures and other related organizations, if applicable.
- 33) The Foundation reports information regarding its financial position and activities according to the recommendations of the Financial Accounting Standards Board (FASB) in its Accounting Standards Codification (ASC) 958, *Financial Statements of Not-for-Profit Entities* and Accounting Standards Update (ASU) No. 2016-14 *Presentation of Financial Statements of Not-for-Profit Entities*.
- 34) Components of net assets (With Donor Restrictions, Without Donor Restrictions) are properly classified and, if applicable, approved.
- 35) Investments, derivative instruments, and land and other real estate held by endowments are properly valued.
- 36) Provisions for uncollectible receivables have been properly identified and recorded.
- 37) Expenses have been appropriately classified in or allocated to functions and programs in the statement of activities or statement of functional expenses, and allocations have been made on a reasonable basis.
- 38) Revenues are appropriately classified in the statement of activities as revenue and support.
- 39) Interfund, internal, and intra-entity activity and balances have been appropriately classified and reported, if applicable.
- 40) Deposits and investment securities and derivative instruments are properly classified as to risk and are properly disclosed.
- 41) Capital assets, including intangible assets, are properly capitalized, reported, and, if applicable, depreciated.

Signature: Stacy Runtz

Title: 6/28/2022

PALOMAR COLLEGE FOUNDATION
FINANCIAL STATEMENTS
FOR YEARS ENDED
DECEMBER 31, 2021 AND 2020

**PALOMAR COLLEGE FOUNDATION
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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Palomar College Foundation

We have audited the accompanying financial statements of Palomar College Foundation, (a non-profit organization), which comprise the statements of financial position as of December 31, 2021 and 2020 and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Palomar College Foundation as of December 31, 2021 and 2020 and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Wilkinson Hadley King & Co., LLP

El Cajon, California
June 28, 2022

**PALOMAR COLLEGE FOUNDATION
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2021 AND 2020**

	2021	2020
ASSETS		
Current Assets:		
Cash and Cash Equivalents	\$ 217,603	\$ 257,750
Accounts Receivable	83,535	33,246
Short-Term Investments	5,239,081	4,396,640
Total Current Assets	5,540,219	4,687,636
Fixed Assets:		
Property and Equipment, Net	625	825
Non-Current Assets:		
Endowment Investments	10,339,982	6,864,777
Investments Held Under Split-Interest Agreements	273,375	257,516
Total Non-Current Assets	10,613,357	7,122,293
TOTAL ASSETS	\$ 16,154,201	\$ 11,810,754
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts Payable	\$ 9,532	\$ 3,629
Unearned Revenue	-	4,000
Payable to Beneficiaries, Current Portion	5,604	5,280
Total Current Liabilities	15,136	12,909
Long-term Liabilities:		
Payable to Beneficiaries, Net of Current Portion	28,072	33,676
TOTAL LIABILITIES	43,208	46,585
NET ASSETS		
Without Donor Restrictions	2,337,314	1,659,685
With Donor Restrictions	13,773,679	10,104,484
TOTAL NET ASSETS	16,110,993	11,764,169
TOTAL LIABILITIES AND NET ASSETS	\$ 16,154,201	\$ 11,810,754

The accompanying notes are an integral part of this statement.

**PALOMAR COLLEGE FOUNDATION
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2021**

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE AND SUPPORT			
General Contributions	\$ 71,208	\$ 3,370,268	\$ 3,441,476
Contributions From Fund Raising Events	162,579	-	162,579
Grants	176,500	205,432	381,932
Donated Services and Facilities	621,466	-	621,466
Investment Return, Net	325,356	977,923	1,303,279
Increase in Value of Beneficial Interests in Remainder Trusts	-	3,058	3,058
Net Assets Released From Restrictions, Satisfaction of Program Restrictions	887,486	(887,486)	-
TOTAL REVENUE AND SUPPORT	2,244,595	3,669,195	5,913,790
EXPENSES			
Program Services:			
Grants/Allocations	404,498	-	404,498
Scholarships	360,415	-	360,415
Donated Services and Facilities	528,246	-	528,246
Fund Raising Events	9,058	-	9,058
Total Program Services	1,302,217	-	1,302,217
Supporting Services:			
Clerical Support	12,838	-	12,838
Software, Support and Training	16,330	-	16,330
Printing and Duplicating	2,992	-	2,992
Consulting Fees	39,600	-	39,600
Travel and Conference	971	-	971
Audit and Tax Preparation	12,800	-	12,800
Office Expenses	13,481	-	13,481
Donor Stewardship	11,605	-	11,605
Other Operating Expenses	16,829	-	16,829
Fund Raising Events	36,230	-	36,230
Donated Services and Facilities	93,220	-	93,220
Memberships and Board Meetings	7,653	-	7,653
Depreciation	200	-	200
Total Supporting Services	264,749	-	264,749
TOTAL EXPENSES	1,566,966	-	1,566,966
INCREASE (DECREASE) NET ASSETS	677,629	3,669,195	4,346,824
NET ASSETS, BEGINNING OF YEAR	1,659,685	10,104,484	11,764,169
NET ASSETS, END OF YEAR	\$ 2,337,314	\$ 13,773,679	\$ 16,110,993

The accompanying notes are an integral part of this statement.

PALOMAR COLLEGE FOUNDATION
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE AND SUPPORT			
General Contributions	\$ 86,077	\$ 2,733,285	\$ 2,819,362
Contributions From Fund Raising Events	90,678	-	90,678
Grants	8,353	115,290	123,643
Donated Services and Facilities	644,296	-	644,296
Investment Return, Net	214,905	565,558	780,463
Increase in Value of Beneficial Interests in Remainder Trusts	-	2,924	2,924
Net Assets Released From Restrictions, Satisfaction of Program Restrictions	924,736	(924,736)	-
TOTAL REVENUE AND SUPPORT	1,969,045	2,492,321	4,461,366
EXPENSES			
Program Services:			
Grants/Allocations	538,894	-	538,894
Scholarships	447,728	-	447,728
Donated Services and Facilities	547,652	-	547,652
Salaries and Benefits	4,958	-	4,958
Fund Raising Events	1,425	-	1,425
Total Program Services	1,540,657	-	1,540,657
Supporting Services:			
Clerical Support	18,902	-	18,902
Software, Support and Training	4,808	-	4,808
Printing and Duplicating	5,070	-	5,070
Consulting Fees	39,600	-	39,600
Travel and Conference	501	-	501
Audit and Tax Preparation	12,250	-	12,250
Office Expenses	11,930	-	11,930
Other Operating Expenses	14,273	-	14,273
Fund Raising Events	5,699	-	5,699
Donated Services and Facilities	96,644	-	96,644
Memberships and Board Meetings	9,120	-	9,120
Depreciation	542	-	542
Total Supporting Services	219,339	-	219,339
TOTAL EXPENSES	1,759,996	-	1,759,996
INCREASE (DECREASE) NET ASSETS	209,049	2,492,321	2,701,370
NET ASSETS, BEGINNING OF YEAR	1,450,636	7,612,163	9,062,799
NET ASSETS, END OF YEAR	<u>\$ 1,659,685</u>	<u>\$ 10,104,484</u>	<u>\$ 11,764,169</u>

The accompanying notes are an integral part of this statement.

PALOMAR COLLEGE FOUNDATION
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021

	Program Services			
	Educational Support	Management and General	Fundraising and Development	Total
Grants and Other Assistance	\$ 404,498	\$ -	\$ -	\$ 404,498
Scholarships	360,415	-	-	360,415
Donated Services and Facilities	528,246	55,932	37,288	621,466
Salaries and Benefits	-	8,987	3,851	12,838
Advertising and Promotion	9,058	-	36,230	45,288
Professional Services	-	39,600	-	39,600
Training and Development	-	16,330	-	16,330
Printing and Duplicating	-	2,992	-	2,992
Travel and Conference	-	971	-	971
Audit and Tax Preparation	-	12,800	-	12,800
Office Expenses	-	13,481	-	13,481
Membership and Board Meetings	-	7,653	-	7,653
Donor Stewardship	-	11,605	-	11,605
Other Operating Expenses	-	16,829	-	16,829
Depreciation	-	200	-	200
Total Expenses By Function	<u>\$ 1,302,217</u>	<u>\$ 187,380</u>	<u>\$ 77,369</u>	<u>\$ 1,566,966</u>

The accompanying notes are an integral part of this statement.

**PALOMAR COLLEGE FOUNDATION
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2020**

	Program Services			
	Educational Support	Management and General	Fundraising and Development	Total
Grants and Other Assistance	\$ 538,894	\$ -	\$ -	\$ 538,894
Scholarships	447,728	-	-	447,728
Donated Services and Facilities	547,652	57,986	38,658	644,296
Salaries and Benefits	4,958	11,341	7,561	23,860
Advertising and Promotion	1,425	-	5,699	7,124
Professional Services	-	39,600	-	39,600
Training and Development	-	4,808	-	4,808
Printing and Duplicating	-	5,070	-	5,070
Travel and Conference	-	501	-	501
Audit and Tax Preparation	-	12,250	-	12,250
Office Expenses	-	11,930	-	11,930
Membership and Board Meetings	-	9,120	-	9,120
Other Operating Expenses	-	14,273	-	14,273
Depreciation	-	542	-	542
Total Expenses By Function	<u>\$ 1,540,657</u>	<u>\$ 167,421</u>	<u>\$ 51,918</u>	<u>\$ 1,759,996</u>

The accompanying notes are an integral part of this statement.

**PALOMAR COLLEGE FOUNDATION
STATEMENT OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2021 AND 2020**

	<u>2021</u>	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase in Net Assets	\$ 4,346,824	\$ 2,701,370
Adjustments to Reconcile Increase in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation	200	542
(Gain) Loss on Investments	(954,151)	(640,742)
Increase in Value of Beneficial Interests in Remainder Trusts	(3,058)	(2,924)
Distribution of Investments Under Split-Interest Agreements	13,338	12,898
Changes in Operating Assets and Liabilities:		
Accounts Receivable	(50,289)	(15,921)
Unearned Revenue	(4,000)	4,000
Accounts Payable	5,902	(5,936)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	3,354,766	2,053,287
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds From Sale of Investments	\$ 49,923	\$ 7,332
Purchase of Investments	(3,444,836)	(2,117,073)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	(3,394,913)	(2,109,741)
NET INCREASE (DECREASE) IN CASH	(40,147)	(56,454)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	257,750	314,204
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 217,603</u>	<u>\$ 257,750</u>

The accompanying notes are an integral part of this statement.

**PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020**

A. Organization and Summary of Significant Accounting Policies:

Nature of Activities

Palomar College Foundation (Foundation) is a California nonprofit organization established in 1959 to secure supplemental funding and other resources for the benefit of the students and faculty of Palomar Community College District (District). The Foundation's programs include student scholarships, faculty grants, donor-designated funds, and special projects. The Foundation receives contributions to support the students and programs of the District.

Basis of Accounting

The financial statements of the Foundation have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities. Revenues are recorded in the accounting period they become both measurable and available. Expenditures are recognized in the accounting period in which the liability is incurred (when goods are received or services rendered).

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles 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 reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Funds from split-interest agreements will not be available to the Foundation until the occurrence of a specific event; therefore, the amounts received by the Foundation will be different than reported and the difference could be material.

Basis of Presentation

The Foundation reports information regarding its financial position and activities according to the recommendations of the Financial Accounting Standards Board (FASB) in its Accounting Standards Codification (ASC) 958, *Financial Statements of Not-for-Profit Entities*, and Accounting Standards Update (ASU) No. 2016-14 *Presentation of Financial Statements of Not-for-Profit Entities*. Under ASC 958 and ASU No. 2016-14, the Foundation is required to report information regarding its financial position and activities to two classes of net assets; net assets with donor restrictions and net assets without donor restrictions.

Cash and Cash Equivalents

For the purpose of the statement of financial position and the statement of cash flows, the Foundation considers all short-term investments with an original maturity of three months or less to be cash equivalents.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

A. Organization and Summary of Significant Accounting Policies: (Continued)

Revenue and Revenue Recognition

Revenue is recognized when earned. Contributions received are recorded with donor restrictions or without donor restrictions depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. It has been the policy of the Foundation that donations are considered to be available for unrestricted use unless specifically restricted by the donor.

Investments

The Foundation records investment purchases at cost, or if donated, at fair value on the date of the donation. Thereafter, investments are reported at their fair values in the statements of financial position. Net investment return/(loss) is reported in the statements of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less external and direct internal investment expenses.

Accounts Receivable and Credit Policies

Accounts receivable consist primarily of noninterest-bearing amounts due for scholarships, grants, and fundraising activities. The Foundation determines the allowance for uncollectible accounts receivable based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Accounts receivable are written off when deemed uncollectible. As of December 31, 2021 and 2020, no allowance for uncollectible accounts has been recorded.

Contributions Receivable

The Foundation records unconditional contributions receivable that are expected to be collected within one year as net realizable value. Contributions receivable expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in the contribution revenue in the statements of activities. The Foundation determines the allowance for uncollectible contributions receivable based on historical experience, an assessment of economic conditions, and a review of subsequent collections. At December 31, 2021 and 2020 no allowance for uncollectible contributions receivable has been recorded.

Contributed Materials and Services

Contributed materials are recorded at their fair market value where an objective basis is available to measure their value. Such items are capitalized or charged to operations as appropriate. The Foundation receives a significant amount of donated services from unpaid volunteers who assist in fundraising and in carrying out the Foundation's operations. The services do not meet the criteria for recognition under ASC No. 958 and are, therefore, not recognized in the financial statements.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

A. Organization and Summary of Significant Accounting Policies: (Continued)

Property and Equipment

Acquisitions of property and equipment of \$500 or more are capitalized and are recorded at cost. Donated property and equipment are recorded at fair market value at the date of the gift. Depreciation is computed using the straight-line method over the estimated useful lives of the assets ranging from five to seven years.

Assets Held and Liabilities Under Split-Interest Agreements

Charitable Trusts:

The Foundation acts as trustee for various irrevocable trusts. These trusts are governed by the respective trust agreements, which generally provide for either an income stream or a future distribution of cash or other assets to the Foundation, in whole or in part, for a specified period, or upon the occurrence of a specific event. Since the trusts are irrevocable, the trust assets are recorded at fair value, and a related liability for future payments to be made to the specified beneficiaries is recorded at fair value using present value techniques and risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the liability. The excess of contributed assets over the trust liability is recorded as a contribution with donor restrictions until such amount is received via trust distribution or is expended in satisfaction of the donor-restricted purpose stipulated by the trust agreement, or both, if any. At that time, net assets with donor-imposed time or purpose restrictions are released to net assets without restrictions, and net assets with donor restrictions that are perpetual in nature are transferred to the endowment. In subsequent years, the liability for future trust payments to the donor is reduced by payments made to the donor and is adjusted to reflect amortization of the discount and changes in actuarial assumptions at the end of the year. Upon termination of the trust, the remaining liability is removed and recognized as income.

Charitable Gift Annuities:

Under charitable gift annuity contracts, the Foundation receives immediate and unrestricted title to contributed assets and agrees to make fixed recurring payments over the stipulated period. Contributed assets are recorded at fair value on the date of the receipt. The related liability for future payments to be made to the specified beneficiaries is recorded at fair value using present value techniques and risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the liability. The excess of contributed assets over the annuity liability is recorded as a contribution without donor restrictions. In subsequent years, the liability for future annuity payments is reduced by the payments made to the specified beneficiaries and is adjusted to reflect amortization of the discount and changes in actuarial assumptions at the end of the year.

All gift annuities are negotiated between the Foundation and the donor/annuitant, and based on the rate tables approved by the California Insurance Commissioner for gift annuity agreements. The assets are included in investments held under split-interest agreements and the liabilities for the net present value of the annuity payments are included in payable to beneficiaries in the statements of financial position.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

A. Organization and Summary of Significant Accounting Policies: (Continued)

Change in Accounting Principles

On August 18, 2016, FASB issued Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addressed the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Foundation has implemented ASU 2016-14 and have adjusted the presentation in these financial statements accordingly. The ASU has been applied retrospectively to all periods presented.

Advertising Costs

Advertising costs are expensed as incurred. There were no advertising costs for the years ended December 31, 2021 and 2020.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

Net Assets With Donor Restrictions – Net assets subject to donor or certain grantor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

The Foundation reports contributions restricted by the donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, 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.

Functional Expenses

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

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

A. Organization and Summary of Significant Accounting Policies: (Continued)

Income Taxes

The Foundation is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. The Foundation may be subject to tax on income which is not related to its exempt purpose. No such unrelated business taxable income was reported and, therefore, no provision for income taxes has been made. The Foundation is not a private foundation.

Subsequent Events

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through May 31, 2022 the date the financial statements were available to be issued.

B. Cash:

Cash balances on hand and in banks are insured up to \$250,000 by the Federal Depository Insurance Corporation. All cash held by financial institutions is entirely insured or collateralized.

Cash consists of the following:

	<u>2021</u>	<u>2020</u>
California Bank & Trust Checking	\$ 217,103	\$ 257,750
Petty Cash	<u>500</u>	<u>-</u>
	<u>\$ 217,603</u>	<u>\$ 257,750</u>

C. Investments:

Investments consists of the following:

	<u>2021</u>	<u>2020</u>
Mutual funds:		
Marketable securities	\$ 12,953,950	\$ 8,041,638
Real estate investments	6,280	8,040
Trust funds	698,025	650,296
Other mutual funds	813,979	398,499
Money market funds	<u>1,380,204</u>	<u>2,420,460</u>
	<u>\$ 15,852,438</u>	<u>\$ 11,518,933</u>

Investments are carried at fair value, and realized and unrealized gains and losses are reflected within investment return, net in the statement of activities.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

C. Investments (Continued):

Investment return and its classification for the year ended December 31, 2021 included in the statement of activities is as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Interest and dividends	\$ 80,561	\$ 256,815	\$ 337,376
Realized gain (loss) on investments	-	49,923	49,923
Unrealized gain (loss) on investments	253,246	700,905	954,151
Investment fees	<u>(8,451)</u>	<u>(29,720)</u>	<u>(38,171)</u>
	<u>\$ 325,356</u>	<u>\$ 977,923</u>	<u>\$ 1,303,279</u>

Investment return and its classification for the year ended December 31, 2020 included in the statement of activities is as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Interest and dividends	\$ 46,416	\$ 111,910	\$ 158,326
Realized gain (loss) on investments	-	7,332	7,332
Unrealized gain (loss) on investments	175,714	465,028	640,742
Investment fees	<u>(7,225)</u>	<u>(18,712)</u>	<u>(25,937)</u>
	<u>\$ 214,905</u>	<u>\$ 565,558</u>	<u>\$ 780,463</u>

Investment Accounting Policy

The Foundation's general policy is to report money market investments and short-term participating interest-earning investment contracts at cost with all other investments being reported at fair value unless a legal contract exists which guarantees a higher value.

All funds of the Foundation are invested in a prudent manner with the intention to pursue a long-term investment objective of consistent capital growth through priority objectives of a) preservation of capital, b) liquidity sufficient for annual spending, and c) long-term income growth. Diversification policy states that no security shall exceed 2% of the portfolio (excluding treasury and agency securities and commingled fund vehicles) and bond quality shall be a minimum weighted average fixed income rating of "A" grade with bond maturity having an average duration not to exceed seven years.

The Foundation's policy for endowments and endowed scholarship funds states that the endowed principal will be invested in those assets which have the highest statistical probability of preserving, in real rather than nominal terms, the corpus, while generating the maximum possible rate of return. Investment parameters include a) investing the funds on a long-term basis (five years or more), consistent capital growth, preserving the principal, and accepting minimal market risk.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

D. Fair Value Measurements and Disclosures:

The Foundation reports certain assets at fair value in the financial statements. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs may be observable or unobservable.

Observable inputs are inputs that reflect the assumptions market participants would use in pricing the asset based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset based on the best information available.

A three-tier hierarchy categorizes the inputs as follows:

Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities that we can access at the measurement date.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.

Level 3 – Unobservable inputs for the asset. In these situations, the Foundation develops inputs using the best information available.

In some cases, the inputs used to measure the fair value of an asset might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement.

Assessing the significance of a particular input to entire measurement requires judgement, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing transparency of the asset and does not necessarily correspond to our assessment of the quality, risk, or liquidity profile of the asset.

A significant portion of the Foundation's investment assets are classified within Level 1 because they comprise open-end mutual funds with readily determinable fair values based on daily redemption rates. The following table presents assets measured at fair value on a recurring basis, except those measured at cost:

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

D. Fair Value Measurements and Disclosures (Continued):

The following tables presents assets measured at fair value on a recurring basis, except those measured at cost as identified in the following as of December 31, 2021 and 2020:

Assets December 31, 2021	Total	Quoted Prices In Active Markets For Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Operating investments:				
Cash and money markets funds (at cost)	\$ 1,356,011	\$ -	\$ -	\$ -
Marketable securities	3,604,090	3,604,090	-	-
Other mutual funds	278,980	278,980	-	-
	<u>\$ 5,239,081</u>	<u>\$ 3,883,070</u>	<u>\$ -</u>	<u>\$ -</u>
Assets held under split-interest agreements:				
Marketable securities	<u>\$ 273,375</u>	<u>\$ 273,375</u>	<u>\$ -</u>	<u>\$ -</u>
Endowment investments:				
Cash and money markets funds (at cost)	\$ 24,193	\$ -	\$ -	\$ -
Marketable securities	9,076,485	9,076,485	-	-
Trust funds	698,025	698,025	-	-
Other mutual funds	534,999	534,999	-	-
Real estate funds	6,280	6,280	-	-
	<u>\$ 10,339,982</u>	<u>\$ 10,315,789</u>	<u>\$ -</u>	<u>\$ -</u>

Assets December 31, 2020	Total	Quoted Prices In Active Markets For Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Operating investments:				
Cash and money markets funds (at cost)	\$ 1,397,242	\$ -	\$ -	\$ -
Marketable securities	2,738,396	2,738,396	-	-
Other mutual funds	261,002	261,002	-	-
	<u>\$ 4,396,640</u>	<u>\$ 2,999,398</u>	<u>\$ -</u>	<u>\$ -</u>
Assets held under split-interest agreements:				
Marketable securities	<u>\$ 257,516</u>	<u>\$ 257,516</u>	<u>\$ -</u>	<u>\$ -</u>
Endowment investments:				
Cash and money markets funds (at cost)	\$ 1,023,218	\$ -	\$ -	\$ -
Marketable securities	5,045,726	5,045,726	-	-
Trust funds	650,296	650,296	-	-
Other mutual funds	137,497	137,497	-	-
Real estate funds	8,040	8,040	-	-
	<u>\$ 6,864,777</u>	<u>\$ 5,841,559</u>	<u>\$ -</u>	<u>\$ -</u>

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

E. Accounts Receivable:

There are no significant current receivables which are not scheduled for collection within one year of year end. Accounts receivable consist of the following:

	2021	2020
Scholarship donations	\$ 21,160	\$ 18,364
Associates dues	1,025	1,085
Grants and contributions	36,275	3,797
Special events	25,075	10,000
	<u> </u>	<u> </u>
Totals	<u><u>\$ 83,535</u></u>	<u><u>\$ 33,246</u></u>

All current accounts receivable as of December 31, 2021 and 2020 are considered collectible by management. As a result, no allowance for doubtful accounts has been recorded.

F. Property and Equipment:

Property and equipment consists of the following:

	2021	2020
Furniture and equipment	\$ 35,329	\$ 35,329
Less accumulated depreciation	<u>(34,704)</u>	<u>(34,504)</u>
	<u> </u>	<u> </u>
Totals	<u><u>\$ 625</u></u>	<u><u>\$ 825</u></u>

G. Accounts Payable:

Accounts payable consists of the following:

	2021	2020
Salaries and benefits	\$ 3,638	\$ -
Vendors payables	<u>5,894</u>	<u>3,629</u>
	<u> </u>	<u> </u>
Totals	<u><u>\$ 9,532</u></u>	<u><u>\$ 3,629</u></u>

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

H. Payables to Beneficiaries:

The Foundation has received contributions under charitable gift annuities. The Foundation agrees to pay a stated amount annually to the beneficiaries as long as they live, at which time, the remaining assets are available for use by the Foundation. Total assets held under split-interest agreements as of December 31, 2021 and 2020 are \$273,375 and \$257,516, respectively, and the actuarial present value of the Foundation's interest in the gift annuities are \$239,999 and \$218,560 respectively. At December 31, 2021, the amounts payable to beneficiaries are \$33,676, of which \$5,604 is current and \$28,072 is long-term. At December 31, 2020, the amounts payable to beneficiaries are \$38,956 of which \$5,280 is current and \$33,676 is long-term. Payable to beneficiaries is the present value of the expected future cash flows to be paid to the beneficiaries.

The principal valuation technique for the split interest agreements is the present value of beneficial interests. As of December 31, 2021 and December 31, 2020 the range of significant input values in the split interest trusts reflected discount rates ranging from 1.2%-4.2% with a payout rate ranging from 5.00%-11.02%. At least annually, management determines if the current valuation techniques used in fair value measurements are still appropriate and evaluates and adjusts the inputs used in the fair value measurements based on current market conditions and third-party information.

Future amounts payable to beneficiaries from charitable gift annuities are as follows:

Year Ended December 31,	Principal	Interest	Total
2022	\$ 5,604	\$ 1,896	\$ 7,500
2023	5,948	1,552	7,500
2024	6,313	1,187	7,500
2025	6,700	800	7,500
2026	7,111	389	7,500
Thereafter	2,000	1,750	3,750
Total	<u>\$ 33,676</u>	<u>\$ 7,574</u>	<u>\$ 41,250</u>

I. Net Assets Without Donor Restrictions:

All net assets without donor restrictions are undesignated. There are no net assets without donor restrictions that have been designated by the governing board for a specific purpose.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

J. Net Assets With Donor Restrictions:

Net assets with donor restrictions consist of the following:

	<u>2021</u>	<u>2020</u>
Purpose Restricted:		
Subject to expenditure for specified purpose		
Departmental funds	\$ 540,891	\$ 754,573
Internal scholarship funds	661,088	848,472
Palomar Promise	701,183	671,993
Steinberg funds	808,940	833,027
Auxillary organization funds	50,800	49,215
Charitable remainder trusts	239,999	215,524
Arboretum Hubbell structure	421,647	45,329
Total Purpose Restricted	<u>3,424,548</u>	<u>3,418,133</u>
Perpetual In Nature:		
Subject to Foundation spending policy and appropriation		
Endowment funds	9,133,858	5,956,513
External scholarship funds	1,215,273	729,838
Total Perpetual In Nature	<u>10,349,131</u>	<u>6,686,351</u>
Total Net Assets With Donor Restrictions	<u><u>\$ 13,773,679</u></u>	<u><u>\$ 10,104,484</u></u>

K. Endowment Funds:

The Foundation's endowments consists of forty one individual funds established by donors to provide annual funding for specific activities and general operations. The Foundation's board of directors has interpreted the California Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the date of the donor-restricted endowment funds, unless there are explicit donor stipulations to the contrary. As of December 31, 2021 and 2020, there were no stipulations.

As a result of this interpretation, the Foundation retains in perpetuity (a) the original value of initial and subsequent gift amounts (including contributions receivable, net of discount and allowance for doubtful accounts) donated to the endowment funds and (b) any accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added. Donor-restricted amounts not retained in perpetuity are subject to appropriation for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. The Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the fund, (2) the purposes of the organization and the donor-restricted endowment fund, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the organization, (7) the investment policies of the organization.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

K. Endowment Funds (Continued):

As of December 31, 2021 and 2020, the Foundation had the following endowment net asset composition by type of fund:

	Without Donor Restrictions	With Donor Restrictions	Total
<u>December 31, 2021</u>			
Board-designated endowment funds	\$ -	\$ -	\$ -
Donor-restricted endowment funds			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by the donor	-	7,569,900	7,569,900
Accumulated investment gains	-	1,563,958	1,563,958
	<u>\$ -</u>	<u>\$ 9,133,858</u>	<u>\$ 9,133,858</u>
<u>December 31, 2020</u>			
Board-designated endowment funds	\$ -	\$ -	\$ -
Donor-restricted endowment funds			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by the donor	-	4,769,900	4,769,900
Accumulated investment gains	-	1,186,613	1,186,613
	<u>\$ -</u>	<u>\$ 5,956,513</u>	<u>\$ 5,956,513</u>

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). We have interpreted UPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. There were no underwater endowments as of December 31, 2021 and December 31, 2020.

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

K. Endowment Funds (Continued):

Investment and Spending Policies

The Foundation has adopted investment and spending policies for the endowments that attempt to provide a predictable stream of funding for operations while seeking to maintain the purchasing power of the endowment assets. Over time, long-term rates of return should be equal to an amount sufficient to maintain the purchasing power of the endowment assets, to provide the necessary capital to fund the spending policy, and to cover the costs of managing the endowment investments. The target minimum rate of return is the Consumer Price Index plus five percent on an annual basis. Actual returns in any given year may vary from this amount. To satisfy this long-term rate-of-return objective, the investment portfolio is structured on a total-return approach through which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). A significant portion of the funds are invested to seek growth of principal over time.

The Foundation uses an endowment spending-rate formula to determine the maximum amount to spend from the endowments, including those endowments deemed to be underwater, each year. The rate, determined and adjusted from time to time by the Board of Directors, is applied to the average fair value of the endowment investments for the prior twelve quarters at December 31 of each year to determine the spending amount for the upcoming year. During 2021 and 2020, the spending rate maximum was 4.5 percent. In establishing this policy, the Foundation considered the long-term expected return on the endowments and set the rate with the objective of maintaining the purchasing power of the endowments over time.

Changes in endowment assets for the years ended December 31, 2021 and 2020 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
<u>Year Ended December 31, 2021</u>			
Endowment net assets, beginning of year	\$ -	\$ 5,956,513	\$ 5,956,513
Investment return, net	-	545,775	545,775
Contributions	-	2,819,130	2,819,130
Appropriation of endowment assets pursuant to spending-rate policy	-	(187,560)	(187,560)
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 9,133,858</u>	<u>\$ 9,133,858</u>
<u>Year Ended December 31, 2020</u>			
Endowment net assets, beginning of year	\$ -	\$ 4,653,184	\$ 4,653,184
Investment return, net	-	419,149	419,149
Contributions	-	1,025,975	1,025,975
Appropriation of endowment assets pursuant to spending-rate policy	-	(141,795)	(141,795)
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 5,956,513</u>	<u>\$ 5,956,513</u>

PALOMAR COLLEGE FOUNDATION
NOTES TO THE FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2021 AND 2020
(Continued)

L. Related Party Transactions:

The District is the primary beneficiary of the Foundation. To assist the Foundation in carrying out its purpose, the Foundation has a master agreement with the District whereby the District provides administrative support to the Foundation. The District pays 100% of the salaries and benefits of the Executive Director, two Development Officers, and the Accountant. In addition, the District provides free use of facilities.

Donated services and facilities for the year ended December 31, 2021 and for the year ended December 31, 2020 was \$621,466 and \$644,296, respectively. These amounts are included as donated services and facilities and as operating expenses in the statements of activities for the years ended December 31, 2021 and 2020.

M. Liquidity and Availability:

The Foundation's 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:

	2021	2020
Cash and Cash Equivalents	\$ 217,603	\$ 257,750
Accounts Receivable	27,131	12,874
Short-Term Investments	1,356,011	1,390,816
Totals	<u>\$ 1,600,745</u>	<u>\$ 1,661,440</u>

The Foundation's endowment funds consist of donor-restricted endowments and income from donor-restricted endowments which is restricted for specific purposes and, therefore, is not available for general expenditure. As part of the Foundation's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Foundation invests cash in excess of daily requirements in short-term investments. As part of the liquidity management plan, the Foundation invests cash in excess of daily requirements in short-term investments, certificates of deposit, and money market funds.

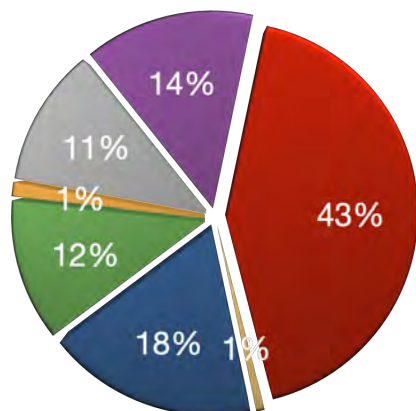


CALM*

*Comets Affordable Learning Materials

SPRING 2022 NEWSLETTER

HEERF GRANT UPDATE



- Statutory Benefits (\$45,695)
- Two Coordinator Stipends 2022-2023 (\$30,000)
- OER Review Grants (\$2,840)
- OER Creation Grants: Chapters (\$28,400)
- OER Creation Grants: Supplemental (\$34,790)
- OER Creation Grants: Textbook (\$106,500)
- OER/ZTC/LTC Training Grants (\$1,775)

In Spring of 2022, CALM was awarded \$250,000 in HEERF funding to provide grants for OER creation, review, and training. That money has been used to support over **30** part-time and full-time faculty members in their journey to affordable learning!

Did you know?

- The purpose of OER is to provide free and accessible materials for teaching and learning purposes.
- HEERF Grant Recipients are required to post and publicly share their materials in an OER format.
- The CALM committee reviews all completed projects.
- Authors of OER materials do not earn royalties. As such, HEERF Grant amounts are less than or equal to industry standards for textbook creation.
- Statutory benefits (i.e., mandatory benefits employers are required by law to provide) must be factored into each grant cycle. The amount is an estimate that depends on individual benefit selection.

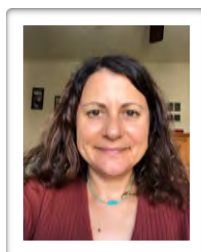
FACULTY SPOTLIGHT



**BILL CARRASCO
& SHAHRZAD ZAHEDI**

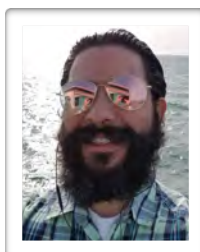
Check out their work [here](#)!

Bill and Shahrzad's OER textbook created with Caren Barnezet Parrish for French was recently adapted for an Italian class at El Camino Community College!



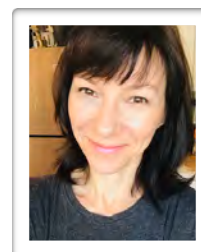
VICKIE MELLOS

Check out her work [here](#)!



LUIS GUERRERO

Check out his work [here](#)!



CANDACE ROSE

Check out her work [here](#)!



Special shoutout to
**ANASTASIA
ZAVODNY**

for her endless energy in promoting and supporting CALM efforts at Palomar!

CONGRATULATIONS TO ALL OF OUR 2021-2022 GRANT PARTICIPANTS!



CALM CANVAS COURSE

Learn more about OER and CALM at Palomar using our new CALM Canvas Course!

CALM Canvas
Course

CALM
Repositories

Palomar OER
Library Guide

SAVE THE DATE

Join us at the Fall 2022 Plenary for professional development sessions to explore CALMed courses





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Spring 2023 Newsletter

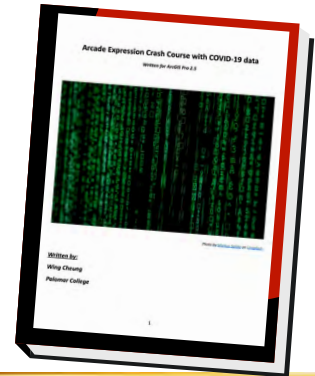


Congratulations
Wing Cheung!

TEXTBOOK SHOWCASE

Faculty
Senate Award
Scholarly and
Professional
Achievement

Wing Cheung



Wing Cheung was recognized by Faculty Senate for his scholarly achievements including his OER creation. **Great job, Wing!**

TEXTBOOKS ARE HYPERLINKED!



Understanding How Geometry Works

A conceptual overview
for educators

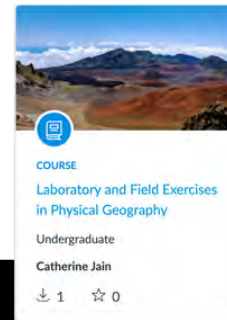
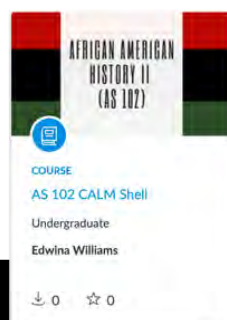
by
Tracy L. Johnston



French OER 1



French OER 2



THAT COULD BE YOU!



CALM has received another grant to continue funding OER training and textbook creation. **This grant will focus on transforming degree and certificate pathways to ZTC.** Keep your eye out for another call for CALM grant opportunities in Fall 2023!



CONGRATULATIONS TO ALL OF OUR HEERF GRANT PARTICIPANTS!

Shannon Andrews • Sonia Brighenti • William J. Carrasco • Carlos Castellanos • Wing Cheung • Stephen Crook • Mike Dudley • Adriana Guillén • Catherine Jain • Tracy Johnston • Michael Lundell • Beatrice Manneh • Kristen Marjanovic • Ken McMullen • Susan Miller • Scott Nelson • Diana Ortiz • Marina Parenti • Tina-Marie Parker • Providenza Scaduto • Weston Titus • Martha Velasco • Edwina Williams • Grady Williams • Elaine Wilson • Shahrzad Zahedi

JOIN OUR TEAM!

2022-2023 CALM COMMITTEE



BILL



ANASTASIA



ALEX



ELAINE



ALYSSA



TAMI



NICOLE



MIKE



TERESA



CHARLES

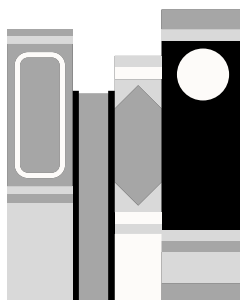
CALM RESOURCES

CALM Repository

Palomar OER Library Guide

OER Commons

Open Textbook Library



Save the Date

Thursday, August 17th

Join us at the Fall 2023 Plenary for professional development sessions to explore CALMed courses and OER options.



CALM*

*Comets Affordable Learning Materials



June 19, 2023

We are honored to have the opportunity to work with a great diversity of communities that are eager to make changes, try innovative means to better respective lifestyles all the while serving as the forefront of socially conscious transportation.

In this, please consider this application to support our efforts to expand in San Diego County specifically in San Marcos...a community leader for its residents.

Signed,

Ed Clancy
President

eclancy@pedalahead.com

ph.# 858-945-2448

Title	Pedal Ahead 501c3, Pedal Ahead	06/20/2023
	by Ed Clancy in San Marcos Community Foundation	id. 41200800
	eclancy@pedalahead.com	

Original Submission	06/20/2023

General Project Information

Please enter your organization's name and project name.	Pedal Ahead 501c3, Pedal Ahead

Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)

Project Name	Pedal Ahead

Project Start Date	9/1/2023

Project End Date	9/30/2024

Date by Which Funds Will Be Expended:	9/30/2024

Total Number of People Served by this Project	125.0

Total Number of People Served by this Project in San Marcos Only	5.0

Grant Amount Requested	10000.0

Organization Details

Organization Name	Pedal Ahead 501c3

Organization Street Address	3468 Adams Avenue

Organization City	San Diego

Organization State	CA
Organization Zip Code	92116
Organization Website	www.pedalaheadsd.org
Organization's EIN	84-4625190 200 Rider Safety Visibility fe303c64-bb64-480e-b044-7f031511f093 11957 Rocos Rd Lakeside CA 92040 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 6/12/2023 12:00:00 AM 6/20/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 6/12/2023 12:00:00 AM 2020 03
Contact Information	
Contact First Name	ED
Contact Last Name	CLANCY
Contact Title	president
Contact Phone	+18589452448
Contact Email	emaclancy@pedalahead.com
Project Details	
Briefly describe your request for funds.	We provide reliable transportation (electric bicycles) to low income individuals to meet daily tasks, appointments, responsibilities in lieu of costly vehicle expenses or length public transportation commutes. This program is a loan to own model meaning participants are obligated to ride a minimal number of mileage - average 3 miles a day or 100 per week, by meeting milestones they gain ownership after a two year period. We collect data to analysis mental, physical, environmental and economic differences in the participants lives.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

We see significant and immediate impact on feelings of freedom and ownership directly on those in our program and indirectly on those witnessing the positive changes. San Marcos community members we wish to serve, the funding request is for up to 5 residents, will have the chance to commute in a way that is enlightening and empowering through our low cost high impact program. Reduced are levels of stress that are associated with the cost of a vehicle, maintenance, gas, state registration fees that are all but forgotten by our participants. Equally money not spent on the mentioned equates to extra savings through the e-bike use.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

We collaborate with numerous county-wide organizations that are equally committed to service those we serve, for example: the YMCA, SANDAG and elected leaders.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

n/a

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

Pedal Ahead is a pioneering public-private partnership achieving solutions for “first-mile, last-mile” mobility issues and breaking down barriers to affordability for alternative transportation. The program is identified as socially conscious transportation with the results defined as enhancing quality of life and lifestyles by working within economically stressed communities where low air quality and limited resources for healthy food choices or basic needs are less attainable. A commuter may have to manage 2.5 hours to travel one way when using public transportation for work, the introduction of personalized use of an e-bike reduces this time 4x which increases the individuals attitude, energy and health through adopting self-sustainable mobility. We've recording stories of pay raises or advanced job opportunities through the display of accountability through time management. Since launching our innovative e-bike loan-to-own program we have delivered over 500 e-bikes to diverse community members who are relying on clean transportation alternatives whereas metrics of miles ridden (+320,000 collectively), reduced emissions (883 metric tons of carbon reduction) have been recorded through proprietary tracking. Over time there have been 2,000 applicants interested in participating in the program while the additional funding will support adding members and support the narrative related to the clean air, advanced opportunities that are experienced one mile at a time. Evan Beau Benko - Member since Nov-2020 “It motivated me to bike more and replace a ton more of my car trips with bike trips. And sometimes transit too. Feel like I’ve gotten to know my community better as well from stopping at local businesses and taking different routes North park, it has allowed me and others to better get to know and get around our community. It’s also made the best use of new infrastructure like bike lanes and bikeways. ” Alan Barbosa - Member since Oct-2020 "This program has helped me in many ways: I ride the bike to and from my work, saving money and making me healthier. I have back pains and the bike rides have helped me with my back pains." I live in the Linda Vista area and I see some improvements on the bike lanes around my area. “ Jo-Anna Mitrano - Member since Oct-2020 "What a wonderful program! I love biking, and this made my life so much easier. I was able to get rid of my car, and now I use transit, biking and walking. I am definitely healthier, and I feel a lot more free!" "I live in the beach/Bay community, and it’s impacted the community Perhaps with the idea that there are more people on bikes and hopefully bike paths will be cleaner and more available" Jennifer Waters - Member since Feb-2022 "Pedal Ahead has been a huge benefit to my financial stability and mental health. As a graduate student, it has been a lifesaver to not have to find a way to continue to be able to afford to continue driving to work with the rising price of gasoline. It also gets me outside more to start and finish my day, and makes my commute to and from work a pleasant experience rather than a chore. I live in Hillcrest, and because I am a member of Pedal Ahead there is one less car on the road trying to get in and out of Hillcrest during peak commuting hours."

Please upload any community letters or media in support of this project.

[Letter_to_Aria_Berliner_-_Mel_Katz.pdf](#)

[TSDF_Support_Letter.pdf](#)

[VCC_Support_Letter.pdf](#)

Please upload the annual operating budget for your organization.

[Operating_Budget_2022-2023_Pedal_Ahead.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[RSV_-_Year_End_2022_Profit_Loss_1.pdf](#)

Please attach the first two pages of your Federal 990.

[Rider_Safety_Visibility_2021_2.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[Letter_in_Support_of_Grant.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **10000.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

Our fundraising is constant in regard to applying to foundations, private philanthropist, governmental agencies equally committed to clean air and equity among our communities. Yes, goals will be met

2022-2023

	Total	
Revenue		
Contributions & Grants		
Individual Contributions		
Contributions		
(Unrestr)	50,000.00	San Diego County
(Restr)		
(Restricted)		
Grants	\$	25,000.00
Fundraising Events		
Fundraising Event #1		
Fundraising Event #2		
Fundraising Event #3		
Total Fundraising Events	\$	0.00
Program Service Revenue		
SANDAG (Gross)	400,000.00	
SDUSD	0.00	
Contracted Service #3:TBD	0.00	
Contracted Service #4: TBD		
Revenue	\$	400,000.00
Total Revenue	\$	425,000.00

Expenditures

Program Expenses		
E-Bikes	285,000.00	
Gear	17,000.00	
Safety Program	350.00	
Materials	800.00	
Total Program Expenses	\$	303,150.00
Promotion	3,500.00	Event Collateral
Media	1,200.00	
Collateral Materials	2,200.00	Digital Ads
Donor Relations	2,000.00	
Community Relations	3,500.00	
Promotion	\$	12,400.00
Meetings	1,000.00	
Conferences/Conventions		
Meetings		
Recognition	1,250.00	
& Meetings	\$	2,250.00
Insurance Expense	2,238.00	
D&O Liability Insurance	800.00	
Truck Insurance	500.00	
Auto Insurance		

Commercial

Total Insurance Expense	\$	3,538.00	
Office Expenses		2,437.00	Furniture
Bank Service Fees		375.00	
Organizational Expense			
General Administrative			
Licenses & Permits		250.00	
Office Supplies		1,880.00	computers/printer
Postage & Shipping		300.00	
Printing/Copying		1,800.00	
Telephone		1,200.00	
Recruitment Expense		2,400.00	
Total Office Expenses	\$	10,642.00	
Rent		20,400.00	
Professional Fees			
Accounting		2,500.00	
Consulting		45,000.00	
Legal		6,000.00	
Total Professional Fees	\$	73,900.00	
Expenses			
Payroll		50,000.00	
Payroll Taxes			
Payroll Admin Expense		2,400.00	
Insurance		1,220.00	
Expenses	\$	53,620.00	
Information Technology			
Website Design/Hosting		2,500.00	
Supplies			
Technology	\$	2,500.00	
Travel			
Transportation		2,000.00	
Accomodation & Meals		2,200.00	
Reimbursement			
Total Travel	\$	4,200.00	
Total Expenditures	\$	466,200.00	

CAPITAL CAMPAIGN

Revenue

Capital Campaign

Expenditures

Expenses

Expense #1

Expense #2

Expense #3
Operational Expenses
Expenses

\$	0.00

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Electric Bicycles cost per bike (5) @\$1600 each</i>	<i>\$8,000.00</i>	
Helmets (5) @\$24 each	120	
Locks (5) @\$50 each	250	
Reflective Vests (5) @36 each	\$130.00	
Training and Rider Safety Support - on-going	\$1,500.00	
Total budget for this PROJECT:		

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Private Donor	\$10,000.00	C
Additional Funding Source 2	SANDAG Pilot Program	\$5,000.00	C
Additional Funding Source 3			
Additional Funding Source 4			
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

2021 TAX RETURN

Client Copy

Client: 19119

Prepared for: RIDER SAFETY VISIBILITY
11957 ROCOSO ROAD
LAKESIDE, CA 92040
(858) 945-2448

Prepared by: ANDRE HELMS
Beach Cities Financial Group
256 Witherspoon Way
El Cajon, CA 92020
(619) 460-1040

Date: October 19, 2022

Comments:

Route to: _____

2021 Exempt Org. Return
prepared for:

RIDER SAFETY VISIBILITY
11957 ROCOSO ROAD
LAKESIDE, CA 92040

Beach Cities Financial Group
256 Witherspoon Way
El Cajon, CA 92020

Beach Cities Financial Group

256 Witherspoon Way
El Cajon, CA 92020
(619) 460-1040

Client 19119
June 29, 2022

RIDER SAFETY VISIBILITY

11957 ROCOSO ROAD
LAKESIDE, CA 92040
(858) 945-2448

PLEASE NOTE

WE ASK THAT ALL WORK BE PAID BEFORE DELIVERY. THERE WILL BE
A CHARGE OF 1.5% PER MONTH FOR UNPAID WORK. WE ACCEPT CASH,
CHECKS, MASTER CARD AND VISA.

FEDERAL FORMS

Form 990	2021 Return of Organization Exempt from Income Tax
Schedule A	Organization Exempt Under Section 501(c)(3)
Schedule O	Supplemental Information
Form 990-T	2021 Exempt Organization Bus. Income Tax Return
Schedule A (990-T)	Schedule A (990-T)
Form 8868 (T)	Application for Extension
Form 8879-TE	IRS e-file Signature Authorization

CALIFORNIA FORMS

Form 199	2021 California Exempt Organization Return
Form 8453-EO	California e-file Return Authorization for Exempt
Form 109	2021 California Exempt Org. Bus. Inc. Tax Return
Form RRF-1	2022 Registration/Renewal Fee Report

FEE SUMMARY

Preparation Fee	\$	300.00
Amount Due	\$	300.00

THANK YOU FOR THE OPPORTUNITY TO ASSIST WITH YOUR TAX AND
OTHER FINANCIAL NEEDS. WE HOPE YOU HAVE A GREAT YEAR.

BCFG

RIDER SAFETY VISIBILITY

84-4625190

	2021	2020	Diff
REVENUE			
Contributions and grants.....	263,383	605,075	-341,692
Investment income.....	0	21	-21
Total revenue.....	263,383	605,096	-341,713
EXPENSES			
Salaries, other compen., emp. benefits...	45,000	120,000	-75,000
Other expenses.....	368,160	302,030	66,130
Total expenses.....	413,160	422,030	-8,870
NET ASSETS OR FUND BALANCES			
Revenue less expenses.....	-149,777	183,066	-332,843
Total assets at end of year.....	33,289	183,066	-149,777
Total liabilities at end of year.....	0	0	0
Net assets/fund balances at end of year.	33,289	183,066	-149,777

	2021	2020	Diff
REVENUE			
Total revenue.....	0	0	0
DEDUCTIONS			
Total deductions.....	0	0	0
TOTAL UNRELATED BUSINESS TAXABLE INCOME			
Specific deduction.....	1,000	1,000	0
Unrelated business taxable income.....	0	0	0
TAX COMPUTATION			
Income tax.....	0	0	0
TAX AND PAYMENTS			
Total tax.....	0	0	0
Total payments and credits.....	0	0	0
REFUND OR AMOUNT DUE			
Tax due.....	0	0	0
Overpayment.....	0	0	0

RIDER SAFETY VISIBILITY

84-4625190

	2021	2020	Diff
RECEIPTS AND REVENUES			
Gross sales or receipts.....	0	21	-21
Gross contributions, gifts, & grants.....	263,383	605,075	-341,692
Total gross receipts.....	263,383	605,096	-341,713
Total costs.....	0	0	0
Total gross income.....	263,383	605,096	-341,713
EXPENSES			
Total expenses.....	413,160	422,030	-8,870
Excess receipts over expenses.....	-149,777	183,066	-332,843
FILING FEE			
Filing fee.....	0	0	0
Balance due.....	0	0	0

	2021	2020	Diff
UNRELATED BUSINESS TAXABLE INCOME			
Unrelated business taxable income.....	0	0	0
TAX COMPUTATION			
Tax.....	0	0	0
Less credits.....	0	0	0
Balance.....	0	0	0
Total tax.....	0	0	0
PAYMENTS			
Total payments.....	0	0	0
REFUND OR AMOUNT DUE			
Total amount due.....	0	0	0

Forms needed for this return

Federal: 990, Sch A, Sch O, 990-T, 8868

California: 199, 8453-EO, e-file Instructions, 109, RRF-1

Tax Rates

<u>Unrelated Business</u>	<u>Marginal</u>	<u>Effective</u>
Federal	0. %	0. %
California	0. %	0. %

Carryovers to 2022

None

The organization's Federal tax return is NOT FINISHED until you complete the following instructions.

Prior to transmission of the return

Form 990

The organization should review their Federal Return along with any accompanying schedules and statements.

Paperless e-file

The organization should read, sign and date the Form 8879-TE, IRS e-file Signature Authorization.

Even Return

No payment is required.

After transmission of the return

Receive acknowledgement of your e-file transmission status.

Within several hours, connect with Lacerte and get your first acknowledgement (ACK) that Lacerte has received your transmission file.

Connect with Lacerte again after 24 and then 48 hours to receive your Federal ACKs.

Keep a signed copy of Form 8879-TE, IRS e-file Signature Authorization in your files for 3 years.

Do not mail:

Form 8879-TE IRS e-file Signature Authorization

The organization's Federal tax return is NOT FINISHED until you complete the following instructions.

Prior to transmission of the return**Form 8868**

No signature is required with Form 8868.

Even Return

No payment is required.

After transmission of the return**Receive acknowledgement of your e-file transmission status.**

Within several hours, connect with Lacerte and get your first acknowledgement (ACK) that Lacerte has received your transmission file.

Connect with Lacerte again after 24 and then 48 hours to receive your Federal ACKs.

The entity's 2021 Federal tax return is NOT FINISHED until you complete the following instructions.

Prior to transmission of the return

Form 990-T

The entity should review their 2021 Federal Exempt Income Tax Return along with any accompanying schedules and statements.

Paperless e-file

The entity should read, sign and date the Form 8879-TE.

Even Return

No payment is required.

After transmission of the return

Receive acknowledgement of your e-file transmission status.

Within several hours, connect with Lacerte and get your first acknowledgement (ACK) that Lacerte has received your transmission file.

Connect with Lacerte again after 24 and then 48 hours to receive your Federal acknowledgements.

Keep a signed copy of Form 8879-TE in your files for 3 years.

The entity's 2021 California tax return is **NOT FINISHED** until you complete the following instructions.

Prior to transmission of the return

Form 199

The entity should review their 2021 California Exempt Income Tax Return along with any accompanying schedules and statements.

Form 8453-EO

The entity should review, sign and date Form 8453-EO prior to e-filing the return.

Even Return

No payment is required.

After transmission of the return

Receive acknowledgement of your e-file transmission status.

Within several hours, connect with Lacerte and get your first acknowledgement (ACK) that Lacerte has received your transmission file.

Connect with Lacerte again after 24 and then 48 hours to receive your California acknowledgements.

Keep a signed copy of Form 8453-EO in your files for 4 years.

Do Not Mail:

Form 8453-EO

Franchise Tax Board, PO Box 942857, Sacramento CA 94257-0531

RIDER SAFETY VISIBILITY

84-4625190

Form 990, Part III, Line 4e
Program Services Totals

	Program Services Total	Form 990	Source
Total Expenses	332,987.	332,987.	Part IX, Line 25, Col. B
Grants	250,000.	0.	Part IX, Lines 1-3, Col. B
Revenue	0.	0.	Part VIII, Line 2, Col. A

Form 990, Part IX, Line 24e
Other Expenses

	(A) Total	(B) Program Services	(C) Management & General	(D) Fundraising
EQUIPMENT RENTAL AND MAINT	989.	989.		
LICENSE, FEES & PERMITS	195.	195.		
OPERATING EXPENSES	13,106.		13,106.	
Postage and Shipping	691.	691.		
Total	\$ 14,981.	\$ 1,875.	\$ 13,106.	\$ 0.

Form **8879-TE****IRS e-file Signature Authorization
for a Tax Exempt Entity**

OMB No. 1545-0047

Department of the Treasury
Internal Revenue Service

For calendar year 2021, or fiscal year beginning _____, 2021, and ending _____, 20____

2021▶ **Do not send to the IRS. Keep for your records.**
▶ **Go to www.irs.gov/Form8879TE for the latest information.**

Name of filer

EIN or SSN

RIDER SAFETY VISIBILITY**84-4625190**

Name and title of officer or person subject to tax

EDWARD M CLANCY JR President & CEO**Part I Type of Return and Return Information**

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a, or 10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b, or 10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a Form 990 check here ☒	b Total revenue , if any (Form 990, Part VIII, column (A), line 12)	1b	<u>263,383.</u>
2a Form 990-EZ check here ☐	b Total revenue , if any (Form 990-EZ, line 9)	2b	
3a Form 1120-POL check here ☐	b Total tax (Form 1120-POL, line 22)	3b	
4a Form 990-PF check here ☐	b Tax based on investment income (Form 990-PF, Part V, line 5)	4b	
5a Form 8868 check here ☐	b Balance due (Form 8868, line 3c)	5b	
6a Form 990-T check here ☐	b Total tax (Form 990-T, Part III, line 4)	6b	
7a Form 4720 check here ☐	b Total tax (Form 4720, Part III, line 1)	7b	
8a Form 5227 check here ☐	b FMV of assets at end of tax year (Form 5227, Item D)	8b	
9a Form 5330 check here ☐	b Tax due (Form 5330, Part II, line 19)	9b	
10a Form 8038-CP check here ☐	b Amount of credit payment requested (Form 8038-CP, Part III, line 22)	10b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____, and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize Beach Cities Financial Group to enter my PIN 19119 as my signature

ERO firm name

Enter five numbers, but
do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ▶

Date ▶

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

3324075555**Do not enter all zeros**

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ ANDRE HELMS

Date ▶

ERO Must Retain This Form – See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Form **8879-TE****IRS e-file Signature Authorization
for a Tax Exempt Entity**

OMB No. 1545-0047

Department of the Treasury
Internal Revenue Service

For calendar year 2021, or fiscal year beginning _____, 2021, and ending _____, 20____

2021▶ **Do not send to the IRS. Keep for your records.**
▶ **Go to www.irs.gov/Form8879TE for the latest information.**

Name of filer

EIN or SSN

RIDER SAFETY VISIBILITY**84-4625190**

Name and title of officer or person subject to tax

EDWARD M CLANCY JR President & CEO**Part I Type of Return and Return Information**

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line **1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a, or 10a** below, and the amount on that line for the return being filed with this form was blank, then leave line **1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b, or 10b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a Form 990 check here	☐	b Total revenue , if any (Form 990, Part VIII, column (A), line 12)	1b _____
2a Form 990-EZ check here	☐	b Total revenue , if any (Form 990-EZ, line 9)	2b _____
3a Form 1120-POL check here	☐	b Total tax (Form 1120-POL, line 22)	3b _____
4a Form 990-PF check here	☐	b Tax based on investment income (Form 990-PF, Part V, line 5)	4b _____
5a Form 8868 check here	☐	b Balance due (Form 8868, line 3c)	5b _____
6a Form 990-T check here	☒	b Total tax (Form 990-T, Part III, line 4)	6b <u>0</u> .
7a Form 4720 check here	☐	b Total tax (Form 4720, Part III, line 1)	7b _____
8a Form 5227 check here	☐	b FMV of assets at end of tax year (Form 5227, Item D)	8b _____
9a Form 5330 check here	☐	b Tax due (Form 5330, Part II, line 19)	9b _____
10a Form 8038-CP check here	☐	b Amount of credit payment requested (Form 8038-CP, Part III, line 22)	10b _____

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above entity or ☐ I am a person subject to tax with respect to (name of entity) _____, (EIN) _____, and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

PIN: check one box only

☒ I authorize Beach Cities Financial Group to enter my PIN 19119 as my signature

ERO firm name

Enter five numbers, but
do not enter all zeros

on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ▶

Date ▶

Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

3324075555**Do not enter all zeros**

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ ANDRE HELMS

Date ▶

ERO Must Retain This Form – See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public
Inspection

A For the 2021 calendar year, or tax year beginning , 2021, and ending , 20											
B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:70%; vertical-align: top;"> C RIDER SAFETY VISIBILITY 11957 ROCOSO ROAD LAKESIDE, CA 92040 </td> <td style="width:30%; vertical-align: top;"> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>D Employer identification number</td> <td>84-4625190</td> </tr> <tr> <td>E Telephone number</td> <td>(858) 945-2448</td> </tr> <tr> <td>G Gross receipts \$</td> <td>263,383.</td> </tr> </table> </td> </tr> <tr> <td colspan="2"> F Name and address of principal officer: Same As C Above </td> </tr> </table>	C RIDER SAFETY VISIBILITY 11957 ROCOSO ROAD LAKESIDE, CA 92040	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>D Employer identification number</td> <td>84-4625190</td> </tr> <tr> <td>E Telephone number</td> <td>(858) 945-2448</td> </tr> <tr> <td>G Gross receipts \$</td> <td>263,383.</td> </tr> </table>	D Employer identification number	84-4625190	E Telephone number	(858) 945-2448	G Gross receipts \$	263,383.	F Name and address of principal officer: Same As C Above	
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L Year of formation: 2020	H(c) Group exemption number ▶										
M State of legal domicile: CA											

Part I Summary			
Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <u>See Schedule O</u>	
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	4
	4	Number of independent voting members of the governing body (Part VI, line 1b)	0
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	0
	6	Total number of volunteers (estimate if necessary)	0
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	0.
	b	Net unrelated business taxable income from Form 990-T, Part I, line 11	0.
Revenue	8	Contributions and grants (Part VIII, line 1h)	605,075.
	9	Program service revenue (Part VIII, line 2g)	
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	21.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	
	12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	605,096.
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)
14		Benefits paid to or for members (Part IX, column (A), line 4)	
15		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	120,000.
16a		Professional fundraising fees (Part IX, column (A), line 11e)	
b		Total fundraising expenses (Part IX, column (D), line 25) ▶	
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	302,030.
18		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	422,030.
19		Revenue less expenses. Subtract line 18 from line 12	183,066.
Net Assets or Fund Balances		20	Total assets (Part X, line 16)
	21	Total liabilities (Part X, line 26)	0.
	22	Net assets or fund balances. Subtract line 21 from line 20	183,066.

Part II Signature Block					
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.					
Sign Here	Signature of officer	Date			
	EDWARD M CLANCY JR	President & CEO			
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☒ if self-employed	PTIN
	ANDRE HELMS	ANDRE HELMS	6/29/22		P01701175
	Firm's name ▶	Firm's EIN ▶			
	Beach Cities Financial Group	46-3886635			
	Firm's address ▶	Phone no.			
	256 Witherspoon Way	(619) 460-1040			
	El Cajon, CA 92020				
May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No					

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒ **X****1** Briefly describe the organization's mission:See Schedule O**2** Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.**4a** (Code:) (Expenses \$ 332,987. including grants of \$ 250,000.) (Revenue \$)Initiated 100+ new community members into the program by provided e-bikesEngaged the Pedal Ahead members in monthly maintenance events for DIY repairs and repair trainingParticipated in diverse community events to share program benefits**4b** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4c** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4d** Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses ▶ 332,987.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If 'Yes,' complete Schedule A	X	
2 Is the organization required to complete Schedule B, Schedule of Contributors? See instructions		X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If 'Yes,' complete Schedule C, Part I		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If 'Yes,' complete Schedule C, Part II		X
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If 'Yes,' complete Schedule C, Part III		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If 'Yes,' complete Schedule D, Part I		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If 'Yes,' complete Schedule D, Part II		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If 'Yes,' complete Schedule D, Part III		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If 'Yes,' complete Schedule D, Part IV		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? If 'Yes,' complete Schedule D, Part V		X
11 If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If 'Yes,' complete Schedule D, Part VI		X
b Did the organization report an amount for investments – other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VII		X
c Did the organization report an amount for investments – program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VIII		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part IX		X
e Did the organization report an amount for other liabilities in Part X, line 25? If 'Yes,' complete Schedule D, Part X		X
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If 'Yes,' complete Schedule D, Part X		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? If 'Yes,' complete Schedule D, Parts XI and XII		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If 'Yes,' complete Schedule F, Parts I and IV		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If 'Yes,' complete Schedule F, Parts II and IV		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If 'Yes,' complete Schedule F, Parts III and IV		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If 'Yes,' complete Schedule G, Part I. See instructions		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If 'Yes,' complete Schedule G, Part II		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If 'Yes,' complete Schedule G, Part III		X
20a Did the organization operate one or more hospital facilities? If 'Yes,' complete Schedule H		X
b If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If 'Yes,' complete Schedule I, Parts I and II		X

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If 'Yes,' complete Schedule I, Parts I and III.</i>		X
23 Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If 'Yes,' complete Schedule J.</i>		X
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25a.</i>		X
24b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
24c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
24d Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If 'Yes,' complete Schedule L, Part I.</i>		X
25b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If 'Yes,' complete Schedule L, Part I.</i>		X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If 'Yes,' complete Schedule L, Part II.</i>		X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If 'Yes,' complete Schedule L, Part III.</i>		X
28 Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If 'Yes,' complete Schedule L, Part IV.</i>		X
b A family member of any individual described in line 28a? <i>If 'Yes,' complete Schedule L, Part IV.</i>		X
c A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If 'Yes,' complete Schedule L, Part IV.</i>		X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If 'Yes,' complete Schedule M.</i>		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If 'Yes,' complete Schedule M.</i>		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If 'Yes,' complete Schedule N, Part I.</i>		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If 'Yes,' complete Schedule N, Part II.</i>		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If 'Yes,' complete Schedule R, Part I.</i>		X
34 Was the organization related to any tax-exempt or taxable entity? <i>If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1.</i>		X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If 'Yes,' complete Schedule R, Part V, line 2.</i>		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If 'Yes,' complete Schedule R, Part V, line 2.</i>		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If 'Yes,' complete Schedule R, Part VI.</i>		X
38 Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note: All Form 990 filers are required to complete Schedule O.	X	

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V. ☐

	Yes	No
1 a Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable.		
b Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable.		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

	Yes	No
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return. 2a 0		
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns? 2b		
Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. See instructions.		
3a Did the organization have unrelated business gross income of \$1,000 or more during the year? 3a		X
b If 'Yes,' has it filed a Form 990-T for this year? If 'No' to line 3b, provide an explanation on Schedule O. 3b		
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? 4a		X
b If 'Yes,' enter the name of the foreign country ▶ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? 5a		X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 5b		X
c If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T? 5c		
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? 6a		X
b If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? 6b		
7 Organizations that may receive deductible contributions under section 170(c).		
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? 7a		X
b If 'Yes,' did the organization notify the donor of the value of the goods or services provided? 7b		
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? 7c		X
d If 'Yes,' indicate the number of Forms 8282 filed during the year. 7d		
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? 7e		X
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? 7f		X
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? 7g		
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? 7h		
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? 8		
9 Sponsoring organizations maintaining donor advised funds.		
a Did the sponsoring organization make any taxable distributions under section 4966? 9a		
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? 9b		
10 Section 501(c)(7) organizations. Enter:		
a Initiation fees and capital contributions included on Part VIII, line 12. 10a		
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities. 10b		
11 Section 501(c)(12) organizations. Enter:		
a Gross income from members or shareholders. 11a		
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) 11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? 12a		
b If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year. 12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.		
a Is the organization licensed to issue qualified health plans in more than one state? 13a		
Note: See the instructions for additional information the organization must report on Schedule O.		
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans. 13b		
c Enter the amount of reserves on hand 13c		
14a Did the organization receive any payments for indoor tanning services during the tax year? 14a		X
b If 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation on Schedule O. 14b		
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? 15		X
If 'Yes,' see the instructions and file Form 4720, Schedule N.		
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? 16		X
If 'Yes,' complete Form 4720, Schedule O.		
17 Section 501(c)(21) organizations. Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? 17		
If 'Yes,' complete Form 6069.		

Part VI Governance, Management, and Disclosure. For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.Check if Schedule O contains a response or note to any line in this Part VI. ☒**Section A. Governing Body and Management**

	Yes	No
1 a Enter the number of voting members of the governing body at the end of the tax year. 1 a 4		
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
b Enter the number of voting members included on line 1a, above, who are independent. 1 b		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? 2		X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person? 3		X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? 4		X
5 Did the organization become aware during the year of a significant diversion of the organization's assets? 5		X
6 Did the organization have members or stockholders? 6		X
7 a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? 7 a		X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? 7 b		X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a The governing body? 8 a		X
b Each committee with authority to act on behalf of the governing body? 8 b		X
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If 'Yes,' provide the names and addresses on Schedule O. 9		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10 a Did the organization have local chapters, branches, or affiliates? 10 a		X
b If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10 b		
11 a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? 11 a		X
b Describe on Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O		
12 a Did the organization have a written conflict of interest policy? If 'No,' go to line 13. 12 a		X
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? 12 b		
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If 'Yes,' describe on Schedule O how this was done. 12 c		
13 Did the organization have a written whistleblower policy? 13		X
14 Did the organization have a written document retention and destruction policy? 14		X
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official. 15 a		X
b Other officers or key employees of the organization. 15 b		X
If 'Yes' to line 15a or 15b, describe the process on Schedule O. See instructions.		
16 a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? 16 a		X
b If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? 16 b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other (explain on Schedule O)

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. See Schedule O

20 State the name, address, and telephone number of the person who possesses the organization's books and records ▶

EDWARD CLANCY 11957 ROCOSO ROAD LAKESIDE CA 92040 (858) 945-2448

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent ContractorsCheck if Schedule O contains a response or note to any line in this Part VII. ☐**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1 a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) EDWARD M CLANCY JR President & CEO	0 0	X						45,000.	0.	0.
(2) KIM MERRILL Secretary	0 0			X				0.	0.	0.
(3) JENNY PARKER Secretary	0 0			X				0.	0.	0.
(4) SEAN SEDGWICK Secretary	0 0			X				0.	0.	0.
(5)										
(6)										
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) _____	_____									
(16) _____	_____									
(17) _____	_____									
(18) _____	_____									
(19) _____	_____									
(20) _____	_____									
(21) _____	_____									
(22) _____	_____									
(23) _____	_____									
(24) _____	_____									
(25) _____	_____									
1 b Subtotal								45,000.	0.	0.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								45,000.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **0**

3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If 'Yes,' complete Schedule J for such individual.*

	Yes	No
3		X
4		X
5		X

4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? *If 'Yes,' complete Schedule J for such individual.*

5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If 'Yes,' complete Schedule J for such person.*

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

Part VIII Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants, and Other Similar Amounts	1 a Federated campaigns	1 a				
	b Membership dues	1 b				
	c Fundraising events	1 c				
	d Related organizations	1 d				
	e Government grants (contributions)	1 e 250,000.				
	f All other contributions, gifts, grants, and similar amounts not included above ...	1 f 13,383.				
	g Noncash contributions included in lines 1a-1f.	1 g				
	h Total. Add lines 1a-1f		263,383.			
	Program Service Revenue	Business Code				
2 a -----						
b -----						
c -----						
d -----						
e -----						
f All other program service revenue.						
g Total. Add lines 2a-2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6 a Gross rents	6 a				
	b Less: rental expenses	6 b				
	c Rental income or (loss)	6 c				
	d Net rental income or (loss)					
	7 a Gross amount from sales of assets other than inventory	7 a				
	b Less: cost or other basis and sales expenses	7 b				
	c Gain or (loss)	7 c				
	d Net gain or (loss)					
	8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	8 a				
	b Less: direct expenses	8 b				
	c Net income or (loss) from fundraising events					
	9 a Gross income from gaming activities. See Part IV, line 19	9 a				
	b Less: direct expenses	9 b				
	c Net income or (loss) from gaming activities					
	10 a Gross sales of inventory, less returns and allowances.	10 a				
	b Less: cost of goods sold.	10 b				
c Net income or (loss) from sales of inventory						
Miscellaneous Revenue	Business Code					
11 a -----						
b -----						
c -----						
d All other revenue						
e Total. Add lines 11a-11d						
12 Total revenue. See instructions		263,383.	0.	0.	0.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX. ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	45,000.	0.	45,000.	0.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9 Other employee benefits.				
10 Payroll taxes.				
11 Fees for services (nonemployees):				
a Management.				
b Legal.	3,375.		3,375.	
c Accounting.	1,250.		1,250.	
d Lobbying.				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees.				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)				
12 Advertising and promotion.	10,292.	10,292.		
13 Office expenses.				
14 Information technology.				
15 Royalties.				
16 Occupancy.				
17 Travel.	3,209.	3,209.		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.				
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.				
23 Insurance.	790.		790.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a BICYCLES AND ACCESSORIES	218,801.	218,801.		
b CONSULTING	84,045.	84,045.		
c FACILITIES AND EQUIPMENT	16,652.		16,652.	
d BICYCLE SERVICE & MAINTENANCE	14,765.	14,765.		
e All other expenses.	14,981.	1,875.	13,106.	
25 Total functional expenses. Add lines 1 through 24e.	413,160.	332,987.	80,173.	0.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720).				

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part X. ☐

		(A) Beginning of year		(B) End of year
Assets	1 Cash — non-interest-bearing	183,066.	1	33,289.
	2 Savings and temporary cash investments		2	
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net		4	
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges		9	
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a		
	b Less: accumulated depreciation	10b		10c
	11 Investments — publicly traded securities		11	
	12 Investments — other securities. See Part IV, line 11		12	
	13 Investments — program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11		15	
16 Total assets. Add lines 1 through 15 (must equal line 33)	183,066.	16	33,289.	
Liabilities	17 Accounts payable and accrued expenses		17	
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26 Total liabilities. Add lines 17 through 25	0.	26	0.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here ☐ and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions		27	
	28 Net assets with donor restrictions		28	
	Organizations that do not follow FASB ASC 958, check here ☒ and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds	183,066.	31	33,289.
	32 Total net assets or fund balances	183,066.	32	33,289.
33 Total liabilities and net assets/fund balances	183,066.	33	33,289.	

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI. ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	263,383.
2	Total expenses (must equal Part IX, column (A), line 25)	2	413,160.
3	Revenue less expenses. Subtract line 2 from line 1	3	-149,777.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	183,066.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	33,289.

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII. ☐

		Yes	No
1	Accounting method used to prepare the Form 990: ☒ Cash ☐ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked 'Other,' explain on Schedule O.		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis		X
2b	Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis		X
2c	If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
3b	If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits		

BAA

TEEA0112L 09/22/21

Form 990 (2021)

SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2021

**Open to Public
Inspection**

Name of the organization

RIDER SAFETY VISIBILITY

Employer identification number

84-4625190

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
- 3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
- 5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
- 10 ☐ An organization that normally receives (1) more than 33-1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33-1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
- a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
- b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
- c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
- d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
- e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations: _____
- g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any 'unusual grants'.)		-1.	-1.	605,075.	263,383.	868,456.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf.						0.
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0.
4 Total. Add lines 1 through 3.	0.	-1.	-1.	605,075.	263,383.	868,456.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f).						0.
6 Public support. Subtract line 5 from line 4.						868,456.

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4.	0.	-1.	-1.	605,075.	263,383.	868,456.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources.						0.
9 Net income from unrelated business activities, whether or not the business is regularly carried on.						0.
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0.
11 Total support. Add lines 7 through 10.						868,456.
12 Gross receipts from related activities, etc. (see instructions).					12	0.
13 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ☒						

Section C. Computation of Public Support Percentage

14 Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f)).	14	%
15 Public support percentage from 2020 Schedule A, Part II, line 14.	15	%
16a 33-1/3% support test—2021. If the organization did not check the box on line 13, and line 14 is 33-1/3% or more, check this box and stop here . The organization qualifies as a publicly supported organization. ☐		
b 33-1/3% support test—2020. If the organization did not check a box on line 13 or 16a, and line 15 is 33-1/3% or more, check this box and stop here . The organization qualifies as a publicly supported organization. ☐		
17a 10%-facts-and-circumstances test—2021. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here . Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization. ☐		
b 10%-facts-and-circumstances test—2020. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here . Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization. ☐		
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions. ☐		

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any 'unusual grants'.)						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose.						
3 Gross receipts from activities that are not an unrelated trade or business under section 513.						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf.						
5 The value of services or facilities furnished by a governmental unit to the organization without charge ...						
6 Total. Add lines 1 through 5. ...						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons.						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year.						
c Add lines 7a and 7b.						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
9 Amounts from line 6.						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources.						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975. ...						
c Add lines 10a and 10b.						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on.						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**. ☐ ▶

Section C. Computation of Public Support Percentage

15 Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f)).	15	%
16 Public support percentage from 2020 Schedule A, Part III, line 15.	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2021 (line 10c, column (f), divided by line 13, column (f)).	17	%
18 Investment income percentage from 2020 Schedule A, Part III, line 17.	18	%

19a 33-1/3% support tests—2021. If the organization did not check the box on line 14, and line 15 is more than 33-1/3%, and line 17 is not more than 33-1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization. ☐ ▶

b 33-1/3% support tests—2020. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33-1/3%, and line 18 is not more than 33-1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization. ☐ ▶

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions. ☐ ▶

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? If 'No,' describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If 'Yes,' explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If 'Yes,' answer lines 3b and 3c below.		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If 'Yes,' describe in Part VI when and how the organization made the determination.		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If 'Yes,' explain in Part VI what controls the organization put in place to ensure such use.		
4a Was any supported organization not organized in the United States ('foreign supported organization')? If 'Yes' and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If 'Yes,' describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If 'Yes,' explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? If 'Yes,' answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI , including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If 'Yes,' provide detail in Part VI .		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If 'Yes,' complete Part I of Schedule L (Form 990).		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? If 'Yes,' complete Part I of Schedule L (Form 990).		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If 'Yes,' provide detail in Part VI .		
b Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If 'Yes,' provide detail in Part VI .		
c Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If 'Yes,' provide detail in Part VI .		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If 'Yes,' answer line 10b below.		
b Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a	
b A family member of a person described on line 11a above?	11b	
c A 35% controlled entity of a person described on line 11a or 11b above? If 'Yes' to line 11a, 11b, or 11c, provide detail in Part VI .	11c	

Section B. Type I Supporting Organizations

	Yes	No
1 Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? If 'No,' describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.	1	
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If 'Yes,' explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.	2	

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If 'No,' describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).	1	

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1	
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If 'No,' explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).	2	
3 By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If 'Yes,' describe in Part VI the role the organization's supported organizations played in this regard.	3	

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).			
a ☐ The organization satisfied the Activities Test. Complete line 2 below.			
b ☐ The organization is the parent of each of its supported organizations. Complete line 3 below.			
c ☐ The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).			
2 Activities Test. Answer lines 2a and 2b below.		Yes	No
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If 'Yes,' then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.	2a		
b Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If 'Yes,' explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.	2b		
3 Parent of Supported Organizations. Answer lines 3a and 3b below.			
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If 'Yes' or 'No,' provide details in Part VI .	3a		
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If 'Yes,' describe in Part VI the role played by the organization in this regard.	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

- 1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C – Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

BAA

Schedule A (Form 990) 2021

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)**Section D – Distributions**

		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required – <i>provide details in Part VI</i>)	5
6	Other distributions (describe in Part VI). See instructions.	6
7	Total annual distributions. Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	8
9	Distributable amount for 2021 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E – Distribution Allocations (see instructions)

	(i) Excess Distributions	(ii) Underdistributions Pre-2021	(iii) Distributable Amount for 2021
1	Distributable amount for 2021 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required – <i>explain in Part VI</i>). See instructions.		
3	Excess distributions carryover, if any, to 2021		
a	From 2016		
b	From 2017		
c	From 2018		
d	From 2019		
e	From 2020		
f	Total of lines 3a through 3e		
g	Applied to underdistributions of prior years		
h	Applied to 2021 distributable amount		
i	Carryover from 2016 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2021 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2021 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, <i>explain in Part VI</i> . See instructions.		
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, <i>explain in Part VI</i> . See instructions.		
7	Excess distributions carryover to 2022. Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2017		
b	Excess from 2018		
c	Excess from 2019		
d	Excess from 2020		
e	Excess from 2021		

BAA

Schedule A (Form 990) 2021

Part VI

Supplemental Information. Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

► Attach to Form 990 or Form 990-EZ.

► Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2021

**Open to Public
Inspection**

RIDER SAFETY VISIBILITY

Employer identification number

84-4625190

Form 990, Part I, Line 1 - Organization Mission or Significant Activities

The Rider Safety Visibility (RSV) initiative works with bicycle dealers, bicycle manufacturers, cycling-gear and cycling apparel companies, cycling enthusiasts, and business and community leaders to drive awareness and education about rider visibility and the latest technologies and best practices around rider visibility.

Form 990, Part III, Line 1 - Organization Mission

The Rider Safety Visibility (RSV) initiative works with bicycle dealers, bicycle manufacturers, cycling-gear and cycling apparel companies, cycling enthusiasts, and business and community leaders to drive awareness and education about rider visibility and the latest technologies and best practices around rider visibility.

Form 990, Part VI, Line 11b - Form 990 Review Process

No review was or will be conducted.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

No other documents available to the public.

**Application for Automatic Extension of Time To File an
Exempt Organization Return**

OMB No. 1545-0047

► **File a separate application for each return.**
 ► **Go to www.irs.gov/Form8868 for the latest information.**

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Type or print File by the due date for filing your return. See instructions.	Name of exempt organization or other filer, see instructions.		Taxpayer identification number (TIN)
	RIDER SAFETY VISIBILITY		84-4625190
	Number, street, and room or suite number. If a P.O. box, see instructions.		
	11957 ROCOSO ROAD		
	City, town or post office, state, and ZIP code. For a foreign address, see instructions.		
	LAKESIDE, CA 92040		

Enter the Return Code for the return that this application is for (file a separate application for each return) **07**

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (section 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12
Form 990-T (corporation)	07		

• The books are in the care of ► EDWARD CLANCY

Telephone No. ► (858) 945-2448 Fax No. ► _____

- If the organization does not have an office or place of business in the United States, check this box ► ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box. ► ☐. If it is for part of the group, check this box ... ► ☐ and attach a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until 11/15, 2022, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

- ☒ calendar year 2021 or
 ► ☐ tax year beginning _____, 20____, and ending _____, 20____.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return
☐ Change in accounting period

3a If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions	3a	\$	0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit	3b	\$	0.
c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions	3c	\$	0.

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-TE and Form 8879-TE for payment instructions.

BAA For Privacy Act and Paperwork Reduction Act Notice, see instructions.

Form **8868** (Rev. 1-2022)

Form **990-T****Exempt Organization Business Income Tax Return**
(and proxy tax under section 6033(e))

OMB No. 1545-0047

2021Department of the Treasury
Internal Revenue Service

For calendar year 2021 or other tax year beginning _____, 2021, and ending _____, _____

▶ Go to **www.irs.gov/Form990T** for instructions and the latest information.

▶ Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

Open to Public Inspection for
501(c)(3) Organizations Only

A ☐ Check box if address changed. B Exempt under section ☒ 501(c)(3) ☐ 408(e) ☐ 220(e) ☐ 408A ☐ 530(a) ☐ 529(a) ☐ 529A	Print or Type	☐ Check box if name changed and see instructions. RIDER SAFETY VISIBILITY 11957 ROCOSO ROAD LAKESIDE, CA 92040	D Employer identification number 84-4625190 E Group exemption number (see instructions) F ☐ Check box if an amended return.
		C Book value of all assets at end of year. ▶ 33,289.	
G Check organization type. ☒ 501(c) corporation ☐ 501(c) trust ☐ 401(a) trust ☐ Other trust			
H Check if filing only to. ☐ Claim credit from Form 8941 ☐ Claim a refund shown on Form 2439			
I Check if a 501(c)(3) organization filing a consolidated return with a 501(c)(2) titleholding corporation. ☐			
J Enter the number of attached Schedules A (Form 990-T). ▶ 1			
K During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidary controlled group? ☐ Yes ☒ No If 'Yes,' enter the name and identifying number of the parent corporation . . . ▶			
L The books are in care of ▶ EDWARD CLANCY 11957 ROCOSO ROAD LAKESIDE CA 92040 Telephone number ▶ (858) 945-2448			

Part I Total Unrelated Business Taxable Income

1 Total of unrelated business taxable income computed from all unrelated trades or businesses (see instructions).	1	0.
2 Reserved.	2	
3 Add lines 1 and 2.	3	0.
4 Charitable contributions (see instructions for limitation rules).	4	
5 Total unrelated business taxable income before net operating losses. Subtract line 4 from line 3.	5	0.
6 Deduction for net operating loss. See instructions.	6	
7 Total of unrelated business taxable income before specific deduction and section 199A deduction. Subtract line 6 from line 5.	7	0.
8 Specific deduction (generally \$1,000, but see instructions for exceptions).	8	1,000.
9 Trusts. Section 199A deduction. See instructions.	9	
10 Total deductions. Add lines 8 and 9.	10	1,000.
11 Unrelated business taxable income. Subtract line 10 from line 7. If line 10 is greater than line 7, enter zero.	11	0.

Part II Tax Computation

1 Organizations taxable as corporations. Multiply Part I, line 11 by 21% (0.21).	1	0.
2 Trusts taxable at trust rates. See instructions for tax computation. Income tax on the amount on Part I, line 11 from: ☐ Tax rate schedule or ☐ Schedule D (Form 1041)	2	
3 Proxy tax. See instructions.	3	
4 Other tax amounts. See instructions.	4	
5 Alternative minimum tax (trusts only).	5	
6 Tax on noncompliant facility income. See instructions.	6	
7 Total. Add lines 3 through 6 to line 1 or 2, whichever applies.	7	0.

BAA For Paperwork Reduction Act Notice, see instructions.

Form **990-T** (2021)

Part III Tax and Payments

1a Foreign tax credit (corporations attach Form 1118; trusts attach Form 1116)...	1a		
b Other credits (see instructions).....	1b		
c General business credit. Attach Form 3800 (see instructions).....	1c		
d Credit for prior year minimum tax (attach Form 8801 or 8827).....	1d		
e Total credits. Add lines 1a through 1d.....	1e		0.
2 Subtract line 1e from Part II, line 7.....	2		0.
3 Other amounts due. Check if from: ☐ Form 4255 ☐ Form 8611 ☐ Form 8697 ☐ Form 8866 ☐ Other (attach statement).....	3		
4 Total tax. Add lines 2 and 3 (see instructions). ☐ Check if includes tax previously deferred under section 1294. Enter tax amount here.....	4		0.
5 Current net 965 tax liability paid from Form 965-A, Part II, column (k).....	5		
6a Payments: A 2020 overpayment credited to 2021.....	6a		
b 2021 estimated tax payments. Check if section 643(g) election applies... ☐	6b		
c Tax deposited with Form 8868.....	6c		
d Foreign organizations: Tax paid or withheld at source (see instructions).....	6d		
e Backup withholding (see instructions).....	6e		
f Credit for small employer health insurance premiums (attach Form 8941).....	6f		
g Other credits, adjustments, and payments: ☐ Form 2439 ☐ Form 4136 ☐ Other _____ Total... ☐	6g		
7 Total payments. Add lines 6a through 6g.....	7		0.
8 Estimated tax penalty (see instructions). Check if Form 2220 is attached..... ☐	8		
9 Tax due. If line 7 is smaller than the total of lines 4, 5, and 8, enter amount owed.....	9		
10 Overpayment. If line 7 is larger than the total of lines 4, 5, and 8, enter amount overpaid.....	10		
11 Enter the amount of line 10 you want: Credited to 2022 estimated tax ☐ Refunded ☐	11		

Part IV Statements Regarding Certain Activities and Other Information (see instructions)

1 At any time during the 2021 calendar year, did the organization have an interest in or a signature or other authority over a financial account (bank, securities, or other) in a foreign country? If 'Yes,' the organization may have to file FinCEN Form 114, Report of Foreign Bank and Financial Accounts. If 'Yes,' enter the name of the foreign country here _____	Yes	No
2 During the tax year, did the organization receive a distribution from, or was it the grantor of, or transferor to, a foreign trust? If "Yes," see instructions for other forms the organization may have to file.		X
3 Enter the amount of tax-exempt interest received or accrued during the tax year..... ☐ \$ 0.		
4 Enter available pre-2018 NOL carryovers here ☐ \$ _____ Do not include any post-2017 NOL carryover shown on Schedule A (Form 990-T). Don't reduce the NOL carryover shown here by any deduction reported on Part I, line 6.		
5 Post-2017 NOL carryovers. Enter available Business Activity Code and post-2017 NOL carryovers. Don't reduce the amounts shown below by any NOL claimed on any Schedule A, Part II, line 17 for the tax year. See instructions.		
Business Activity Code	Available post-2017 NOL carryover	
-----	\$ -----	
-----	\$ -----	
-----	\$ -----	
-----	\$ -----	
6a Did the organization change its method of accounting? (see instructions).....		X
b If 6a is 'Yes', has the organization described the change on Form 990, 990-EZ, 990-PF, or Form 1128? If 'No', explain in Part V.....		

Part V Supplemental Information

Provide the explanation required by Part IV, line 6b. Also, provide any other additional information. See instructions.

Sign Here	Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.			
	Signature of officer _____	Date _____	Title President & CEO	May the IRS discuss this return with the preparer shown below (see instructions)? ☒ Yes ☐ No
Paid Preparer Use Only	Print/Type preparer's name ANDRE HELMS	Preparer's signature ANDRE HELMS	Date 6/29/22	Check ☒ if self-employed
	Firm's name ☐ Beach Cities Financial Group			PTIN P01701175
	Firm's address ☐ 256 Witherspoon Way El Cajon, CA 92020			Firm's EIN ☐ 46-3886635
				Phone no. (619) 460-1040

**SCHEDULE A
(Form 990-T)**

Department of the Treasury
Internal Revenue Service

**Unrelated Business Taxable Income
From an Unrelated Trade or Business**

► Go to www.irs.gov/Form990T for instructions and the latest information.

► Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

OMB No. 1545-0047

2021

Open to Public Inspection for
501(c)(3) Organizations Only

A Name of the organization RIDER SAFETY VISIBILITY	B Employer identification number 84-4625190
C Unrelated business activity code (see instructions) ► 901101	D Sequence: 1 of 1

E Describe the unrelated trade or business ► **INTEREST INCOME**

Part I	Unrelated Trade or Business Income	(A) Income	(B) Expenses	(C) Net
1 a	Gross receipts or sales			
b	Less returns and allowances			
	c Balance ►	1c		
2	Cost of goods sold (Part III, line 8)	2		
3	Gross profit. Subtract line 2 from line 1c	3		
4a	Capital gain net income (attach Sch D (Form 1041 or Form 1120)). See instructions	4a		
b	Net gain (loss) (Form 4797) (attach Form 4797). See instructions	4b		
c	Capital loss deduction for trusts	4c		
5	Income (loss) from a partnership or an S corporation (attach statement)	5		
6	Rent income (Part IV)	6		
7	Unrelated debt-financed income (Part V)	7		
8	Interest, annuities, royalties, and rents from a controlled organization (Part VI)	8		
9	Investment income of section 501(c)(7), (9), or (17) organizations (Part VII)	9		
10	Exploited exempt activity income (Part VIII)	10		
11	Advertising income (Part IX)	11		
12	Other income (see instructions; attach statement)	12		
13	Total. Combine lines 3 through 12	13		

Part II	Deductions Not Taken Elsewhere	See instructions for limitations on deductions. Deductions must be directly connected with the unrelated business income		
1	Compensation of officers, directors, and trustees (Part X)	1		
2	Salaries and wages	2		
3	Repairs and maintenance	3		
4	Bad debts	4		
5	Interest (attach statement). See instructions	5		
6	Taxes and licenses	6		
7	Depreciation (attach Form 4562). See instructions	7		
8	Less depreciation claimed in Part III and elsewhere on return	8a		8b
9	Depletion	9		
10	Contributions to deferred compensation plans	10		
11	Employee benefit programs	11		
12	Excess exempt expenses (Part VIII)	12		
13	Excess readership costs (Part IX)	13		
14	Other deductions (attach statement)	14		
15	Total deductions. Add lines 1 through 14	15		
16	Unrelated business income before net operating loss deduction. Subtract line 15 from Part I, line 13, column (C)	16		
17	Deduction for net operating loss. See instructions	17		
18	Unrelated business taxable income. Subtract line 17 from line 16	18		

BAA For Paperwork Reduction Act Notice, see instructions.

Schedule A (Form **990-T**) 2021

Part III Cost of Goods Sold Enter method of inventory valuation ►

1	Inventory at beginning of year.....	1	
2	Purchases.....	2	
3	Cost of labor.....	3	
4	Additional section 263A costs (attach statement).....	4	
5	Other costs (attach statement).....	5	
6	Total. Add lines 1 through 5.....	6	
7	Inventory at end of year.....	7	
8	Cost of goods sold. Subtract line 7 from line 6. Enter here and in Part I, line 2.....	8	
9	Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization?		☐ Yes ☐ No

Part IV Rent Income (From Real Property and Personal Property Leased with Real Property)

1 Description of property (property street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

	A	B	C	D
2 Rent received or accrued				
a From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%).....				
b From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)				
c Total rents received or accrued by property. Add lines 2a and 2b, columns A through D...				
3 Total rents received or accrued. Add line 2c columns A through D. Enter here and on Part I, line 6, column (A). ►				
4 Deductions directly connected with the income in lines 2(a) and 2(b) (attach statement).....				
5 Total deductions. Add line 4 columns A through D. Enter here and on Part I, line 6, column (B)..... ►				

Part V Unrelated Debt-Financed Income (see instructions)

1 Description of debt-financed property (street address, city, state, ZIP code). Check if a dual-use. See instructions.

A ☐ _____

B ☐ _____

C ☐ _____

D ☐ _____

	A	B	C	D
2 Gross income from or allocable to debt-financed property.....				
3 Deductions directly connected with or allocable to debt-financed property				
a Straight line depreciation (attach statement)				
b Other deductions (attach statement).....				
c Total deductions (add lines 3a and 3b, columns A through D).....				
4 Amount of average acquisition debt on or allocable to debt-financed property (attach statement).....				
5 Average adjusted basis of or allocable to debt-financed property (attach statement)....				
6 Divide line 4 by line 5.....	%	%	%	%
7 Gross income reportable. Multiply line 2 by line 6.				
8 Total gross income (add line 7, columns A through D). Enter here and on Part I, line 7, column (A)..... ►				
9 Allocable deductions. Multiply line 3c by line 6....				
10 Total allocable deductions. Add line 9, columns A through D. Enter here and on Part I, line 7, column (B).... ►				
11 Total dividends-received deductions included in line 10..... ►				

Part VI Interest, Annuities, Royalties, and Rents from Controlled Organizations (see instructions)

1 Name of controlled organization	2 Employer identification number	Exempt Controlled Organizations			
		3 Net unrelated income (loss) (see instructions)	4 Total of specified payments made	5 Part of column 4 that is included in the controlling organization's gross income	6 Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations

7 Taxable income	8 Net unrelated income (loss) (see instructions)	9 Total of specified payments made	10 Part of column 9 that is included in the controlling organization's gross income	11 Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				

Add columns 5 and 10. Enter here and on Part I, line 8, column (A)

Add columns 6 and 11. Enter here and on Part I, line 8, column (B)

Totals

Part VII Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1 Description of income	2 Amount of income	3 Deductions directly connected (attach statement)	4 Set-asides (attach statement)	5 Total deductions and set-asides (add columns 3 and 4)
(1)				
(2)				
(3)				
(4)				
	Add amounts in column 2. Enter here and on Part I, line 9, column (A)			Add amounts in column 5. Enter here and on Part I, line 9, column (B)
Totals				

Part VIII Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1 Description of exploited activity:	
2 Gross unrelated business income from trade or business. Enter here and on Part I, line 10, col (A)	2
3 Expenses directly connected with production of unrelated business income. Enter here and on Part I, line 10, column (B)	3
4 Net income (loss) from unrelated trade or business. Subtract line 3 from line 2. If a gain, complete lines 5 through 7.	4
5 Gross income from activity that is not unrelated business income	5
6 Expenses attributable to income entered on line 5	6
7 Excess exempt expenses. Subtract line 5 from line 6, but do not enter more than the amount on line 4. Enter here and on Part II, line 12	7

BAA

Schedule A (Form 990-T) 2021

Part IX Advertising Income

1 Name(s) of periodical(s). Check box if reporting two or more periodicals on a consolidated basis.

A ☐B ☐C ☐D ☐

Enter amounts for each periodical listed above in the corresponding column.

	A	B	C	D
2 Gross advertising income.....				
a Add columns A through D. Enter here and on Part I, line 11, column (A).....				
3 Direct advertising costs by periodical.....				
a Add columns A through D. Enter here and on Part I, line 11, column (B).....				
4 Advertising gain (loss). Subtract line 3 from line 2. For any column in line 4 showing a gain, complete lines 5 through 8. For any column in line 4 showing a loss or zero, do not complete lines 5 through 7, and enter zero on line 8.				
5 Readership costs				
6 Circulation income.....				
7 Excess readership costs. If line 6 is less than line 5, subtract line 6 from line 5. If line 5 is less than line 6, enter zero.....				
8 Excess readership costs allowed as a deduction. For each column showing a gain on line 4, enter the lesser of line 4 or line 7.....				
a Add line 8, columns A through D. Enter the greater of the line 8a, columns total or zero here and on Part II, line 13.....				

Part X Compensation of Officers, Directors, and Trustees (see instructions)

1 Name	2 Title	3 Percent of time devoted to business	4 Compensation attributable to unrelated business
		%	
		%	
		%	
		%	
Total. Enter here and on Part II, line 1.....			

Part XI Supplemental Information (see instructions)

2021

California Exempt Organization
Annual Information Return

199

Calendar Year 2021 or fiscal year beginning (mm/dd/yyyy) _____, and ending (mm/dd/yyyy) _____.

Corporation/organization name

California corporation number

RIDER SAFETY VISIBILITY

4560970

Additional information. See instructions.

FEIN

84-4625190

Street address (suite or room)

11957 ROCOSO ROAD

PMB no.

City

LAKESIDE

State

CA

Zip code

92040

Foreign country name

Foreign province/state/county

Foreign postal code

- A** First return. ☐ Yes ☒ No
- B** Amended return. ☐ Yes ☒ No
- C** IRC Section 4947(a)(1) trust. ☐ Yes ☒ No
- D** Final information return?
☐ Dissolved ☐ Surrendered (Withdrawn) ☐ Merged/Reorganized
 Enter date: (mm/dd/yyyy) • _____
- E** Check accounting method:
 1 ☒ Cash 2 ☐ Accrual 3 ☐ Other
- F** Federal return filed? 1 • ☒ 990T 2 • ☐ 990-PF 3 • ☐ Sch H (990)
 4 ☐ Other 990 series
- G** Is this a group filing? See instructions. ☐ Yes ☒ No
- H** Is this organization in a group exemption
 If "Yes," what is the parent's name? ☐ Yes ☒ No

- I** Did the organization have any changes to its guidelines
 not reported to the FTB? See instructions. ☐ Yes ☒ No
- J** If exempt under R&TC Section 23701d, has the
 organization engaged in political activities?
 See instructions. ☐ Yes ☒ No
- K** Is the organization exempt under R&TC Section 23701g? ... ☐ Yes ☒ No
 If "Yes," enter the gross receipts from
 nonmember sources. \$ _____
- L** Is the organization a limited liability company? ☐ Yes ☒ No
- M** Did the organization file Form 100 or Form 109 to report
 taxable income? ☐ Yes ☒ No
- N** Is the organization under audit by the IRS or has the IRS
 audited in a prior year? ☐ Yes ☒ No
- O** Is federal Form 1023/1024 pending? ☐ Yes ☐ No
 Date filed with IRS _____

Part I Complete Part I unless not required to file this form. See General Information B and C.

Receipts and Revenues	1	Gross sales or receipts from other sources. From Side 2, Part II, line 8.	1	
	2	Gross dues and assessments from members and affiliates.	2	
	3	Gross contributions, gifts, grants, and similar amounts received.	3	263,383.
	4	Total gross receipts for filing requirement test. Add line 1 through line 3. This line must be completed. If the result is less than \$50,000, see General Information B.	4	263,383.
	5	Cost of goods sold.	5	
	6	Cost or other basis, and sales expenses of assets sold.	6	
	7	Total costs. Add line 5 and line 6.	7	
	8	Total gross income. Subtract line 7 from line 4.	8	263,383.
Expenses	9	Total expenses and disbursements. From Side 2, Part II, line 18.	9	413,160.
	10	Excess of receipts over expenses and disbursements. Subtract line 9 from line 8.	10	-149,777.
Filing Fee	11	Total payments.	11	
	12	Use tax. See General Information K.	12	
	13	Payments balance. If line 11 is more than line 12, subtract line 12 from line 11.	13	
	14	Use tax balance. If line 12 is more than line 11, subtract line 11 from line 12.	14	
	15	Penalties and interest. See General Information J.	15	
	16	Balance due. Add line 12 and line 15. Then subtract line 11 from the result.	16	0.
Sign Here	Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.			
	Signature of officer	Title	Date	Telephone
		PRESIDENT & CEO		(858) 945-2448
Paid Preparer's Use Only	Preparer's signature	Date	Check if self-employed	PTIN
	ANDRE HELMS	6/29/22	☒	P01701175
	Firm's name (or yours, if self-employed) and address	Firm's FEIN		
	BEACH CITIES FINANCIAL GROUP 256 WITHERSPOON WAY EL CAJON, CA 92020	46-3886635		
				Telephone
				(619) 460-1040
May the FTB discuss this return with the preparer shown above? See instructions. ☒ Yes ☐ No				

RIDER SAFETY VISIBILITY
84-4625190
Part II Organizations with gross receipts of more than \$50,000 and private foundations regardless of amount of gross receipts – complete Part II or furnish substitute information.

Receipts from Other Sources	1	Gross sales or receipts from all business activities. See instructions.	•	1	
	2	Interest	•	2	
	3	Dividends	•	3	
	4	Gross rents	•	4	
	5	Gross royalties	•	5	
	6	Gross amount received from sale of assets (See instructions)	•	6	
	7	Other income. Attach schedule.	•	7	
	8	Total gross sales or receipts from other sources. Add line 1 through line 7. Enter here and on Side 1, Part I, line 1.		8	
Expenses and Disbursements	9	Contributions, gifts, grants, and similar amounts paid. Attach schedule.	•	9	
	10	Disbursements to or for members.	•	10	
	11	Compensation of officers, directors, and trustees. Attach schedule. SEE STMT 1	•	11	45,000.
	12	Other salaries and wages.	•	12	
	13	Interest	•	13	
	14	Taxes	•	14	
	15	Rents	•	15	
	16	Depreciation and depletion (See instructions)	•	16	
	17	Other expenses and disbursements. Attach schedule. SEE STATEMENT 2	•	17	368,160.
	18	Total expenses and disbursements. Add line 9 through line 17. Enter here and on Side 1, Part I, line 9.		18	413,160.

Schedule L Balance Sheet		Beginning of taxable year		End of taxable year	
		(a)	(b)	(c)	(d)
Assets					
1	Cash		183,066.	•	33,289.
2	Net accounts receivable			•	
3	Net notes receivable			•	
4	Inventories			•	
5	Federal and state government obligations			•	
6	Investments in other bonds			•	
7	Investments in stock			•	
8	Mortgage loans			•	
9	Other investments. Attach schedule.			•	
10 a	Depreciable assets.				
b	Less accumulated depreciation.				
11	Land			•	
12	Other assets. Attach schedule.			•	
13	Total assets		183,066.		33,289.
Liabilities and net worth					
14	Accounts payable			•	
15	Contributions, gifts, or grants payable			•	
16	Bonds and notes payable			•	
17	Mortgages payable			•	
18	Other liabilities. Attach schedule.				
19	Capital stock or principal fund			•	
20	Paid-in or capital surplus. Attach reconciliation.			•	
21	Retained earnings or income fund.		183,066.	•	33,289.
22	Total liabilities and net worth		183,066.		33,289.

Schedule M-1 Reconciliation of income per books with income per return

Do not complete this schedule if the amount on Schedule L, line 13, column (d), is less than \$50,000.

1	Net income per books	•	7	Income recorded on books this year not included in this return. Attach schedule	•
2	Federal income tax	•	8	Deductions in this return not charged against book income this year. Attach schedule.	•
3	Excess of capital losses over capital gains	•	9	Total. Add line 7 and line 8	
4	Income not recorded on books this year. Attach schedule.	•	10	Net income per return. Subtract line 9 from line 6.	
5	Expenses recorded on books this year not deducted in this return. Attach schedule	•			
6	Total. Add line 1 through line 5.				

RIDER SAFETY VISIBILITY

84-4625190

Statement 1
Form 199, Part II, Line 11
Compensation of Officers, Directors, Trustees and Key Employees

Current Officers:

Name and Address	Title and Average Hours Per Week Devoted	Total Compen- sation	Contri- bution to EBP & DC	Expense Account/ Other
EDWARD M CLANCY JR 11957 ROCOSO ROAD LAKESIDE, CA 92040	President & CEO 0	\$ 45,000.	\$ 0.	\$ 0.
KIM MERRILL 11957 ROCOSO ROAD ,	Secretary 0	0.	0.	0.
JENNY PARKER 11957 ROCOSO ROAD ,	Secretary 0	0.	0.	0.
SEAN SEDGWICK 11957 ROCOSO ROAD ,	Secretary 0	0.	0.	0.
Total		<u>\$ 45,000.</u>	<u>\$ 0.</u>	<u>\$ 0.</u>

Statement 2
Form 199, Part II, Line 17
Other Expenses

Accounting Fees.....	\$ 1,250.
Advertising and Promotion.....	10,292.
BICYCLE SERVICE & MAINTENANCE.....	14,765.
BICYCLES AND ACCESSORIES.....	218,801.
CONSULTING.....	84,045.
EQUIPMENT RENTAL AND MAINT.....	989.
FACILITIES AND EQUIPMENT.....	16,652.
Insurance.....	790.
Legal Fees.....	3,375.
LICENSE, FEES & PERMITS.....	195.
OPERATING EXPENSES.....	13,106.
Postage and Shipping.....	691.
Travel.....	3,209.
Total	<u>\$ 368,160.</u>

2021

California Exempt Organization
Business Income Tax Return

109

Calendar Year 2021 or fiscal year beginning (mm/dd/yyyy) _____, and ending (mm/dd/yyyy) _____

Corporation/Organization name

California corporation number

RIDER SAFETY VISIBILITY

4560970

Additional information. See instructions.

FEIN

84-4625190

Street address (suite/room no.)

11957 ROCOSO ROAD

PMB no.

City (If the corporation has a foreign address, see instructions.)

LAKESIDE

State

CA

ZIP code

92040

Foreign country name

Foreign province/state/county

Foreign postal code

A First return filed? ☐ Yes ☒ NoB Is this an education IRA within the meaning of R&TC Section 23712? ☐ Yes ☒ NoC Is the organization under audit by the IRS or has the IRS audited in a prior year? ☐ Yes ☒ No

D Final return?

☐ Dissolved ☐ Surrendered (Withdrawn) ☐ Merged/Reorganized

Enter date (mm/dd/yyyy) _____

E Amended return? ☐ Yes ☒ NoF Accounting method used: (1) ☒ Cash (2) ☐ Accrual (3) ☐ OtherG Nature of trade or business INTEREST INCOMEH Is the organization a non-exempt charitable trust as described in IRC Section 4947(a)(1)? ☐ Yes ☒ NoI Is this organization claiming any former; Enterprise Zone (EZ), Local Agency Military Base Recovery Area (LAMBRA), Targeted Tax Area (TTA), or Manufacturing Enhancement Area (MEA) tax benefits? ☐ Yes ☒ NoJ Is this organization a qualified pension, profit-sharing, or stock bonus plan as described in IRC Section 401(a)? ☐ Yes ☒ NoK Unrelated Business Activity (UBA) code 901101L Is this a hospital? ☐ Yes ☒ No
If "Yes," attach federal Schedule H (Form 990)

Taxable Corporation	1	Unrelated business taxable income from Side 2, Part II, line 30.	1	0.
	2	Multiply line 1 by the average apportionment percentage _____ % from the Schedule R, Apportionment Formula Worksheet, Part A, line 2 or Part B, line 5. See instructions.	2	
	3	Enter the lesser amount from line 1 or line 2. If the unrelated business activity is wholly in California and Schedule R was not completed, enter the amount from line 1.	3	
Taxable Trust	4	Unrelated business taxable income from Side 2, Part II, line 30.	4	
Tax Computation	5	Unrelated business taxable income from line 3 or line 4.	5	
	6	EZ, LAMBRA, or TTA NOL carryover deduction.	6	
	7	Net Operating Loss deduction. See General Information N.	7	
	8	Add line 6 and line 7.	8	
	9	Net unrelated business taxable income. Subtract line 8 from line 5.	9	
	10	Tax _____ % x line 9. See General Information J.	10	
	11	Tax credits from Schedule B. See instructions.	11	
Total Tax	12	Balance. Subtract line 11 from line 10. If line 11 is greater than line 10, enter -0-.	12	0.
	13	Alternative minimum tax. See General Information O.	13	
Payments	14	Total tax. Add line 12 and line 13.	14	
	15	Overpayment from a prior year allowed as a credit.	15	
	16	2021 estimated tax payments. See instructions.	16	
	17	Withholding (Form 592-B and/or 593). See instructions.	17	
Use Tax/ Tax Due/ Overpayment	18	Amount paid with extension (form FTB 3539).	18	
	19	Total payments and credits. Add line 15 through line 18.	19	
	20	Use tax. See instructions.	20	
	21	Payments balance. If line 19 is more than line 20, subtract line 20 from line 19.	21	
	22	Use tax balance. If line 20 is more than line 19, subtract line 19 from line 20.	22	
	23	Tax due. Subtract line 21 from line 14. Pay entire amount with return. See instructions.	23	
	24	Overpayment. Subtract line 14 from line 21. See instructions.	24	
	25	Enter amount of line 24 to be applied to 2022 estimated tax.	25	

Refund or Amount Due	26 Refund. If line 25 is less than line 24, then subtract line 25 from line 24.	26	
	a Fill in the account information to have the refund directly deposited. Routing number	26a	
	b Type: Checking ☐ Savings ☐ c Account Number.	26c	
	27 Penalties and interest. See General Information M.	27	
	28 ☐ Check if estimate penalty computed using Exception B or C and attach form FTB 5806.		
	29 Total amount due. Add line 22, line 23, line 25, and line 27, then subtract line 24.	29	

Unrelated Business Taxable Income**Part I Unrelated Trade or Business Income**

1 a Gross receipts or gross sales	b Less returns and allowances	c Balance	1c	
2 Cost of goods sold and/or operations (Schedule A, line 7)			2	
3 Gross profit. Subtract line 2 from line 1c			3	
4a Capital gain net income. See Specific Line Instructions — Trusts attach Schedule D (541)			4a	
b Net gain (loss) from Part II, Schedule D-1			4b	
c Capital loss deduction for trusts			4c	
5 Income (or loss) from partnerships, limited liability companies, or S corporations. See Specific Line Instructions. Attach Schedule K-1 (565, 568, or 100S) or similar schedule			5	
6 Rental income (Schedule C)			6	
7 Unrelated debt-financed income (Schedule D)			7	
8 Investment income of an R&TC Section 23701g, 23701i, or 23701n organization (Schedule E)			8	
9 Interest, Annuities, Royalties and Rents from controlled organizations (Schedule F)			9	
10 Exploited exempt activity income (Schedule G)			10	
11 Advertising income (Schedule H, Part III, Column A)			11	
12 Other income. Attach schedule			12	
13 Total unrelated trade or business income. Add line 3 through line 12.			13	

Part II Deductions Not Taken Elsewhere (Except for contributions, deductions must be directly connected with the unrelated business income.)

14 Compensation of officers, directors, and trustees from Schedule I.	14	
15 Salaries and wages	15	
16 Repairs	16	
17 Bad debts	17	
18 Interest. Attach schedule	18	
19 Taxes. Attach schedule	19	
20 Contributions. See instructions and attach schedule.	20	
21 a Depreciation (Corporations and Associations — Schedule J) (Trusts — form FTB 3885F)	21 a	
b Less: depreciation claimed on Schedule A. See instructions	21 b	
22 Depletion. Attach schedule	22	
23 a Contributions to deferred compensation plans	23 a	
b Employee benefit programs. See instructions	23 b	
24 Other deductions. Attach schedule	24	
25 Total deductions. Add line 14 through line 24.	25	
26 Unrelated business taxable income before allowable excess advertising costs. Subtract line 25 from line 13.	26	
27 Excess advertising costs (Schedule H, Part III, Column B)	27	
28 Unrelated business taxable income before specific deduction. Subtract line 27 from line 26.	28	
29 Specific deduction. See instructions.	29	
30 Unrelated business taxable income. Subtract line 29 from line 28. If line 28 is a loss, enter line 28.	30	

Sign Here	Our privacy notice can be found in annual tax booklets or online. Go to ftb.ca.gov/privacy to learn about our privacy policy statement, or go to ftb.ca.gov/forms and search for 1131 to locate FTB 1131 EN-SP, Franchise Tax Board Privacy Notice on Collection. To request this notice by mail, call 800.338.0505 and enter form code 948 when instructed. Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.		
	Signature of officer	Title PRESIDENT & CEO	Date
Paid Preparer's Use Only	Preparer's signature ANDRE HELMS	Date 6/29/22	Check if self-employed ☒
	Firm's name (or yours, if self-employed) and address BEACH CITIES FINANCIAL GROUP 256 WITHERSPOON WAY EL CAJON, CA 92020		Telephone (858) 945-2448
			PTIN P01701175
			Firm's FEIN 46-3886635
		Telephone (619) 460-1040	
May the FTB discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No			

Schedule A Cost of Goods Sold and/or Operations.

Method of inventory valuation (specify) _____

1	Inventory at beginning of year.....	1	
2	Purchases.....	2	
3	Cost of labor..... ●	3	
4a	Additional IRC Section 263A costs. Attach schedule.....	4a	
b	Other costs. Attach schedule..... ●	4b	
5	Total. Add line 1 through line 4b.....	5	
6	Inventory at end of year.....	6	
7	Cost of goods sold and/or operations. Subtract line 6 from line 5. Enter here and on Side 2, Part I, line 2....	7	

Do the rules of IRC Section 263A (with respect to property produced or acquired for resale) apply to this organization? ☐ Yes ☒ No

Schedule B Tax Credits.

1	Enter credit name _____ code ● _____ ●	1	
2	Enter credit name _____ code ● _____ ●	2	
3	Enter credit name _____ code ● _____ ●	3	
4	Total. Add line 1 through line 3. If claiming more than 3 credits, enter the total of all claimed credits, on line 4. Enter here and on Side 1, line 11.....	4	

Schedule K Add-On Taxes or Recapture of Tax. See instructions.

1	Interest computation under the look-back method for completed long-term contracts. Attach form FTB 3834..... ●	1	
2	Interest on tax attributable to installment: a Sales of certain timeshares or residential lots..... ●	2a	
	b Method for non-dealer installment obligations..... ●	2b	
3	IRC Section 197(f)(9)(B)(ii) election to recognize gain on the disposition of intangibles..... ●	3	
4	Credit recapture. Credit name _____ ●	4	
5	Total. Combine the amounts on line 1 through line 4. See instructions.....	5	

Schedule R Apportionment Formula Worksheet. Use only for unrelated trade or business amounts.**Part A. Standard Method – Single-Sales Factor Formula.** Complete this part only if the corporation uses the single-sales factor formula.

	(a) Total within and outside California	(b) Total within California	(c) Percent within California [(b) ÷ (a)] x 100
1 Total sales..... ●	●	●	
2 Apportionment percentage. Divide total sales column (b) by total sales column (a) and multiply the result by 100. Enter the result here and on Form 109, Side 1, line 2.....			●

Part B. Three Factor Formula. Complete this part only if the corporation uses the three-factor formula.

	(a) Total within and outside California	(b) Total within California	(c) Percent within California [(b) ÷ (a)] x 100
1 Property factor: See instructions..... ●	●	●	●
2 Payroll factor: Wages and other compensation of employees..... ●	●	●	●
3 Sales factor: Gross sales and/or receipts less returns and allowances..... ●	●	●	●
4 Total percentage: Add the percentages in column (c).....			
5 Average apportionment percentage: Divide the factor on line 4 by 3 and enter the result here and on Form 109, Side 1, line 2. See instructions for exceptions.....			

Schedule C Rental Income from Real Property and Personal Property Leased with Real Property

For rental income from debt-financed property, use Schedule D, R&TC Section 23701g, Section 23701i, and Section 23701n organizations. See instructions for exceptions.

1	Description of property	2	Rent received or accrued	3	Percentage of rent attributable to personal property
					%
					%
					%
4	Complete if any item in column 3 is more than 50%, or for any item if the rent is determined on the basis of profit or income		5 Complete if any item in column 3 is more than 10%, but not more than 50%		
(a)	Deductions directly connected (attach schedule)	(b)	Income includible, column 2 less column 4(a)	(a)	Gross income reportable, column 2 x column 3
				(b)	Deductions directly connected with personal property (attach schedule)
				(c)	Net income includible, column 5(a) less column 5(b)

Add columns 4(b) and column 5(c). Enter here and on Side 2, Part I, line 6.....

Schedule D Unrelated Debt-Financed Income

1 Description of debt-financed property			2 Gross income from or allocable to debt-financed property	3 Deductions directly connected with or allocable to debt-financed property	
				(a) Straight-line depreciation (attach schedule)	(b) Other deductions (attach schedule)
4 Amount of average acquisition indebtedness on or allocable to debt-financed property (attach schedule)	5 Average adjusted basis of or allocable to debt-financed property (attach schedule)	6 Debt basis percentage, column 4 ÷ column 5	7 Gross income reportable, column 2 x column 6	8 Allocable deductions, total of columns 3(a) and 3(b) x column 6	9 Net income (or loss) includible, column 7 less column 8
		%			
		%			
		%			

Total. Enter here and on Side 2, Part I, line 7.

Schedule E Investment Income of an R&TC Section 23701g, Section 23701i, or Section 23701n Organization

1 Description	2 Amount	3 Deductions directly connected (attach schedule)	4 Net investment income, column 2 less column 3	5 Set-asides (attach schedule)	6 Balance of investment income, column 4 less column 5

Total. Enter here and on Side 2, Part I, line 8.

Enter gross income from members (dues, fees, charges, or similar amounts).

Schedule F Interest, Annuities, Royalties and Rents from Controlled Organizations

		Exempt Controlled Organizations			
1 Name of controlled organizations	2 Employer identification number	3 Net unrelated income (loss)	4 Total of specified payments made	5 Part of column (4) that is included in the controlling organization's gross income	6 Deductions directly connected with income in column (5)
1					
2					
3					

Nonexempt Controlled Organizations

7 Taxable income	8 Net unrelated income (loss)	9 Total of specified payments made	10 Part of column (9) that is included in the controlling organization's gross income	11 Deductions directly connected with income in column (10)
1				
2				
3				
4 Add columns 5 and 10				
5 Add columns 6 and 11				
6 Subtract line 5 from line 4. Enter here and on Side 2, Part I, line 9				

Schedule G Exploited Exempt Activity Income, other than Advertising Income

1 Description of exploited activity (attach schedule if more than one unrelated activity is exploiting the same exempt activity)	2 Gross unrelated business income from trade or business	3 Expenses directly connected with production of unrelated business income	4 Net income from unrelated trade or business, column 2 less column 3	5 Gross income from activity that is not unrelated business income	6 Expenses attributable to column 5	7 Excess exempt expense, column 6 less column 5 but not more than column 4	8 Net income includible, column 4 less column 7 but not less than zero

Total. Enter here and on Side 2, line 10.

Schedule H Advertising Income and Excess Advertising Costs**Part I Income from Periodicals Reported on a Consolidated Basis**

1 Name of periodical	2 Gross advertising income	3 Direct advertising costs	4 Advertising income or excess advertising costs. If column 2 is greater than column 3, complete columns 5, 6, and 7. If column 3 is greater than column 2, enter the excess in Part III, column B(b). Do not complete columns 5, 6, and 7.	5 Circulation income	6 Readership costs	7 If column 5 is greater than column 6, enter the income shown in column 4, in Part III, column A(b). If column 6 is greater than column 5, subtract the sum of column 6 and column 3 from the sum of column 5 and column 2. Enter amount in Part III, column A(b). If the amount is less than zero, enter -0-.
Totals.....						

Part II Income from Periodicals Reported on a Separate Basis

Part III Column A – Net Advertising Income

(a) Enter "consolidated periodical" and/or names of non-consolidated periodicals	(b) Enter total amount from Part I, column 4 or 7, and amount listed in Part II, columns 4 or 7	(a) Enter "consolidated periodical" and/or names of non-consolidated periodicals	(b) Enter total amount from Part I, column 4, and amounts listed in Part II, column 4
Enter total here and on Side 2, Part I, line 11.		Enter total here and on Side 2, Part II, line 27.	

Part III Column B – Excess Advertising Costs**Schedule I Compensation of Officers, Directors, and Trustees**

1 Name of officer	2 SSN or ITIN	3 Title	4 Percent of time devoted to business	5 Compensation attributable to unrelated business	6 Expense account allowances
			%		
			%		
			%		
			%		
			%		
Total. Enter here and on Side 2, Part II, line 14.					

Schedule J Depreciation (Corporations and Associations only. Trusts use form FTB 3885F.)

1 Group and guideline class or description of property	2 Date acquired (dd/mm/yyyy)	3 Cost or other basis	4 Depreciation allowed or allowable in prior years	5 Method of computing depreciation	6 Life or rate	7 Depreciation for this year
1 Total additional first-year depreciation (do not include in items below)						
2 Other depreciation:						
Buildings.....						
Furniture and fixtures.....						
Transportation equipment...						
Machinery and other equipment.....						
Other (specify)						
3 Other depreciation.....						
4 Total.....						
5 Amount of depreciation claimed elsewhere on return.....						
6 Balance. Subtract line 5 from line 4. Enter here and on Side 2, Part II, line 21a.						

STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
(916) 210-6400

WEBSITE ADDRESS:
www.oag.ca.gov/charities



(For Registry Use Only)

ANNUAL REGISTRATION RENEWAL FEE REPORT TO ATTORNEY GENERAL OF CALIFORNIA

Sections 12586 and 12587, California Government Code
11 Cal. Code Regs. sections 301-306, 309, 311, and 312

Failure to submit this report annually no later than four months and fifteen days after the end of the organization's accounting period may result in the loss of tax exemption and the assessment of a minimum tax of \$800, plus interest, and/or fines or filing penalties. Revenue & Taxation Code section 23703; Government Code section 12586.1. IRS extensions will be honored.

RIDER SAFETY VISIBILITY Name of Organization	Check if: ☐ Change of address ☐ Amended report
List all DBAs and names the organization uses or has used 11957 ROCOSO ROAD Address (Number and Street)	State Charity Registration Number _____
LAKE SIDE, CA 92040 City or Town, State, and ZIP Code	Corporation or Organization No. 4560970
(858) 945-2448 Telephone Number	Federal Employer ID No. 84-4625190
EMACLANCY@GMAIL.COM E-mail Address	

ANNUAL REGISTRATION RENEWAL FEE SCHEDULE (11 Cal. Code Regs. sections 301-307, 311, and 312) Make Check Payable to Department of Justice

Total Revenue	Fee	Total Revenue	Fee	Total Revenue	Fee
Less than \$50,000	\$25	Between \$250,001 and \$1 million	\$100	Between \$20,000,001 and \$100 million	\$800
Between \$50,000 and \$100,000	\$50	Between \$1,000,001 and \$5 million	\$200	Between \$100,000,001 and \$500 million	\$1,000
Between \$100,001 and \$250,000	\$75	Between \$5,000,001 and \$20 million	\$400	Greater than \$500 million	\$1,200

PART A – ACTIVITIES

For your most recent full accounting period (beginning 1/01/21 ending 12/31/21) list:

Total Revenue \$ _____
(including noncash contributions) 263,383. Noncash Contributions \$ 0. Total Assets \$ 33,289.

Program Expenses \$ 0. Total Expenses \$ 413,160.

PART B – STATEMENTS REGARDING ORGANIZATION DURING THE PERIOD OF THIS REPORT

Note: All questions must be answered. If you answer "yes" to any of the questions below, you must attach a separate page providing an explanation and details for each "yes" response. Please review RRF-1 instructions for information required.

	Yes	No
1 During this reporting period, were there any contracts, loans, leases or other financial transactions between the organization and any officer, director or trustee thereof, either directly or with an entity in which any such officer, director or trustee had any financial interest?	☐	☒
2 During this reporting period, was there any theft, embezzlement, diversion or misuse of the organization's charitable property or funds?	☐	☒
3 During this reporting period, were any organization funds used to pay any penalty, fine or judgment?	☐	☒
4 During this reporting period, were the services of a commercial fundraiser, fundraising counsel for charitable purposes, or commercial coventurer used?	☐	☒
5 During this reporting period, did the organization receive any governmental funding?	☐	☒
6 During this reporting period, did the organization hold a raffle for charitable purposes?	☐	☒
7 Does the organization conduct a vehicle donation program?	☐	☒
8 Did the organization conduct an independent audit and prepare audited financial statements in accordance with generally accepted accounting principles for this reporting period?	☐	☒
9 At the end of this reporting period, did the organization hold restricted net assets, while reporting negative unrestricted net assets?	☐	☒

I declare under penalty of perjury that I have examined this report, including accompanying documents, and to the best of my knowledge and belief, the content is true, correct and complete, and I am authorized to sign.

EDWARD M CLANCY JR	PRESIDENT & CEO
Signature of Authorized Agent	Title
Printed Name	Date

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2021

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public
Inspection

A For the 2021 calendar year, or tax year beginning , 2021, and ending , 20															
B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:70%; vertical-align: top;"> C RIDER SAFETY VISIBILITY 11957 ROCOSO ROAD LAKESIDE, CA 92040 </td> <td style="width:30%; vertical-align: top;"> D Employer identification number 84-4625190 E Telephone number (858) 945-2448 G Gross receipts \$ 263,383. </td> </tr> <tr> <td colspan="2"> F Name and address of principal officer: Same As C Above </td> </tr> <tr> <td colspan="2"> H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions. </td> </tr> <tr> <td colspan="2"> I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527 </td> </tr> <tr> <td colspan="2"> J Website: ▶ ridersafetyvisibility.com </td> </tr> <tr> <td colspan="2"> K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶ L Year of formation: 2020 M State of legal domicile: CA </td> </tr> <tr> <td colspan="2"> H(c) Group exemption number ▶ </td> </tr> </table>	C RIDER SAFETY VISIBILITY 11957 ROCOSO ROAD LAKESIDE, CA 92040	D Employer identification number 84-4625190 E Telephone number (858) 945-2448 G Gross receipts \$ 263,383.	F Name and address of principal officer: Same As C Above		H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions.		I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527		J Website: ▶ ridersafetyvisibility.com		K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶ L Year of formation: 2020 M State of legal domicile: CA		H(c) Group exemption number ▶	
C RIDER SAFETY VISIBILITY 11957 ROCOSO ROAD LAKESIDE, CA 92040	D Employer identification number 84-4625190 E Telephone number (858) 945-2448 G Gross receipts \$ 263,383.														
F Name and address of principal officer: Same As C Above															
H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions.															
I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527															
J Website: ▶ ridersafetyvisibility.com															
K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶ L Year of formation: 2020 M State of legal domicile: CA															
H(c) Group exemption number ▶															

Part I Summary			
Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <u>See Schedule O</u>	
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	3 4
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4 0
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5 0
	6	Total number of volunteers (estimate if necessary)	6 0
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a 0.
	b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b 0.
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year 605,075. Current Year 263,383.
	9	Program service revenue (Part VIII, line 2g)	
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	21.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	
	12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	605,096. 263,383.
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)
14		Benefits paid to or for members (Part IX, column (A), line 4)	
15		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	120,000. 45,000.
16a		Professional fundraising fees (Part IX, column (A), line 11e)	
b		Total fundraising expenses (Part IX, column (D), line 25) ▶	
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	302,030. 368,160.
18		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	422,030. 413,160.
19		Revenue less expenses. Subtract line 18 from line 12	183,066. -149,777.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year 183,066. End of Year 33,289.
	21	Total liabilities (Part X, line 26)	0. 0.
	22	Net assets or fund balances. Subtract line 21 from line 20	183,066. 33,289.

Part II Signature Block					
Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.					
Sign Here		Signature of officer	Date		
	▶	EDWARD M CLANCY JR		President & CEO	
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☒ if self-employed	PTIN
	ANDRE HELMS	ANDRE HELMS	6/29/22		P01701175
	Firm's name ▶	Beach Cities Financial Group			Firm's EIN ▶
	Firm's address ▶	256 Witherspoon Way El Cajon, CA 92020			Phone no. (619) 460-1040

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

BAA For Paperwork Reduction Act Notice, see the separate instructions. TEEA0101L 09/22/21 Form 990 (2021)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒ **X****1** Briefly describe the organization's mission:See Schedule O**2** Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.**4a** (Code:) (Expenses \$ 332,987. including grants of \$ 250,000.) (Revenue \$)Initiated 100+ new community members into the program by provided e-bikesEngaged the Pedal Ahead members in monthly maintenance events for DIY repairs and repair trainingParticipated in diverse community events to share program benefits**4b** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4c** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4d** Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **▶** 332,987.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If 'Yes,' complete Schedule A	1	X
2 Is the organization required to complete Schedule B, Schedule of Contributors? See instructions	2	X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If 'Yes,' complete Schedule C, Part I	3	X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If 'Yes,' complete Schedule C, Part II	4	X
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If 'Yes,' complete Schedule C, Part III	5	X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If 'Yes,' complete Schedule D, Part I	6	X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If 'Yes,' complete Schedule D, Part II	7	X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If 'Yes,' complete Schedule D, Part III	8	X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If 'Yes,' complete Schedule D, Part IV	9	X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? If 'Yes,' complete Schedule D, Part V	10	X
11 If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If 'Yes,' complete Schedule D, Part VI	11 a	X
b Did the organization report an amount for investments – other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VII	11 b	X
c Did the organization report an amount for investments – program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VIII	11 c	X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part IX	11 d	X
e Did the organization report an amount for other liabilities in Part X, line 25? If 'Yes,' complete Schedule D, Part X	11 e	X
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If 'Yes,' complete Schedule D, Part X	11 f	X
12a Did the organization obtain separate, independent audited financial statements for the tax year? If 'Yes,' complete Schedule D, Parts XI and XII	12a	X
b Was the organization included in consolidated, independent audited financial statements for the tax year? If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E	13	X
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If 'Yes,' complete Schedule F, Parts I and IV	14b	X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If 'Yes,' complete Schedule F, Parts II and IV	15	X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If 'Yes,' complete Schedule F, Parts III and IV	16	X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If 'Yes,' complete Schedule G, Part I. See instructions	17	X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If 'Yes,' complete Schedule G, Part II	18	X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If 'Yes,' complete Schedule G, Part III	19	X
20a Did the organization operate one or more hospital facilities? If 'Yes,' complete Schedule H	20a	X
b If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If 'Yes,' complete Schedule I, Parts I and II	21	X

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If 'Yes,' complete Schedule I, Parts I and III.</i>	22	X
23 Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If 'Yes,' complete Schedule J.</i>	23	X
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25a.</i>	24a	X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?.....	24b	
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?.....	24c	
d Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?.....	24d	
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If 'Yes,' complete Schedule L, Part I.</i>	25a	X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If 'Yes,' complete Schedule L, Part I.</i>	25b	X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If 'Yes,' complete Schedule L, Part II.</i>	26	X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If 'Yes,' complete Schedule L, Part III.</i>	27	X
28 Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If 'Yes,' complete Schedule L, Part IV.</i>	28a	X
b A family member of any individual described in line 28a? <i>If 'Yes,' complete Schedule L, Part IV.</i>	28b	X
c A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If 'Yes,' complete Schedule L, Part IV.</i>	28c	X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If 'Yes,' complete Schedule M.</i>	29	X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If 'Yes,' complete Schedule M.</i>	30	X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If 'Yes,' complete Schedule N, Part I.</i>	31	X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If 'Yes,' complete Schedule N, Part II.</i>	32	X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If 'Yes,' complete Schedule R, Part I.</i>	33	X
34 Was the organization related to any tax-exempt or taxable entity? <i>If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1.</i>	34	X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?.....	35a	X
b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If 'Yes,' complete Schedule R, Part V, line 2.</i>	35b	
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If 'Yes,' complete Schedule R, Part V, line 2.</i>	36	X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If 'Yes,' complete Schedule R, Part VI.</i>	37	X
38 Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note: All Form 990 filers are required to complete Schedule O.	38	X

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V. ☐

	Yes	No
1 a Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable.	1 a	0
b Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable.	1 b	0
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1 c	

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

	Yes	No
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return. 2a 0		
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns? 2b		
Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. See instructions.		
3a Did the organization have unrelated business gross income of \$1,000 or more during the year? 3a		X
b If 'Yes,' has it filed a Form 990-T for this year? If 'No' to line 3b, provide an explanation on Schedule O. 3b		
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? 4a		X
b If 'Yes,' enter the name of the foreign country ▶ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? 5a		X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 5b		X
c If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T? 5c		
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? 6a		X
b If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? 6b		
7 Organizations that may receive deductible contributions under section 170(c).		
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? 7a		X
b If 'Yes,' did the organization notify the donor of the value of the goods or services provided? 7b		
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? 7c		X
d If 'Yes,' indicate the number of Forms 8282 filed during the year. 7d		
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? 7e		X
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? 7f		X
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? 7g		
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? 7h		
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? 8		
9 Sponsoring organizations maintaining donor advised funds.		
a Did the sponsoring organization make any taxable distributions under section 4966? 9a		
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? 9b		
10 Section 501(c)(7) organizations. Enter:		
a Initiation fees and capital contributions included on Part VIII, line 12. 10a		
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities. 10b		
11 Section 501(c)(12) organizations. Enter:		
a Gross income from members or shareholders. 11a		
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) 11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? 12a		
b If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year. 12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.		
a Is the organization licensed to issue qualified health plans in more than one state? 13a		
Note: See the instructions for additional information the organization must report on Schedule O.		
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans. 13b		
c Enter the amount of reserves on hand 13c		
14a Did the organization receive any payments for indoor tanning services during the tax year? 14a		X
b If 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation on Schedule O. 14b		
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? 15		X
If 'Yes,' see the instructions and file Form 4720, Schedule N.		
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? 16		X
If 'Yes,' complete Form 4720, Schedule O.		
17 Section 501(c)(21) organizations. Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953? 17		
If 'Yes,' complete Form 6069.		

Part VI Governance, Management, and Disclosure. For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI. ☒ **X**

Section A. Governing Body and Management

	Yes	No
1 a Enter the number of voting members of the governing body at the end of the tax year. 1 a 4		
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
b Enter the number of voting members included on line 1a, above, who are independent. 1 b		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3	X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	5	X
6 Did the organization have members or stockholders?	6	X
7 a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7 a	X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7 b	X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a The governing body?	8 a	X
b Each committee with authority to act on behalf of the governing body?	8 b	X
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If 'Yes,' provide the names and addresses on Schedule O.	9	X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10 a Did the organization have local chapters, branches, or affiliates?	10 a	X
b If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10 b	
11 a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11 a	X
b Describe on Schedule O the process, if any, used by the organization to review this Form 990. See Schedule O		
12 a Did the organization have a written conflict of interest policy? If 'No,' go to line 13.	12 a	X
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12 b	
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If 'Yes,' describe on Schedule O how this was done.	12 c	
13 Did the organization have a written whistleblower policy?	13	X
14 Did the organization have a written document retention and destruction policy?	14	X
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official.	15 a	X
b Other officers or key employees of the organization.	15 b	X
If 'Yes' to line 15a or 15b, describe the process on Schedule O. See instructions.		
16 a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16 a	X
b If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16 b	

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ None

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☐ Upon request ☐ Other (explain on Schedule O)

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. See Schedule O

20 State the name, address, and telephone number of the person who possesses the organization's books and records ▶

EDWARD CLANCY 11957 ROCOSO ROAD LAKESIDE CA 92040 (858) 945-2448

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent ContractorsCheck if Schedule O contains a response or note to any line in this Part VII. ☐**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1 a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of 'key employee.'
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See the instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) EDWARD M CLANCY JR President & CEO	0 0	X						45,000.	0.	0.
(2) KIM MERRILL Secretary	0 0			X				0.	0.	0.
(3) JENNY PARKER Secretary	0 0			X				0.	0.	0.
(4) SEAN SEDGWICK Secretary	0 0			X				0.	0.	0.
(5)										
(6)										
(7)										
(8)										
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) _____	_____									
(16) _____	_____									
(17) _____	_____									
(18) _____	_____									
(19) _____	_____									
(20) _____	_____									
(21) _____	_____									
(22) _____	_____									
(23) _____	_____									
(24) _____	_____									
(25) _____	_____									
1 b Subtotal								45,000.	0.	0.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								45,000.	0.	0.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **0**

3 Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If 'Yes,' complete Schedule J for such individual.*

	Yes	No
3		X
4		X
5		X

4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? *If 'Yes,' complete Schedule J for such individual.*

5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If 'Yes,' complete Schedule J for such person.*

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

Part VIII Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants, and Other Similar Amounts	1 a Federated campaigns	1 a				
	b Membership dues	1 b				
	c Fundraising events	1 c				
	d Related organizations	1 d				
	e Government grants (contributions)	1 e 250,000.				
	f All other contributions, gifts, grants, and similar amounts not included above ...	1 f 13,383.				
	g Noncash contributions included in lines 1a-1f.	1 g				
	h Total. Add lines 1a-1f		263,383.			
	Program Service Revenue	Business Code				
2 a -----						
b -----						
c -----						
d -----						
e -----						
f All other program service revenue.						
g Total. Add lines 2a-2f						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)					
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6 a Gross rents	6 a				
	b Less: rental expenses	6 b				
	c Rental income or (loss)	6 c				
	d Net rental income or (loss)					
	7 a Gross amount from sales of assets other than inventory	7 a				
	b Less: cost or other basis and sales expenses	7 b				
	c Gain or (loss)	7 c				
	d Net gain or (loss)					
	8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	8 a				
	b Less: direct expenses	8 b				
	c Net income or (loss) from fundraising events					
	9 a Gross income from gaming activities. See Part IV, line 19	9 a				
	b Less: direct expenses	9 b				
	c Net income or (loss) from gaming activities					
	10 a Gross sales of inventory, less returns and allowances.	10 a				
	b Less: cost of goods sold.	10 b				
c Net income or (loss) from sales of inventory						
Miscellaneous Revenue	Business Code					
11 a -----						
b -----						
c -----						
d All other revenue						
e Total. Add lines 11a-11d						
12 Total revenue. See instructions		263,383.	0.	0.	0.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX. ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	45,000.	0.	45,000.	0.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9 Other employee benefits.				
10 Payroll taxes.				
11 Fees for services (nonemployees):				
a Management.				
b Legal.	3,375.		3,375.	
c Accounting.	1,250.		1,250.	
d Lobbying.				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees.				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)				
12 Advertising and promotion.	10,292.	10,292.		
13 Office expenses.				
14 Information technology.				
15 Royalties.				
16 Occupancy.				
17 Travel.	3,209.	3,209.		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.				
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.				
23 Insurance.	790.		790.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a BICYCLES AND ACCESSORIES	218,801.	218,801.		
b CONSULTING	84,045.	84,045.		
c FACILITIES AND EQUIPMENT	16,652.		16,652.	
d BICYCLE SERVICE & MAINTENANCE	14,765.	14,765.		
e All other expenses.	14,981.	1,875.	13,106.	
25 Total functional expenses. Add lines 1 through 24e.	413,160.	332,987.	80,173.	0.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720).				

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part X. ☐

		(A) Beginning of year		(B) End of year
Assets	1 Cash — non-interest-bearing	183,066.	1	33,289.
	2 Savings and temporary cash investments		2	
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net		4	
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges		9	
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a		
	b Less: accumulated depreciation	10b	10c	
	11 Investments — publicly traded securities		11	
	12 Investments — other securities. See Part IV, line 11		12	
	13 Investments — program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11		15	
16 Total assets. Add lines 1 through 15 (must equal line 33)	183,066.	16	33,289.	
Liabilities	17 Accounts payable and accrued expenses		17	
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25	
	26 Total liabilities. Add lines 17 through 25	0.	26	0.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here ☐ and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions		27	
	28 Net assets with donor restrictions		28	
	Organizations that do not follow FASB ASC 958, check here ☒ and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds	183,066.	31	33,289.
	32 Total net assets or fund balances	183,066.	32	33,289.
33 Total liabilities and net assets/fund balances	183,066.	33	33,289.	

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI. ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	263,383.
2	Total expenses (must equal Part IX, column (A), line 25)	2	413,160.
3	Revenue less expenses. Subtract line 2 from line 1	3	-149,777.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	183,066.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	33,289.

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII. ☐

	Yes	No
1 Accounting method used to prepare the Form 990: ☒ Cash ☐ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked 'Other,' explain on Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	X
b Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2b	X
c If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	2c	
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a	X
b If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	3b	

BAA

TEEA0112L 09/22/21

Form 990 (2021)

SCHEDULE A
(Form 990)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2021

**Open to Public
Inspection**

Name of the organization

RIDER SAFETY VISIBILITY

Employer identification number

84-4625190

Part I Reason for Public Charity Status. (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
- 3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
- 5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
- 10 ☐ An organization that normally receives (1) more than 33-1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33-1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
- a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
- b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
- c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
- d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
- e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations: _____
- g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)						
(B)						
(C)						
(D)						
(E)						
Total						

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any 'unusual grants'.)		-1.	-1.	605,075.	263,383.	868,456.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf.						0.
3 The value of services or facilities furnished by a governmental unit to the organization without charge						0.
4 Total. Add lines 1 through 3	0.	-1.	-1.	605,075.	263,383.	868,456.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						0.
6 Public support. Subtract line 5 from line 4						868,456.

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
7 Amounts from line 4	0.	-1.	-1.	605,075.	263,383.	868,456.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						0.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						0.
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						0.
11 Total support. Add lines 7 through 10						868,456.
12 Gross receipts from related activities, etc. (see instructions)					12	0.
13 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ☒						

Section C. Computation of Public Support Percentage

14 Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f))	14	%
15 Public support percentage from 2020 Schedule A, Part II, line 14	15	%
16a 33-1/3% support test—2021. If the organization did not check the box on line 13, and line 14 is 33-1/3% or more, check this box and stop here . The organization qualifies as a publicly supported organization. ☐		
b 33-1/3% support test—2020. If the organization did not check a box on line 13 or 16a, and line 15 is 33-1/3% or more, check this box and stop here . The organization qualifies as a publicly supported organization ☐		
17a 10%-facts-and-circumstances test—2021. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here . Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization. ☐		
b 10%-facts-and-circumstances test—2020. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here . Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ☐		
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . ☐		

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any 'unusual grants'.)						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose.						
3 Gross receipts from activities that are not an unrelated trade or business under section 513.						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf.						
5 The value of services or facilities furnished by a governmental unit to the organization without charge ...						
6 Total. Add lines 1 through 5.						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons.						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year.						
c Add lines 7a and 7b.						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
9 Amounts from line 6.						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources.						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975.						
c Add lines 10a and 10b.						
11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on.						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**☐**Section C. Computation of Public Support Percentage**

15 Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f)).	15	%
16 Public support percentage from 2020 Schedule A, Part III, line 15.	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2021 (line 10c, column (f), divided by line 13, column (f)).	17	%
18 Investment income percentage from 2020 Schedule A, Part III, line 17.	18	%

19a 33-1/3% support tests—2021. If the organization did not check the box on line 14, and line 15 is more than 33-1/3%, and line 17 is not more than 33-1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization. ☐**b 33-1/3% support tests—2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33-1/3%, and line 18 is not more than 33-1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization. ☐**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions. ☐

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If 'No,' describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If 'Yes,' explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If 'Yes,' answer lines 3b and 3c below.</i>		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If 'Yes,' describe in Part VI when and how the organization made the determination.</i>		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If 'Yes,' explain in Part VI what controls the organization put in place to ensure such use.</i>		
4a Was any supported organization not organized in the United States ('foreign supported organization')? <i>If 'Yes' and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If 'Yes,' describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If 'Yes,' explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If 'Yes,' answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If 'Yes,' provide detail in Part VI.</i>		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If 'Yes,' complete Part I of Schedule L (Form 990).</i>		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If 'Yes,' complete Part I of Schedule L (Form 990).</i>		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If 'Yes,' provide detail in Part VI.</i>		
b Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If 'Yes,' provide detail in Part VI.</i>		
c Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If 'Yes,' provide detail in Part VI.</i>		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If 'Yes,' answer line 10b below.</i>		
b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?	11a	
b A family member of a person described on line 11a above?	11b	
c A 35% controlled entity of a person described on line 11a or 11b above? If 'Yes' to line 11a, 11b, or 11c, provide detail in Part VI .	11c	

Section B. Type I Supporting Organizations

	Yes	No
1 Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? If 'No,' describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.	1	
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If 'Yes,' explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.	2	

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If 'No,' describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).	1	

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	1	
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If 'No,' explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).	2	
3 By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If 'Yes,' describe in Part VI the role the organization's supported organizations played in this regard.	3	

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).			
a ☐ The organization satisfied the Activities Test. Complete line 2 below.			
b ☐ The organization is the parent of each of its supported organizations. Complete line 3 below.			
c ☐ The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).			
2 Activities Test. Answer lines 2a and 2b below.		Yes	No
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If 'Yes,' then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.	2a		
b Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If 'Yes,' explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.	2b		
3 Parent of Supported Organizations. Answer lines 3a and 3b below.			
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If 'Yes' or 'No,' provide details in Part VI .	3a		
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If 'Yes,' describe in Part VI the role played by the organization in this regard.	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

- 1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A – Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B – Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C – Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	☐ Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

BAA

Schedule A (Form 990) 2021

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)**Section D – Distributions**

		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required – <i>provide details in Part VI</i>)	5
6	Other distributions (describe in Part VI). See instructions.	6
7	Total annual distributions. Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	8
9	Distributable amount for 2021 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E – Distribution Allocations (see instructions)

	(i) Excess Distributions	(ii) Underdistributions Pre-2021	(iii) Distributable Amount for 2021
1	Distributable amount for 2021 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required – <i>explain in Part VI</i>). See instructions.		
3	Excess distributions carryover, if any, to 2021		
a	From 2016		
b	From 2017		
c	From 2018		
d	From 2019		
e	From 2020		
f	Total of lines 3a through 3e		
g	Applied to underdistributions of prior years		
h	Applied to 2021 distributable amount		
i	Carryover from 2016 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2021 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2021 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, <i>explain in Part VI</i> . See instructions.		
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, <i>explain in Part VI</i> . See instructions.		
7	Excess distributions carryover to 2022. Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2017		
b	Excess from 2018		
c	Excess from 2019		
d	Excess from 2020		
e	Excess from 2021		

BAA

Schedule A (Form 990) 2021

Part VI

Supplemental Information. Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

► Attach to Form 990 or Form 990-EZ.

► Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2021

**Open to Public
Inspection**

Employer identification number

RIDER SAFETY VISIBILITY

84-4625190

Form 990, Part I, Line 1 - Organization Mission or Significant Activities

The Rider Safety Visibility (RSV) initiative works with bicycle dealers, bicycle manufacturers, cycling-gear and cycling apparel companies, cycling enthusiasts, and business and community leaders to drive awareness and education about rider visibility and the latest technologies and best practices around rider visibility.

Form 990, Part III, Line 1 - Organization Mission

The Rider Safety Visibility (RSV) initiative works with bicycle dealers, bicycle manufacturers, cycling-gear and cycling apparel companies, cycling enthusiasts, and business and community leaders to drive awareness and education about rider visibility and the latest technologies and best practices around rider visibility.

Form 990, Part VI, Line 11b - Form 990 Review Process

No review was or will be conducted.

Form 990, Part VI, Line 19 - Other Organization Documents Publicly Available

No other documents available to the public.

Date Accepted _____

DO NOT MAIL THIS FORM TO THE FTB

TAXABLE YEAR

**California e-file Return Authorization for
Exempt Organizations**

FORM

2021**8453-EO**

Exempt Organization name

Identifying number

RIDER SAFETY VISIBILITY

84-4625190

Part I Electronic Return Information (whole dollars only)

1	Total gross receipts (Form 199, line 4)	1	263,383.
2	Total gross income (Form 199, line 8)	2	263,383.
3	Total expenses and disbursements (Form 199, line 9)	3	413,160.

Part II Settle Your Account Electronically for Taxable Year 2021

4 ☐ Electronic funds withdrawal 4a Amount _____ 4b Withdrawal date (mm/dd/yyyy) _____

Part III Banking Information (Have you verified the exempt organization's banking information?)

5 Routing number _____
 6 Account number _____ 7 Type of account: ☐ Checking ☐ Savings

Part IV Declaration of Officer

I authorize the exempt organization's account to be settled as designated in Part II. If I check Part II, box 4, I authorize an electronic funds withdrawal for the amount listed on line 4a.

Under penalties of perjury, I declare that I am an officer of the above exempt organization and that the information I provided to my electronic return originator (ERO), transmitter, or intermediate service provider and the amounts in Part I above agree with the amounts on the corresponding lines of the exempt organization's 2021 California electronic return. To the best of my knowledge and belief, the exempt organization's return is true, correct, and complete. If the exempt organization is filing a balance due return, I understand that if the Franchise Tax Board (FTB) does not receive full and timely payment of the exempt organization's fee liability, the exempt organization will remain liable for the fee liability and all applicable interest and penalties. I authorize the exempt organization return and accompanying schedules and statements be transmitted to the FTB by the ERO, transmitter, or intermediate service provider. **If the processing of the exempt organization's return or refund is delayed, I authorize the FTB to disclose to the ERO or intermediate service provider the reason(s) for the delay.**

**Sign
Here**

Signature of officer

Date

PRESIDENT & CEO

Title

Part V Declaration of Electronic Return Originator (ERO) and Paid Preparer. See instructions.

I declare that I have reviewed the above exempt organization's return and that the entries on form FTB 8453-EO are complete and correct to the best of my knowledge. (If I am only an intermediate service provider, I understand that I am not responsible for reviewing the exempt organization's return. I declare, however, that form FTB 8453-EO accurately reflects the data on the return.) I have obtained the organization officer's signature on form FTB 8453-EO before transmitting this return to the FTB; I have provided the organization officer with a copy of all forms and information that I will file with the FTB, and I have followed all other requirements described in FTB Pub. 1345, 2021 Handbook for Authorized e-file Providers. I will keep form FTB 8453-EO on file for **four** years from the due date of the return or **four** years from the date the exempt organization return is filed, whichever is later, and I will make a copy available to the FTB upon request. If I am also the paid preparer, under penalties of perjury, I declare that I have examined the above exempt organization's return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and complete. I make this declaration based on all information of which I have knowledge.

**ERO
Must
Sign**ERO's
signature

ANDRE HELMS

Date

6/29/22

Check if
also paid
preparer☒Check if
self-
employed☒

ERO's PTIN

P01701175

Firm's name (or yours
if self-employed)
and address

BEACH CITIES FINANCIAL GROUP

256 WITHERSPOON WAY

EL CAJON

Firm's FEIN

46-3886635

CA

ZIP code

92020

Under penalties of perjury, I declare that I have examined the above organization's return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and complete. I make this declaration based on all information of which I have knowledge.

**Paid
Preparer
Must
Sign**Paid
preparer's
signature

Date

Check if
self-employed☐

Paid preparer's PTIN

Firm's name
(or yours if self-
employed) and
address

Firm's FEIN

ZIP code

FTB 8453-EO 2021

Rider Safety Visibility LLC
Profit & Loss
 January through December 2022

	Jan - Dec 22
Ordinary Income/Expense	
Income	
Direct Public Support	327,537.80
Investments	
Interest-Savings, Short-term CD	0.01
Total Investments	0.01
Other Types of Income	
Miscellaneous Revenue	1,650.00
Total Other Types of Income	1,650.00
Total Income	329,187.81
Expense	
Business Expenses	
Bicycle Purchase & Accessories	173,358.97
Bicycle Service & Maintenance	6,580.92
Delivery & Shipping	283.76
License, Fees & Permits	1,190.00
Total Business Expenses	181,413.65
Conference, Convention, Meeting	
Airfare	462.20
Dining	1,431.30
Lodging	262.07
Total Conference, Convention, Meeting	2,155.57
Contract Services	
Accounting Fees	1,350.00
Consulting	30,348.50
Legal Fees	3,000.00
Total Contract Services	34,698.50
Facilities and Equipment	
Rent	25,362.75
Total Facilities and Equipment	25,362.75
Operations	
Adversiting/Marketing	10,361.16
Auto Exp, Fuel & Maintenance	
Fuel	2,658.73
Insurance	803.46
Parking	408.84
Reairs & Maintenance	1,114.19
Total Auto Exp, Fuel & Maintenance	4,985.22
Bank Service Fee	362.00
Books, Subscriptions, Reference	13.44
Charity Event/Donations	116.93
Computer & Software	297.96
Office Staff	24,238.00
Office Supplies	1,172.03
Postage, Mailing Service	764.64
Printing and Copying	1,067.64
Telephone, Telecommunications	1,839.56
Website/Internet Services	2,014.79
Total Operations	47,233.37

3:53 PM

02/14/23

Accrual Basis

Rider Safety Visibility LLC

Profit & Loss

January through December 2022

	Jan - Dec 22
Other Types of Expenses	
Loan Fee	1,500.00
Loan Interest	4,710.22
Insurance - Liability, D and O	1,826.50
Salary Withdrawal	83,500.00
Total Other Types of Expenses	91,536.72
Total Expense	382,400.56
Net Ordinary Income	-53,212.75
Net Income	-53,212.75



Mel Katz
Executive officer
Manpower
1855 First Avenue
San Diego
California 92101
USA
T: +1 619 237 9900
F: +1 619 237 9981
www.manpower-sd.com

May 2, 2022

Aria Berliner
Grantees Liaison
California Air Resources Board
Mobile Source Control Division
P.O. Box 2815
Sacramento, California 95812
Phone: (279) 208-7224
aria.berliner@arb.ca.gov

Re: Recommendation of Pedal Ahead, a program of Rider Safety Visibility 501c (3)

Dear Aria and the California Air Resources Board:

Please accept this letter of recommendation for Pedal Ahead Electric Bicycle program for CARB's Electric Bicycle Incentive Program. I really believe that Pedal Ahead has an excellent program that would encourage adoption of e-bikes by low-income individuals in need of transportation alternatives. I believe the Pedal Ahead program model is what the state is looking for to lead the design of an impactful and effective, scalable statewide program that provides solutions to advance socio-economic challenges.

Through workforce development, and job placement, we are continually looking for ways to eliminate barriers for our communities – mostly of lower economic status, so that they obtain a position in the workforce and are on a clear path to a career and self-sufficiency. Pedal Ahead allows for affordable transportation with the added benefit of contributing to the reduction in traffic, congestion and pollution while reducing our regions carbon footprint.

Thank you for your consideration of Pedal Ahead, a program to get more e-bikes into the hands of people who need them, while impacting communities throughout the state.

Sincerely,

A handwritten signature in blue ink that reads "Mel Katz".

Mel Katz
Executive officer, Manpower
Advisory Committee, Pedal Ahead

BOARD of GOVERNORS**CHAIR**

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Pedro Villegas

PRESIDENT & CEO

Mark A. Stuart, CFRE

May 3, 2022

Aria Berliner, Grantees Liaison
California Air Resources Board
Mobile Source Control Division
P.O. Box 2815
Sacramento, CA 95812Re: Recommendation of Pedal Ahead, a program of Rider Safety
Visibility 501c(3)

Dear Ms. Berliner and the California Air Resources Board:

I am pleased to share The San Diego Foundation's recommendation and support for a grant from CARB's Electric Bicycle Incentive Program to Pedal Ahead Electric Bicycle program.

In June 2020, The San Diego Foundation's COVID-19 Community Response Fund awarded a grant to support their e-Bike Community Incubator program for opportunity youth in one of San Diego County's most economically challenged communities. This funding impacted the lives of 400 low-income residents, providing them with an affordable transportation alternative during the pandemic.

I encourage you to support Pedal Ahead in expanding its work in the region and share how its model can impact change throughout low-income communities across California. Pedal Ahead allows for affordable transportation with the added benefit of contributing to the reduction in traffic, congestion, and pollution.

Thank you for considering Pedal Ahead.

Sincerely,

Mark A. Stuart, CFRE
President & CEO



May 2, 2022

To Whom it may concern,

I am thankful for all the efforts made by Pedal Ahead and their mission to provide E-bikes to underserved communities throughout the state of California. Thus far Pedal Ahead has demonstrated a successful outcome with over three hundred participants.

Additional funding for this program would propel outreach efforts to California's large population of Veterans and multicultural communities. These underserved communities can prosper from both physical health and mental wellness through participation, the benefits they stand to gain via Pedal Ahead is immeasurable.

I support their continued mission and look forward to watching this program grow. Thank you for your time and consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "Amy Richards", is written over a light blue horizontal line.

Amy Richards

Program Director, Vets' Community Connections

Email: amy@vccsandiego.org

Mobile: 1-508-942-7306

June 12, 2023
San Marcos Community Foundation
1 Civic Center Drive,
San Marcos, CA, 92069

Dear Board of the San Marcos Community Foundation,

As the CEO and Founder of TERI, Inc., I approve the submission of this grant application to the San Marcos Community Foundation Endowment Fund. Thank you for your long standing commitment to giving back to our local community. We gratefully submit this request by TERI for a \$7500 community grant in support of the TERI Center for the Arts and Adult Education (CAAE) Program, a core program that focuses behavioral and intellectual development and changes the trajectory of the lives of our special needs students.

Students enrolled in TERI's Center for the Arts and Adult Education (CAAE) are ages 22 and older and have been diagnosed with autism and other intellectual disabilities on the neurodivergent spectrum. These students have aged out of the formal special education system but continue to deserve and require significant developmental support as young adults.

TERI was founded in 1980 to serve individuals with severe disabilities whose needs were not being met by any social service programs. Today, after 43 years of progressive programming experience and growth, the agency serves over 900 kids and adults and their families and employs over 500 staff each year. All TERI programs are all aligned to one inspiring mission: To change the way the world sees, helps, and empowers children and adults with special needs.

In this mission, TERI is currently building a transformational and community-integrated facility at the TERI Campus of Life in San Marcos, a 20-acre resource of sustainably designed space that dramatically expands access to life-changing programs for kids and adults with special needs. This includes the new Zable Foundation Performing Arts and Fine Arts Center, completing in December 2023. This new resource addresses the underserved needs of the intellectually disabled and will triple access to adaptive services and the expressive value of the arts.

We appreciate your consideration and look forward to partnering in our mission to promote a more diverse and inclusive society, celebrating each individual's special gift to the community.

Sincerely,

A handwritten signature in blue ink, appearing to read "Cheryl Kilmer".

Cheryl Kilmer
TERI CEO and Founder
grants@teriinc.org

Title	TERI Inc. - Performing Arts and Fine Arts Programs	06/28/2023
	by Dan DeSaegher in San Marcos Community Foundation	id. 41257743
	251 Airport Road Oceanside, California 92058 California United States 7602904423 grants@teriinc.org	

Original Submission	06/28/2023

General Project Information

Please enter your organization's name and project name.	TERI Inc. - Performing Arts and Fine Arts Programs

Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)

Project Name	TERI's Performing Arts and Fine Arts Programs

Project Start Date	7/1/2023

Project End Date	6/30/2024

Date by Which Funds Will Be Expended:	6/30/2024

Total Number of People Served by this Project	150.0

Total Number of People Served by this Project in San Marcos Only	150.0

Grant Amount Requested	7500.0

Organization Details

Organization Name	TERI Inc.
Organization Street Address	251 Airport Road
Organization City	Oceanside
Organization State	California
Organization Zip Code	92058
Organization Website	https://www.teriinc.org/
Organization's EIN	95-3532129 200 T E R I INC d67e667d-4b11-46d5-8436-0297b87061b4 251 Airport Rd. Oceanside CA 92058 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 3/13/2023 12:00:00 AM 4/10/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 3/13/2023 12:00:00 AM 1996 09
Contact Information	
Contact First Name	Dan
Contact Last Name	DeSaegher
Contact Title	Chief Development Officer
Contact Phone	+17602904423
Contact Email	grants@teriinc.org
Project Details	

Briefly describe your request for funds.

In alignment with the San Marcos Community Foundation's focus on enriching the quality of life through education and the arts, a generous grant of \$7500 will immediately expand access to the TERI Performing Arts and Fine Arts programs in San Marcos, one of San Diego's most effective education and enrichment programs for kids and adults with autism and neurodiverse disabilities. TERI's Center for the Arts and Adult Education (CAAE) uses adaptive arts curriculums customized to each individual's personal progress plan to build a unique foundation for self-expression, new behavioral and social skills, and a vital sense of community that greatly enhances their quality of life. Today, TERI's CAAE serves 150 individuals with neurodevelopmental disabilities, including autism spectrum disorder, cerebral palsy, and others. TERI is expanding the Campus of Life in San Marcos, a transformational venue for adaptive Performing Arts and Special Education, all integrated for engagement with the local San Marcos community. Today's facility has a waitlist. Your grant for programming at the new Performing Arts Center directly elevates TERI's initiative to triple program capacity for underserved families in the special needs community, opening access to over 330 additional individuals annually, 82% of whom fall below the federal poverty level.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

Now more than ever, there is a critical need for innovative, integrative services for those with special needs, regardless of age or life stage. California's special needs and autistic population continues to grow at an alarming rate, while the gap in adaptive services and special educational opportunities for this underserved community continues to expand. According to the California Disability Services Association, 66% of providers engaged in direct services for children and adults with a disability are turning away new referrals due to insufficient staffing or programming. Many youth and adults today are without access to arts and enrichment education, limiting the development of creative expression, cultural understanding, social connections, and important life skills, all with negative consequences. Arts and enrichment opportunities are a crucial program element for special needs individuals who already face barriers in their physical, cognitive, and emotional development. Participating in the arts opens new doors of expression for individuals with developmental disabilities. TERI's arts and enrichment programming provides numerous benefits to 150 individuals with developmental disabilities, including San Marcos residents, such as improved social skills, increased self-expression, enhanced cognitive and motor skills, improved emotional well-being, and increased cultural awareness.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

TERI celebrates collaboration with major San Marcos partnerships: Mayor Rebecca Jones, County Supervisor Jim Desmond, City Chamber of Commerce, Oceanside and San Marcos Police, and CSU San Marcos.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

TERI gratefully received ARPA gifts for residential home repairs and an outdoor fitness court, improving residents' living environment and community wellness, and several mini-grants prior to 2016.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

TERI Inc's mission is to change the way the world sees, helps, and empowers individuals with special needs. Established in 1980, TERI Inc (Training Education and Resource Institute) is a 501(c)(3) non-profit organization based in San Diego County. For 43 years, TERI has been a leading innovator and direct service provider for children, adults, and seniors with mild to severe intellectual and developmental disabilities in San Diego County. TERI is committed to ensuring that every person, regardless of ability, has value and the right to discover and express their unique strengths and positive contribution to the greater community. Unique in the industry, TERI is fluent in addressing the complex life span of neurodiverse support, building individualized plans across the full spectrum of developmental, behavioral, and educational needs. Governed by a six-member board of directors, over 500 TERI staff provide an extensive array of lifespan enrichment options across the full spectrum of disabilities, empowering over 900 kids and adults in 20 choice-based and individualized programs. These programs fall under six primary pillars of care, including: Special Needs Education Residential Group Homes Arts & Enrichment Programs Family Training & Special Services Vocational Training and Internships Sustainable Social Enterprises TERI programs offer a broad spectrum of services and care options, all featuring individualized support and inclusive engagement with each other and the local community. Participants of all ages with special needs discover and

develop their self-expression, behaviors, strengths, and progress in the skills and options to live their most purposeful and fulfilling life.

TERI's Goal: Expanding Services through The Campus of Life

Launched in 2012, TERI aimed to expand the capacity of its programs and widen opportunities for individuals across the special needs community through a four-phase, 10-building, 20-acre Campus of Life project. Through its Campus of Life, TERI will expand services to address the growing need, bringing children and adults with special needs together with the neighboring community. TERI is currently in Phase 3 of construction which will result in a comprehensive TERI facility with seamless and inclusive person-centered services. Two of these buildings – The Zable Performing Arts and Fine Arts Center—and its 208-seat Bornemann Theater will enable TERI to increase support from 150 students currently served to over 330 additional individuals annually, 82% of whom fall below the federal poverty level. This expansion is crucial as there is currently a waitlist of over 60 special needs individuals due to limited capacity. A number of buildings within the Campus of Life are already open for services; upon full completion of construction, expected in 2026, TERI's capacity will triple, expanding services across the full spectrum of neurodiverse needs, improving inclusion and integration, and serving as a national beacon for of innovation and impact for persons with special needs. The project design incorporates leading approaches to sustainability including clean, renewable energy, and water preservation. The total fundraising goal is \$47 million for the Campus of Life and 74% has been secured to date. TERI has secured 95% of the \$13 million Performing and Fine Arts Center and is actively seeking philanthropic sources to complete this phase of the campaign. This Campus of Life plan will fill a significant gap in access to services while also opening new adaptive vocational opportunities that do not currently exist. The campus will reach an additional 1,800 people in need each year and serve as a beacon of excellence in providing inclusive, individualized options and life-long support to the special needs community.

Achievements & Track Record

In addition to direct services, TERI is a recognized model program in California that conducts statewide training, develops resource materials, advocates for individuals with developmental disabilities, and has a rich history of leadership and innovation in the special needs community. TERI's recent accomplishments include joining the board of the International Association for the Scientific Study of Intellectual Disabilities (IASSID) and conducting collaborative research with renowned institutions. TERI has also implemented organic farming practices to support health and wellness, established partnerships in Asia for music therapy training, and hosted tours for service providers from multiple international regions. Additionally, the organization has expanded its focus and gained approval to offer two new services, Supported Living Residential Services and Early Intervention Services for individuals from birth to age three. Since 2002, TERI has achieved numerous thought-leadership milestones, conducting research studies, creating and presenting best practices at national levels, establishing the International Association for Life Quality, expanding residential services, and contributing to publications and disability advocacy

efforts statewide. These accomplishments continue and include testimonials from individuals and families that have been transformed by TERI's services and support, which will be included in an attachment.

Please upload any community letters or media in support of this project.

[TERI_Success_Stories.pdf](#)

[San_Marcos_Multimillion-Dollar_'Campus_of_Life'_Expansion_to_Serve_Special-Needs_Clients_-_NBC_7_San_Diego.pdf](#)

Please upload the annual operating budget for your organization.

[2022_2023_TERI_BudgetConsolidated.pdf](#)

[2023_03_PAC_Construction_Budget_Worksheet_Freeberg.pdf](#)

[Dept_Budget_CAAE_202223_Budget.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[2021_0630_TERI_Audit.pdf](#)

Please attach the first two pages of your Federal 990.

[TERI_2021_990_1.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

[2023_06_San_Marcos_Comm_Grant_submittal_KILMER.pdf](#)

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **3835735.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **n/a**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

Long ago, TERI committed to raising philanthropic funds to ensure the highest quality of adaptive service. We value local partners like SMCF and are grateful to be a partner in this community.

TERI Inc
Budgeted Statement of Revenue and Expense
For the Fiscal Year Ending June 30, 2023

Consolidated

	Total
Revenues	
Residential	
Medi-Cal	7,843,500
Share of Cost	541,878
HUD Rental	592,996
Tenant Rental Fee's	155,733
Total Residential	9,134,107
Day Programs	
Private Pay - Out of Home Respite	1,862
Applied Behavior Analysis Revenue	3,015,797
ABA Contractual Agreements	(1,192,427)
Private Pay - Equestrian	3,360
Speech Therapy	217,709
Speech Therapy-Contractual Agreement	(4,851)
Community Based Training - RC	1,623,568
Behavior Management - RC	1,760,943
Choices for Adult Learning - RC	1,816,726
Learning Academy - NPS	3,454,392
Country School Tuition - NPS	1,595,728
Transportation - RC	587,660
Life Coaching Tuition	57,500
In Home Respite - RC	682,405
In Home Respite Mileage - RC	77,804
Out of Home Respite - RC	166,893
Gross Shop Sales	299,415
Internal Shop Sales	5,585
Total Day Programs	14,170,068
Fundraising/Donations	
Annual	
Annual	144,875
Annual-Sustaining	825,000
Annual-Grants	350,000
Annual Total	1,319,875
Capital	
Capital	50,000
Capital Grants	25,000
Capital Total	75,000
Campus	
Campus	240,000
Campus Total	240,000
Total Fundraising/Donations	1,634,875
Other Income	
Interdepartmental Revenue	47,940
Agricultural Income	194,738
Culinary Income	540,222
Intern Revenue	62,125
Other Income	333,585

TERI Inc
 Budgeted Statement of Revenue and Expense
 For the Fiscal Year Ending June 30, 2023

Consolidated

	Total
Gain or Loss on Asset Disposal	10,000
Total Other Income	1,188,611
Total Revenues	26,127,661
Expenses	
Administrative	
Auditing Services	68,000
Bank and Credit Card Fees	62,030
Business Taxes & License Fees	146,636
Business Promotion	43,896
Information Systems	371,730
HUD Consulting Fees	7,200
Management Fee Expense	42,480
Interest & Penalties	15,696
Quality Assurance Fee	370,232
Legal Fees	20,004
Life Insurance	9,485
Postage	4,236
Printing	10,152
Seminars, Conferences & Meetings	34,020
Travel & Mileage	4,212
Total Administrative	1,210,009
Program Expenses	
Auto Allowance	253,756
Client Activities	38,316
Medications	58,310
Haircuts	828
Depreciation	1,079,112
Dietician	75,251
Food	339,462
Linen and Laundry	468
Household Supplies	119,076
Minor Equipment and Small Appliance	138,785
Insurance	204,571
Property Rental	836,810
Advertising	115,947
Dues and Subscriptions	53,904
Employee Physicals	35,314
Equipment Rental	35,347
Drug Testing	11,453
Fingerprinting and Class B License	27,145
Office Supplies	31,903
Outside Services	348,838
DIS Services	58,800
Pharmacist	1,296
Program Supplies	218,648
Cost of Goods Sold	287,176

TERI Inc
 Budgeted Statement of Revenue and Expense
 For the Fiscal Year Ending June 30, 2023

Consolidated

	<u>Total</u>
Property Taxes	7,262
Psychologist	21,000
Recreational Therapist	3,180
Repair and Maintenance	133,409
Telephone	173,449
Exterminator	22,548
Landscaping	149,233
Cleaning, floors, windows	209,628
Security	6,288
Trash	26,184
Utilities-Electric	163,620
Utilities-Gas	36,492
Water	87,456
Vehicle Gas & Oil	255,024
Vehicle Insurance	80,000
Vehicle Interest	12,888
Vehicle License	23,078
Vehicle Repair and Maintenance	130,404
Client Vocational Services	18,148
Total Program Expenses	<u>5,929,808</u>
Wages	
Administrative Salaries	2,702,380
Admin Overtime	15,996
QMRP/Supv Salaries	2,586,159
QMRP/Supv Overtime	10,080
Aides Wages	8,212,367
Aides Overtime	1,095,351
Transportation	413,339
Transportation OT	6,551
Maintenance	324,562
Maintenance OT	52,706
Other Wages	988,939
Other Overtime	56,813
Bonuses	176,466
Total Wages	<u>16,641,710</u>
Benefits	
Health, Dental, Disability Ins	1,015,488
Employer FICA Taxes	1,273,091
Unemployment Taxes	30,000
Workers Compensation	533,073
Other EE Benefits	92,136
Total Benefits	<u>2,943,787</u>
Total Expenses	<u>26,725,314</u>
Revenues Over/(Under) Expenses	<u>(597,652)</u>

TERI Inc
 Budgeted Statement of Revenue and Expense
 For the Fiscal Year Ending June 30, 2023

Center for the Arts and Adult Education

	<u>Total</u>
Revenues	
Community Based Training - RC	1,623,558
Behavior Management - RC	1,761,047
Total Day Programs	<u>3,384,605</u>
Other Income	
Other Income	4,608
Total Other Income	<u>4,608</u>
Total Revenues	<u>3,389,213</u>
Expenses	
Administrative	
Business Taxes & License Fees	840
Information Systems	6,789
Seminars, Conferences & Meetings	480
Total Administrative	<u>8,109</u>
Program Expenses	
Auto Allowance	8,697
Client Activities	2,277
Depreciation	2,541
Food	708
Home Office Allocation	460,685
Equestrian Allocation	148,545
Vehicle Cost Allocation	61,580
Performing Arts Cost Allocation	126,547
Minor Equipment and Small Appliance	190
Insurance	2,210
Property Rental	258,107
Advertising	7,610
Dues and Subscriptions	648
Employee Physicals	5,988
Drug Testing	1,260
Fingerprinting and Class B License	4,248
Office Supplies	2,928
Outside Services	10,272
Program Supplies	41,567
Cost of Goods Sold	943
Repair and Maintenance	3,628
Telephone	10,508
Exterminator	816
Landscaping	736
Cleaning, floors, windows	53,640
Security	876
Trash	3,828
Utilities-Electric	10,068
Utilities-Gas	24

TERI Inc
 Budgeted Statement of Revenue and Expense
 For the Fiscal Year Ending June 30, 2023

Center for the Arts and Adult Education

	<u>Total</u>
Water	2,280
Client Vocational Services	<u>17,406</u>
Total Program Expenses	<u>1,251,361</u>
Wages	
Administrative Salaries	139,300
QMRP/Supv Salaries	360,305
Aides Wages	1,655,486
Aides Overtime	16,957
Maintenance	14,588
Maintenance OT	2,918
Bonuses	<u>12,456</u>
Total Wages	<u>2,202,010</u>
Benefits	
Health, Dental, Disability Ins	168,294
Employer FICA Taxes	168,454
Workers Compensation	37,411
Other EE Benefits	<u>96</u>
Total Benefits	<u>374,255</u>
Total Expenses	<u>3,835,735</u>
Revenues Over/(Under) Expenses	<u><u>(446,522)</u></u>

TERI Inc.**Zable Performing Arts and Fine Arts Buildings - Construction Budget**

March 2023 Update

Construction Hard Costs - Original	\$	12,340,776
Construction Inflation, Supply Chain Impact	\$	1,078,035
Soft Costs - Permits, Fees, etc	\$	839,353
Total Construction Cost	\$	14,258,164

Financing Costs	\$	297,180
Prepaid Interest	\$	572,000
Total Finance Cost	\$	869,180

Total Project Cost	\$	15,127,344

Funding Secured to Date (Bond + Gifts)	\$	14,150,000	93.54%

Remaining Capital Campaign Funding	\$	977,344	6.46%

Estimate of Useful Life:	50 years

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Administrative</i>	\$8,109.00	
Program	1251361	
Wages	2202010	
Benefits	\$374,255.00	
Total budget for this PROJECT:		

	Source Name	Amount	C / CD / P
Additional Funding Source 1	San Diego County	100000	Committed
Additional Funding Source 2	Warne Family Charitable Found	25000	Pending
Additional Funding Source 3	Don and Lorraine Freeberg Fou	100000	Pending
Additional Funding Source 4	Truist Foundation	150000	Pending
Additional Funding Source 5	McBeth Foundation	50000	Pending
Additional Funding Source 6	Hearst Foundation	100000	Pending
Additional Funding Source 7	Mission Federal Credit Union	50000	Pending
Additional Funding Source 8	Walter J and Betty C Zable Fou	1500000	Committed
Additional Funding Source 9	Tomlinson Family Foundation	650000	Committed
Additional Funding Source 10			

Form **8879-EO****IRS e-file Signature Authorization
for an Exempt Organization**

OMB No. 1545-0047

For calendar year 2020, or fiscal year beginning 7/01, 2020, and ending 6/30, 20 2021

► Do not send to the IRS. Keep for your records.
► Go to www.irs.gov/Form8879EO for the latest information.

2020Department of the Treasury
Internal Revenue Service

Name of exempt organization or person subject to tax

Taxpayer identification number

TERI INC95-3532129

Name and title of officer or person subject to tax

JOSEPH MICHALOWSKICFO**Part I Type of Return and Return Information (Whole Dollars Only)**

Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line 1a, 2a, 3a, 4a, 5a, 6a, or 7a below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, 5b, 6b, or 7b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. Do not complete more than one line in Part I.

1 a Form 990 check here	☒	b Total revenue, if any (Form 990, Part VIII, column (A), line 12)	1 b	<u>24,071,259.</u>
2 a Form 990-EZ check here	☐	b Total revenue, if any (Form 990-EZ, line 9)	2 b	
3 a Form 1120-POL check here	☐	b Total tax (Form 1120-POL, line 22)	3 b	
4 a Form 990-PF check here	☐	b Tax based on investment income (Form 990-PF, Part VI, line 5)	4 b	
5 a Form 8868 check here	☐	b Balance due (Form 8868, line 3c)	5 b	
6 a Form 990-T check here	☐	b Total tax (Form 990-T, Part III, line 4)	6 b	
7 a Form 4720 check here	☐	b Total tax (Form 4720, Part III, line 1)	7 b	

Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that ☒ I am an officer of the above organization or ☐ I am a person subject to tax with respect to (name of organization) _____, (EIN) _____, and that I have examined a copy of the 2020 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

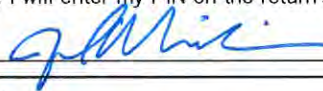
PIN: check one box only

☒ I authorize KAKU & MERSINO, LLP to enter my PIN 00522 as my signature
ERO firm name

on the tax year 2020 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency (ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

☐ As an officer or person subject to tax with respect to the organization, I will enter my PIN as my signature on the tax year 2020 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ►



Date ►

5-13-22**Part III Certification and Authentication**

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN

7726455411
Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2020 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ►

Date ►

ERO Must Retain This Form – See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

- ▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

2020

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

A For the 2020 calendar year, or tax year beginning 7/01, 2020, and ending 6/30, 2021															
B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:70%; vertical-align: top;"> C TERI INC 251 AIRPORT ROAD OCEANSIDE, CA 92058-1201 </td> <td style="width:30%; vertical-align: top;"> D Employer identification number 95-3532129 E Telephone number 760-721-1706 G Gross receipts \$ 24,077,954. </td> </tr> <tr> <td colspan="2"> F Name and address of principal officer: CHERYL KILMER SAME AS C ABOVE </td> </tr> <tr> <td colspan="2"> H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions H(c) Group exemption number ▶ </td> </tr> <tr> <td colspan="2"> I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527 </td> </tr> <tr> <td colspan="2"> J Website: ▶ WWW.TERIINC.ORG </td> </tr> <tr> <td colspan="2"> K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶ </td> </tr> <tr> <td colspan="2"> L Year of formation: 1980 M State of legal domicile: CA </td> </tr> </table>	C TERI INC 251 AIRPORT ROAD OCEANSIDE, CA 92058-1201	D Employer identification number 95-3532129 E Telephone number 760-721-1706 G Gross receipts \$ 24,077,954.	F Name and address of principal officer: CHERYL KILMER SAME AS C ABOVE		H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions H(c) Group exemption number ▶		I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527		J Website: ▶ WWW.TERIINC.ORG		K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶		L Year of formation: 1980 M State of legal domicile: CA	
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K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶															
L Year of formation: 1980 M State of legal domicile: CA															

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <u>SERVE DEVELOPMENTALLY DISABLED AND THEIR FAMILIES IN A WIDE ARRAY OF PROGRAM SETTINGS.</u>		
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	6
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	4
	5	Total number of individuals employed in calendar year 2020 (Part V, line 2a)	5	542
	6	Total number of volunteers (estimate if necessary)	6	37
		7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a
b		Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.
Revenue	8	Contributions and grants (Part VIII, line 1h)	9,337,317.	2,712,414.
	9	Program service revenue (Part VIII, line 2g)	20,670,588.	20,808,504.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	4,554.	13,694.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	439,063.	536,647.
	12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	30,451,522.	24,071,259.
	Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	
14		Benefits paid to or for members (Part IX, column (A), line 4)		
15		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	16,513,763.	14,973,326.
16a		Professional fundraising fees (Part IX, column (A), line 11e)	36,000.	37,500.
b		Total fundraising expenses (Part IX, column (D), line 25) ▶ 531,926.		
17		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	5,773,828.	6,344,051.
18		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	22,323,591.	21,354,877.
19		Revenue less expenses. Subtract line 18 from line 12	8,127,931.	2,716,382.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	26,222,247.	30,038,706.
	21	Total liabilities (Part X, line 26)	5,341,868.	6,441,945.
	22	Net assets or fund balances. Subtract line 21 from line 20	20,880,379.	23,596,761.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer JOSEPH MICHALOWSKI	Date CFO			
	Type or print name and title				
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
	PETER MERSINO				P01251581
	Firm's name ▶ KAKU & MERSINO, LLP			Firm's EIN ▶ 770494454	
	Firm's address ▶ 1588 SHAW AVENUE CLOVIS, CA 93611			Phone no. (559) 324-7097	

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

BAA For Paperwork Reduction Act Notice, see the separate instructions.

TEEA0101L 01/19/21

Form 990 (2020)

T.E.R.I., INC. & AFFILIATES

CONSOLIDATED FINANCIAL STATEMENTS

JUNE 30, 2021

INDEPENDENT AUDITORS' REPORT

T.E.R.I., INC. & AFFILIATES

JUNE 30, 2021

	<u>Page Number</u>
Independent Auditors' Report	1
Consolidated Statement of Financial Position	2
Consolidated Statement of Activities	3
Consolidated Statement of Functional Expenses	4-5
Consolidated Statement of Cash Flows	6
Notes to the Consolidated Financial Statements	7-17

KAKU & MERSINO, LLP
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

Board of Directors
T.E.R.I., Inc. & Affiliates

Report on the Financial Statements

We have audited the accompanying financial statements of T.E.R.I., Inc. & Affiliates (nonprofit organizations), which comprise the statement of financial position as of June 30, 2021, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of T.E.R.I., Inc. & Affiliates as of June 30, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Kaku & Mersino, LLP

KAKU & MERSINO, LLP

May 12, 2022

T.E.R.I., INC. & AFFILIATES
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
JUNE 30, 2021

ASSETS

Cash	\$ 6,750,172
Accounts Receivable	3,422,773
Grants Receivable	65,827
Contributions Receivable	272,500
Prepaid Expenses	93,397
Investments	17,422
Client Trust Accounts	240,047
Deposits	192,796
Construction in Progress	14,824,200
Property and Equipment, net	9,169,955
TOTAL ASSETS	\$ 35,049,089

LIABILITIES

Accounts Payable	\$ 2,643,110
Salaries and Benefits Payable	1,060,162
Accrued Expenses	268,558
Refundable Advances	71,750
Line of Credit	450,000
Accrued Interest	133,479
Client Trust Accounts	240,047
Notes Payable	3,144,518
TOTAL LIABILITIES	8,011,624

NET ASSETS

Without Donor Restrictions	26,714,260
With Donor Restrictions	323,205
TOTAL NET ASSETS	27,037,465
TOTAL LIABILITIES AND NET ASSETS	\$ 35,049,089

The accompanying notes are an integral part of the financial statements.

T.E.R.I., INC. & AFFILIATES
CONSOLIDATED STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2021

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE and SUPPORT			
Program Service Fees			
Residential	\$ 7,035,126		\$ 7,035,126
Adult Day Programs	5,929,935		5,929,935
Non Public Schools	4,110,623		4,110,623
Respite	1,362,649		1,362,649
Rental Income	677,587		677,587
Transportation	556,548		556,548
Total Program Service Fees	<u>19,672,468</u>	<u>-</u>	<u>19,672,468</u>
Public Support			
Contributions	2,086,648	-	2,086,648
Grants	625,766		625,766
Total Public Support	<u>2,712,414</u>	<u>-</u>	<u>2,712,414</u>
Other Revenue			
Thrift Store Sales \$300,605			
Cost of Sales <u>(6,695)</u>	293,910		293,910
Miscellaneous	2,071,386		2,071,386
Gain on Investments	30,501		30,501
Total Other Revenue	<u>2,395,797</u>	<u>-</u>	<u>2,395,797</u>
Net assets released from restrictions	2,401,795	(2,401,795)	-
TOTAL SUPPORT and REVENUE	<u>27,182,474</u>	<u>(2,401,795)</u>	<u>24,780,679</u>
EXPENSES			
Program Services	18,153,942		18,153,942
Supporting Services			
Management and General	2,901,236		2,901,236
Development	545,946		545,946
Total Supporting Services	<u>3,447,182</u>	<u>-</u>	<u>3,447,182</u>
TOTAL EXPENSES	<u>21,601,124</u>	<u>-</u>	<u>21,601,124</u>
INCREASE/(DECREASE) IN NET ASSETS	5,581,350	(2,401,795)	3,179,555
NET ASSETS, BEGINNING OF YEAR	<u>21,132,910</u>	<u>2,725,000</u>	<u>23,857,910</u>
NET ASSETS, END OF YEAR	<u>\$ 26,714,260</u>	<u>\$ 323,205</u>	<u>\$ 27,037,465</u>

The accompanying notes are an integral part of the financial statements.

T.E.R.I., INC. & AFFILIATES
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021

	Program Services						
	Residential	Adult Day Programs	Non Public Schools	Respite	Transportation	TERI Inspired Resale	Equestrian
Salaries	\$ 5,342,918	\$ 1,963,942	\$ 1,926,330	\$ 595,414	\$ 205,351	\$ 124,021	\$ 121,102
Payroll taxes	385,315	120,902	129,650	44,816	12,489	7,787	8,908
Health insurance/Wellness	216,868	329,298	244,622	9,409	28,226	18,817	9,409
Workers compensation	272,679	35,104	27,766	35,346	10,209	4,862	1,984
Client activities	4,307	390	229	584	-	-	-
Vocational service	6,019	3,021	-	-	-	-	-
Vehicle expense	-	-	-	-	300,703	1,482	-
Information Technology	32,112	50,759	35,347	13,238	25,769	4,270	6,866
Office supplies and expense	3,408	3,501	3,087	-	153	1,349	248
Advertising	8,315	5,635	2,624	2,613	1,229	1,560	463
Utilities	37,071	116,048	97,625	7,184	572	10,757	45,014
Interest	998	-	-	-	-	-	4,458
Dues and subscriptions	466	524	4,114	-	-	270	100
Insurance	1,571	3,228	2,631	42	-	3,461	5,362
Depreciation	2,983	17,654	4,844	-	204,300	13,937	127,208
Rent	258,499	330,448	218,901	17,371	2,616	61,960	-
Unreimbursed Services	64,614	1,537	2,030	5,465	155	21	-
Bank charges	-	-	-	-	-	7,347	-
Business promotion	-	-	-	-	-	-	-
Taxes and licenses	108,896	736	4,041	-	9	-	514
Seminars	645	-	-	-	475	-	-
Auto allowance and mileage	59,943	26,602	12,314	68,728	2,968	1,103	1,090
Food	433,691	5,450	611	89	104	-	-
Household supplies	154,249	7,798	8,436	400	365	1,447	2,292
Equipment rental	3,341	6,528	4,092	101	-	1,145	3,718
Outside services	72,047	31,627	135,159	2,264	2,628	1,700	27,588
Program supplies	7,912	93,955	29,271	2,947	4,082	2,225	27,222
Cost of goods sold	-	-	-	-	-	-	-
Repairs and maintenance	4,479	2,605	15,229	751	5	907	1,468
Medi-Cal quality assurance fee	320,010	-	-	-	-	-	-
Medications	63,027	-	-	-	-	-	-
	<u>\$ 7,866,383</u>	<u>\$ 3,157,292</u>	<u>\$ 2,908,953</u>	<u>\$ 806,762</u>	<u>\$ 802,408</u>	<u>\$ 270,428</u>	<u>\$ 395,014</u>
Percentage	36.4%	14.6%	13.5%	3.7%	3.7%	1.3%	1.8%

The accompanying notes are an integral part of the financial statements.

T.E.R.I., INC. & AFFILIATES
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021

	Program Services			Supporting Services			
	Therapy Services	HUD Affiliates	Program Services Total	Management and General	Development	Supporting Services Total	Total
Salaries	\$ 548,000	\$ 306,638	\$ 11,133,716	\$ 1,469,153	\$ 274,282	\$ 1,743,435	\$ 12,877,151
Payroll taxes	37,605	24,788	772,260	177,226	19,334	196,560	968,820
Health insurance/Wellness	47,043	18,345	922,037	159,945	37,634	197,579	1,119,616
Workers compensation	5,016	18,398	411,364	11,735	2,233	13,968	425,332
Client activities	-	-	5,510	-	-	-	5,510
Vocational service	-	-	9,040	-	-	-	9,040
Vehicle expense	-	-	302,185	1,050	-	1,050	303,235
Information Technology	29,461	18,311	216,133	142,424	16,717	159,141	375,274
Office supplies and expense	475	-	12,221	27,309	3,333	30,642	42,863
Advertising	1,392	-	23,831	8,792	3,196	11,988	35,819
Utilities	1,726	209,514	525,511	22,767	3,855	26,622	552,133
Interest	-	17,302	22,758	45,302	-	45,302	68,060
Dues and subscriptions	506	4,152	10,132	35,289	6,571	41,860	51,992
Insurance	133	28,543	44,971	87,586	-	87,586	132,557
Depreciation	-	285,360	656,286	38,868	-	38,868	695,154
Rent	2,040	-	891,835	37,972	6,557	44,529	936,364
Unreimbursed Services	9,590	-	83,412	230,080	18,141	248,221	331,633
Bank charges	3,035	-	10,382	31,694	10,848	42,542	52,924
Business promotion	-	-	-	30,000	101	30,101	30,101
Taxes and licenses	678	7,707	122,581	245	-	245	122,826
Seminars	135	-	1,255	13,939	1,986	15,925	17,180
Auto allowance and mileage	15,348	-	188,096	27,313	1,725	29,038	217,134
Food	26	-	439,971	7,223	1,172	8,395	448,366
Household supplies	-	32,599	207,586	18,722	1,610	20,332	227,918
Equipment rental	7	8,625	27,557	2,540	706	3,246	30,803
Outside services	5,786	167,558	446,357	216,638	106,152	322,790	769,147
Program supplies	3,154	27,508	198,276	45,854	24,441	70,295	268,571
Cost of goods sold	-	-	-	-	-	-	-
Repairs and maintenance	127	60,071	85,642	11,570	5,352	16,922	102,564
Medi-Cal quality assurance fee	-	-	320,010	-	-	-	320,010
Medications	-	-	63,027	-	-	-	63,027
	<u>\$ 711,283</u>	<u>\$ 1,235,419</u>	<u>\$ 18,153,942</u>	<u>\$ 2,901,236</u>	<u>\$ 545,946</u>	<u>\$ 3,447,182</u>	<u>\$ 21,601,124</u>
Percentage	3.3%	5.7%	84.0%	13.5%	2.5%	16.0%	100.0%

The accompanying notes are an integral part of the financial statements.

T.E.R.I., INC. & AFFILIATES
CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2021

CASH FLOWS FROM OPERATING ACTIVITIES

Change in Net Assets	\$ 3,179,555
Adjustments to reconcile change in net assets to net cash from operating activities:	
Depreciation	695,154
Gain in Investments	(7,227)
(Increase) Decrease in Assets:	
Accounts Receivable	(677,596)
Contribution Receivable	2,478,760
Prepaid Expenses and Other Assets	(8,073)
Deposits	16,676
Increase (Decrease) in Liabilities:	
Accounts Payable	1,696,059
Salaries and Benefits Payable	51,758
Accrued Expenses	(23,085)
Refundable Advances	71,750
Accrued Interest	7,359
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>7,481,090</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Acquisition of Property and Equipment	(135,819)
Increase Construction in Progress	(6,501,355)
NET CASH USED BY INVESTING ACTIVITIES	<u>(6,637,174)</u>

CASH FLOWS FROM FINANCING ACTIVITIES

Advances on Line of Credit	450,000
Payments on Line of Credit	(1,525,000)
Proceeds from Debt	1,825,040
Payments on Debt	(641,610)
NET CASH PROVIDED BY FINANCING ACTIVITIES	<u>108,430</u>

NET INCREASE IN CASH AND CASH EQUIVALENTS 952,346

BEGINNING CASH AND CASH EQUIVALENTS 5,797,826

ENDING CASH AND CASH EQUIVALENTS \$ 6,750,172

Supplemental Disclosures of Cash Flow Information:

Cash paid during year for interest \$75,700.

Noncash Financing: Debt of \$115,951 for purchase of vehicles.

The accompanying notes are an integral part of the financial statements.

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 1 – Nature of Activities

T.E.R.I., Inc. (Training, Education, and Resource Institute) (the Agency) was incorporated August 21, 1980, as a California nonprofit corporation dedicated to the rehabilitation and therapy of developmentally disabled individuals in San Diego County. The Agency provides residential group homes as intermediate care facilities, operates an adult development center with community based and behavior management programs, two non-public schools, related transportation services and therapy programs including speech, applied behavior analysis, and equestrian, as well as other programs for its clients and their families. In addition, it operates a thrift store and carries out various research and fundraising activities.

Medi-Cal provides partial reimbursement for the operation of the residential group homes, and the State of California provides partial reimbursement for the operation of vocational training, transportation, and respite programs. Local school districts provide partial reimbursement for the operation of educational programs. Insurance carriers, individuals, other agencies, and school districts partially fund the therapy programs.

Note 2 – Summary of Significant Accounting Policies

Principles of Consolidation

The Agency consolidates related nonprofit corporations in which it has a controlling financial interest. The corporations were established to operate residential facilities to provide individuals with developmental and learning disabilities with housing and services specifically designed to meet their physical, social, and psychological needs and to promote their health, security, happiness and usefulness. The accompanying financial statements reflect the consolidation of the financial statements of the Agency and its affiliates: The Roher Foundation, Ted Williams Housing Corporation, Mitchell Housing Corporation, Martin Housing Corporation, Mara Housing Corporation, Jarred DeZonia Foundation, Wendell Starling Home, McNealy Housing Corporation, Susan Parham Housing Corporation, and Joseph Michalowski Housing Corporation. The affiliate organizations are regulated by the U.S. Department of Housing & Urban Development (HUD) and are nonprofit public benefit corporations exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Service Code. The Roher Foundation is also audited separately as a single audit in accordance with Uniform Guidance as required by HUD.

Basis of Accounting

The financial statements of the Agency are prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and liabilities.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 2 – Summary of Significant Accounting Policies (Continued)

Financial Statement Presentation

The Agency reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

- Net Assets without Donor Restrictions – These net assets generally result from revenues generated by receiving contributions that have no donor restrictions, providing services, and receiving interest from operating investments, less expenses incurred in providing program related services, raising contributions, and performing administrative functions.
- Net Assets with Donor Restrictions – These net assets generally result from gifts of cash and other assets that are received with donor stipulations that limit the use of the donated assets, either temporarily or permanently, until the donor restriction expires, that is until the stipulated time restriction ends or the purpose of the restriction is accomplished, the net assets are restricted.

Cost Allocations

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied and that is also in accordance with guidance of any specific funding terms and conditions associated with the funding received. Allocated expenditures for shared costs include compensation and benefits, which are allocated either on the basis of actual time tracking or estimates of time and effort such as may be extrapolated from a time study. Costs such as contract services are allocated to the program which receives the benefit and may be further allocated based on clients, employees, or number of service units. Facility costs are allocated based on square footage.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions regarding certain types of assets, liabilities, revenues, and expenses. Accordingly, actual results could differ from those estimates.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 2 – Summary of Significant Accounting Policies (Continued)

Contributed Volunteer Services

Contributed services throughout the year are not recognized as contributions in the financial statements since there is no provision in the accounting regulations. However, many individuals volunteer time and perform a variety of tasks that assist the Agency.

Cash and Cash Equivalents

For the purpose of the Statement of Cash Flows, the Agency considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Investments

Investments in marketable equity securities with readily determinable fair values are stated at fair value. Unrealized gains and losses are included in the change in net assets in the accompanying Statement of Activities.

Accounts and Grants Receivable

Accounts receivable are amounts due from various agencies and entities for services performed under fee for service contracts. Grants receivable are amounts due from federal, state, or local funding sources for services performed under cost reimbursement contracts. Management estimated a provision of \$195,674 for allowance for doubtful accounts which is included in accounts and grants receivable.

Promises to Give

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promise becomes unconditional. Due to the nature of contributions, significant increases and decreases in net assets may occur. These significant fluctuations can arise as contributions are recognized as support in the fiscal period in which they are contributed, but the expense incurred with such contributions occur in a different period. Or, the contributions may be used to purchase property and equipment that is capitalized and depreciated over several periods.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 2 – Summary of Significant Accounting Policies (Continued)

Property and Equipment

Property and equipment purchased with Agency funds are capitalized at cost and depreciated over the useful estimated lives of the asset using the straight-line method. Amortization of building improvements is based on the estimated useful life of the improvements. Expenditures for property and equipment in excess of \$5,000 are capitalized.

Contributed property and equipment are recorded at fair value, when value can be established, on the date of donation. Contributions of property and equipment are recorded as unrestricted support, unless the donor stipulates how long the assets must be used.

In the unlikely event of a contract termination, certain funding sources require title to property and equipment previously purchased with grant funds revert to the funding source. Certain funding sources also limit the use of property and equipment for specific programs and require approval for disposition of property and equipment from the funding source.

Depreciation is calculated based on the following estimated useful lives:

<u>Type of Asset</u>	<u>Estimated Useful Life</u>
Equipment	4-10 years
Improvements	5-20 years
Buildings - residences	25 years

Income Taxes

The Agency is a nonprofit organization defined in Section 501 (c)(3) of the Internal Revenue Code (the "Code") and is, therefore, exempt from federal income taxation under Section 501(a) of the Code. Furthermore, the Agency is exempt from state income taxation under Section 23701d of the California Revenue and Taxation Code. The Agency's returns are subject to examination by federal and state taxing authorities, generally for three and four years, respectively, after they are filed.

Subsequent Events

Management has evaluated subsequent events through May 12, 2022, the date the financial statements were available to be issued.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 3 – Cash and Cash Equivalents

Cash and Cash Equivalents consist of the following at June 30, 2021:

	<u>Amount</u>
Cash	\$ 6,580,937
Replacement Reserves	<u>169,235</u>
Total	<u>\$ 6,750,172</u>

The Agency maintains cash balances at one financial institution located in San Diego, California. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. The amount in excess of the insured limits at June 30, 2021, total \$6,660,962.

In accordance with applicable regulations, HUD requires the affiliate corporations to maintain a replacement reserve to help fund extraordinary maintenance, repairs, and replacement of capital items. Monthly deposits are required. Use of the replacement reserve account is contingent upon HUD's prior written approval.

Note 4 – Contributions Receivable

Contributions receivable represent promises to give made by donors that are not yet received by the Agency. Contributions that will be received in subsequent years are discounted using a risk-free rate of return. The Agency considers contributions receivable fully collectible. Accordingly, no allowance for uncollectible contributions has been provided.

	<u>Amount</u>
Amount of Receivable due:	
Less than one year	\$ 272,500
One to five years	0
More than five years	<u>0</u>
Total	<u>\$ 272,500</u>

Contributions receivable at June 30, 2021, consist primarily of unconditional promises to give from individual donors that are restricted for the construction of the Charles R. Cono Campus of Life (the Campus). The Agency has an ongoing capital campaign to raise funds for the Campus. The Campus will accommodate the Agency's model programs and research and will serve as a diagnostic and training center not only for San Diego, but is anticipated to be accessed worldwide. The Campus will allow the Agency's non-residential programs to relocate to one site and will provide space for future model program development.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 5 – Investments – Fair Value Measurements

Fair values measured on a recurring basis at June 30, 2021 are as follows:

	<u>Fair Value</u>	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>
Investment in Equity Securities	<u>\$ 17,422</u>	<u>\$ 17,422</u>

Note 6 – Construction in Progress

The following is a summary of Construction in Progress at June 30, 2021. Interest cost of \$40,119 were capitalized during the fiscal year:

	<u>Amount</u>
Charles R. Cono Campus of Life	\$ 14,824,200
Total	<u>\$ 14,824,200</u>

Charles R. Cono Campus of Life - In July 2003, the Agency purchased about 20 acres of land for the future site of the Charles R. Cono Campus of Life located in the Twin Oaks Valley area of unincorporated San Diego County, California. The Campus will accommodate the educational, research and therapeutic programs operated by the Agency, including relocation of the adult training and education programs, the Learning Academy, the Country School, and the corporate-sponsored child care programs.

Note 7 – Client Trust Accounts

Client trust funds of \$240,047 at June 30, 2021, represent cash held in a fiduciary capacity for the personal and incidental cost of the residents of the various properties. Accordingly, there is an equivalent liability reported on the statement of financial position as this cash is not available for general Agency use.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 8 – Property and Equipment, Net

Property and equipment consist of the following at June 30, 2021:

	<u>Amount</u>
Residences	\$ 6,444,724
Deer Springs Campus	3,180,201
Land	2,010,395
Leasehold Improvements	2,766,556
Vehicles	1,980,741
Equipment & Furniture	<u>309,831</u>
Total	16,692,448
Less Accumulated Depreciation	<u>(7,522,493)</u>
Property and Equipment, Net	<u>\$ 9,169,955</u>

Depreciation expense was \$695,154 for the year ended June 30, 2021.

Note 9 – Line of Credit

The Agency has a \$750,000 capital line of credit with a financial institution. Interest on outstanding borrowings is 4% and has a balance of \$450,000 as of June 30, 2021. Included with the capital line of credit is a stand by letter of credit of \$300,000. The stand by letter of credit together with any amounts on the capital line of credit cannot exceed \$750,000. The capital line of credit was subsequently renewed and has a maturity date of February 15, 2023. The Agency also has a \$750,000 operating line of credit with a zero balance as of June 30, 2021. The operating line of credit was subsequently renewed and has a maturity date of January 15, 2023. The lines of credit are secured by the Agency's inventory, equipment, accounts receivable, and general intangibles and requires compliance with certain loan covenants.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 10 – Notes Payable

Notes payable consist of the following at June 30, 2021:

	<u>Amount</u>
Promissory note payable to a financial institution in monthly payments of principal and interest of \$13,092. Interest is at 3.5% per annum. The note balance is due October 21, 2030, and is secured by a first deed of trust.	\$ 1,760,025
Promissory note payable to State of California dated July 2021. Monthly payments of \$3,500 for 48 months. The note does not bear any interest. The note is due July 2024. The note is secured by a deed of trust.	460,351
Note payable to the County of San Diego, Department of Housing and Community Development. The note bears interest at 3% per annum, which shall not be compounded. The principal and accrued interest is deferred until 2042. This note is secured by a deed of trust, subordinate to the deed of trust in favor of HUD. See Capital Advance Note below.	70,000
Note payable to the County of San Diego, Department of Housing and Community Development. The note bears interest at 3% per annum, which shall not be compounded. The principal and accrued interest is deferred until 2042. This note is secured by a deed of trust, subordinate to the deed of trust in favor of HUD. See Capital Advance Note below.	61,831
Note payable to the County of San Diego, Department of Housing and Community Development. The note bears interest at 3% per annum, which shall not be compounded. The principal and accrued interest is deferred until 2041. This note is secured by a deed of trust, subordinate to the deed of trust in favor of HUD. See Capital Advance Note below.	110,313
Note payable held by a lender through Federal Home Loan Bank of San Francisco in the amount of \$40,000. The indebtedness by the note does not bear any interest. The maturity date of the note is December 2028. The deed of trust contains certain provisions for acceleration of the maturity of the note.	40,000
Ten notes payable to a financial institution, payable in monthly installments totaling approximately \$6,500 including interest at 5% per annum, until July 2024. The notes are secured by solar power generation systems on group homes.	221,314
Approximately thirty notes payable in monthly payments of interest and principal totaling approximately \$16,000 including interest at rates ranging from 0 to 5.75%. The notes are generally 60 months and are collateralized by vehicles.	<u>420,684</u>
Total	<u>\$ 3,144,518</u>

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 10 – Notes Payable (continued)

Current portion of the Line of Credit and Notes Payable is \$831,194 for year ending June 30, 2021.

The following is a schedule of future minimum principal payments as of June 30, 2021:

<u>Year Ending June 30:</u>	<u>Amount</u>
2022	\$ 831,194
2023	715,312
2024	265,131
2025	142,162
2026	119,144
Thereafter	<u>1,521,575</u>
	<u>\$ 3,594,518</u>

Note 11 – Related Party Transactions

TERI rents a residence from a key employee for use as a residential group home. TERI pays \$3,703 per month on a ten-year lease. The amount paid for the year ending June 30, 2021 was \$44,440. TERI has started the process to purchase the home and has paid a \$100,000 deposit which is included in deposits on the statement of financial position. Also, a board of director provided consulting services and the amount paid for the year ending June 30, 2021 was \$37,500.

Note 12 – Commitments and Contingencies

Operating Leases

The Agency has commitments under various operating leases for facilities and equipment used for programs and administrative offices. Property and equipment rental expense incurred under these leases totaled \$936,364 for the year ended June 30, 2021.

Future minimum lease payments under operating lease are as follows:

<u>Year Ending June 30:</u>	
2022	\$ 93,888
2023	92,222
2024	44,400
2025	22,200
2026	0

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 12 – Commitments and Contingencies (continued)

Capital Advance Note

HUD holds Capital Advance Notes on residential real property. The notes bear no interest and are not required to be repaid as long as the housing remains available to eligible disabled persons for 40 years. If the housing becomes unavailable for such purposes, the entire capital advance outstanding and interest since inception would be due and payable. The affiliate corporations have met the requirements during its operating period and intend to continue to meet these requirements for the remaining term of the loan. Accordingly, the Capital Advance Note proceeds were previously recorded as grant revenue and are included in net assets. The Capital Advance Notes are secured by deeds of trust on the affiliate corporation's real property. The Capital Advance Notes are as follows:

The Roher Foundation	\$ 710,200
Ted Williams Housing Corporation	372,500
Mitchell Housing Corporation	380,600
Martin Housing Corporation	380,600
Mara Housing Corporation	386,900
Jarred DeZonia Foundation	386,900
Wendell Starling Home	518,500
McNealy Housing Corporation	561,700
Susan Parham Housing Corporation	582,993
Joseph Michalowski Housing Corporation	<u>582,900</u>
Total	<u>\$ 4,863,793</u>

Community Development Block Grant Funding

In November 2008 the Joseph Michalowski Housing Corporation entered into an agreement with the City of Carlsbad for Community Development Block Grant (CDBG) funding of \$795,000 for the acquisition of residential property for a group home in Carlsbad to serve persons with autism or developmental disabilities. The term of the note is 20 years. The loan shall be due and payable in full upon 1) the date the property is first sold or transferred, or, 2) upon failure to operate a group home on the property, if it occurs prior to the expiration of the term of the loan. The loan shall be forgivable upon expiration of the term of the loan if the property has been maintained and operated as a group home. The Corporation has met these requirements during its operating period and intends to continue to meet these requirements during the remaining period of the agreement. These funds are included in net assets.

See Independent Auditors' Report

T.E.R.I., INC. & AFFILIATES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2021

Note 12 – Commitments and Contingencies (continued)

Community Development Loan Funding

In November 2009 TERI, Inc. entered into an agreement with the City of Vista for loan funding of \$325,000. The agreement requires the use of funds to improve real property and the real property be used for limited purposes. Interest accrues at 5% per annum. The term of the note is 55 years. The loan shall be due and payable in full upon 1) the date the property is first sold or transferred, or, 2) upon failure to operate a group home on the property, if it occurs prior to the expiration of the term of the loan. The loan shall be forgivable upon expiration of the term of the loan if the property has been maintained and operated as a group home. TERI, Inc. has met these requirements during its operating period and intends to continue to meet these requirements during the remaining period of the agreement. These funds are included in net assets.

Note 13 – Liquidity and Availability of Financial Assets

The following reflects TERI, Inc.'s & Affiliates' financial assets as of the statement of financial position date, reduced by amounts not available for general use within one year of the statement of financial position date because of contractual or donor-imposed restrictions or internal designations.

Financial assets at year-end:

Cash	\$ 6,750,172
Investments	17,422
Client Trust Accounts	<u>240,047</u>
Total Financial Assets	\$ <u>7,007,641</u>

Less those unavailable for general expenditures within one year, due to:

Assets with donor restrictions	(323,205)
Replacement Reserves - restricted use	(169,235)
Client Trust Accounts – restricted use	<u>(240,047)</u>

Financial assets available to meet cash needs for general expenditures within one year \$ 6,275,154

Agency operations require maintenance of financial assets, which consist of cash to meet normal operating expenses. The Agency also has a line of credit in place in which it could draw upon in the event of any unanticipated liquidity needs.

See Independent Auditors' Report



IN YOUR NEIGHBORHOOD

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IN YOUR NEIGHBORHOOD

San Marcos Multimillion-Dollar 'Campus of Life' Expansion to Serve Special-Needs Clients

The nonprofit Training, Education and Resource Institute (TERI) is expanding services to hundreds of developmentally disabled children and adults through a new construction project in San Diego's North County

By **Monica Dean** • Published April 25, 2023 • Updated on April 25, 2023 at 7:29 pm





Training, Education, and Resource Institute, or TERI, is helping those with a wide range of intellectual disabilities.

Tucked away in the rolling hills of San Marcos a multimillion dollar construction project is under way and it will serve hundreds of San Diegans with special needs receiving services. The project is the Training, Education, and Resource Institute, or [TERI](#).

The number of families impacted by a developmental disability diagnosis is growing. According to [CDC reports](#) around 1 in 36 children in the US is diagnosed with an autism spectrum disorder.

TERI, which has been serving the special-needs community since 1980, has now expanded its services to include intellectual disabilities. The institute has owned the 20 acres in San Marcos for more than two decades but its vision for how to serve the community has evolved.



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The Therapeutic Equestrian Center was one of the first parts of the property t
the program, said each of TERI's clients gets to spend time with the horses.

f



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"They work on their basic horsemanship skills, and we also provide vocational opportunities for our adult men," Hill said, "and then also an internship program that helps them to develop job skills so that they can go out and hopefully at some point get a job in the community somewhere."

The Campus of Life also has farmland, a culinary kitchen and vocational training center that serves clients. A 208-seat theater and performing arts center is under construction, with plans to develop wellness and recreational facilities in the next several years.

TERI's chief development officer, Dan DeSaegher, said the expansion project will triple the number of people TERI serves.

Local



1 HOUR AGO

Poway man accused of hiding mom's death for 33 years, stealin



2 HOURS AGO

San Diego City Council formally adopts homeless street campin

"The goal here is not just for Terri to get bigger," DeSaegher said. "The goal he we have people that are coming to San Diego to learn best practices in speci

y,

The community also stands to benefit from the new development. TERI plans to share the new facilities with the community.



residents. I know all of us know somebody, we have a family member or friend with special needs. That interaction opens up gifts that aren't typical."

Derek Dohner is a TERI client with autism who has been receiving services from the nonprofit for four years. He said he's grown personally from working with the horses and learning how to farm.

"I feel calmer than I was in high school," Dohner said, adding that the environment gives him a new sense of peace and freedom. He said the experience has inspired dreams of one day owning his own farm.

Hill hopes that by opening up these new facilities to the public, it will foster opportunities for engagement and newfound appreciation for the clients TERI serves.

"Our population, they have their own unique skills and abilities and something to offer the world," Hill said. "And if you just stop and take notice and, you know, acknowledge everybody's intrinsic worth and value, that's what we stand for."

TERI has raised \$26 million for the Campus of Life project; it needs another \$10 million to fully complete the project and accomplish by 2026.

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Success Stories

(Names have been changed for confidentiality)

Story 1 - The Learning Academy/Education

Ben was referred to the school due to complex learning needs; aggression toward others (he would aggress when given direction or asked to do a task or activity) ; inability to sit for more than 1 minute; inability to follow basic directions (example: sit down; come here). A Behavior Intervention plan was developed to address these behaviors, primarily focused on teaching him alternative behaviors rather than aggression to get his needs met. His father is a single parent who has 3 children with autism. Prior to coming to the Learning Academy, Dad was unable to take his children out into the community together. As a result of the changes Ben made at the school, Dad was able for the first time to take all 3 boys and their grandmother out to lunch on Mother's Day.

Story 2 - The Learning Academy

Roberto was referred to the school due to severe Self Injurious Behavior (SIB). He would bite and scratch various parts of his body, at times to the degree that medical attention was required. His body was routinely covered with sores and injuries. He would also spit at staff or spit onto tables, floor, etc. almost constantly throughout the day. His SIB was so severe that he wore pads to protect his arms and legs and a helmet to protect his face and head. He engaged in this behavior when there were changes in the environment (new staff; change in schedule) or when he wanted to do something he couldn't do (for example: go home right after lunch). Staff worked with him to replace the SIB with functional communication (pointing to pictures to express his needs). He no longer requires the body pads and helmet and his wounds have healed. His father called the school to let them know that spitting has not occurred at home in over 3 months.

Story 3 - The Country School

Letter from a former student to the TERI staff:

Hello, my name is John Smith and I attended The Country School from 5th grade to 8th grade. I am emailing you to apologize for the way I was to all the staff and students that attended the school with me. If it wasn't for all the work and attention the staff put into me I would not be where I am today. After leaving The Country School I went on to attend Forest Park High School in Woodbridge VA. I didn't realize it until later that the skills taught were incredibly useful in my future dealings. I went on to play hockey and football for my high school and even went to a state championship. In 2016 I enlisted into the Marine Corps and shipped off to MCRD San Diego in June of 2017. I have now served as an Infantryman in the Marines for almost 3 years now. I am now a Corporal and an infantry squad leader with Marine Corps Security Forces

Battalion in Kings Bay Georgia. I will re-enlist in 2021 and plan on making it a career. The work that yourself, Mr. Allen, Mrs. O, and many others put into me will never be forgotten. I still subconsciously use many of the skills taught on a daily basis. You all do so much and I know that my parents along with many others are beyond appreciative of everything you all do for those kids. You shine a light on all those children and show them there is a future for them and I hope one day they all end up fulfilling their dreams like I have. If it's not too much to ask, I would really appreciate Mr. Allen's email so I could thank him for all he did for me. Thank you once again for everything, I would not be the man I am today if it wasn't for all the hard work The Country School and Teri did for me.

Story 4 - Vocational

Davis is one of our interns who works in the equestrian department. David has never had a paid job and only held volunteer positions prior to this internship, David is very quiet and was unsure about his ability to perform the duties when he first started. After working with his Job Coach for a month, David was able to work independently and gained a lot of confidence in himself. David was talking more with coworkers and his family noticed how he started taking more initiative in his own life. Davis is 4 months away from completing his internship and he has gained the trust of his employer to take on more advanced equestrian skills. David is functioning independently and is a dependable and valuable part of his team.

Story 5 - Equestrian

Kyle is one of my favorite success stories. He is non-ambulatory and when he first began riding, I would ride double with him and physically hold him on the horse. As his strength and center of balance developed, I was able to transition him to riding without the support of a back rider, instead being supported from the ground with two sidewalkers. Over the years, he continued to develop independent stabilization and required less and less support from his sidewalkers and finally was able to achieve 95% independent physical stability! Kyle is non-verbal but his smiles and shouts of joy are clear indications of his pride and excitement in his accomplishments.

June 30, 2023



Phillip Scollick, Recording Secretary
San Marcos Community Foundation
One Civic Center Drive
San Marcos, CA 92069-2918

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FY2022-2023**

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Re: Letter in support of 2023 grant application

Dear Mr. Scollick,

On behalf of Voices for Children (VFC), I want to thank you and the San Marcos Community Foundation for your previous support and the opportunity to apply for another San Marcos Community Foundation grant. VFC respectfully requests \$2,500 in program support, which will enable us to provide a Court Appointed Special Advocate (CASA) to a San Marcos child in foster care.

During the coming year, VFC expects to provide at least 15 San Marcos youth in foster care with the life-changing advocacy of a CASA. VFC's CASA program is one of the few programs that helps children access the services they need while providing a one-on-one relationship with an adult who can help them to thrive and to overcome adversity. The goal of the CASA program is to ensure that children's needs are not overlooked amid the overburdened foster care system. We are asking for your support to help us provide more children in foster care with an advocate and a voice in court.

Through the CASA program, community members receive intensive training, are sworn in by the Court, and are matched with a child in foster care to give children the individualized attention that the foster care system cannot provide. CASAs serve for 18 months or longer to ensure that a child has what they need to be successful in the next chapter of their life. In the past year, more than 20 San Marcos residents have served as CASAs, a telling reflection of the generosity of your community.

If you have any questions regarding this grant request or VFC, please contact me at JessicaM@speakup.com or 951-357-9100. Thank you again for your support and for your kind and thoughtful consideration.

Sincerely,

A handwritten signature in dark ink that reads "Jessica Muñoz".

Jessica Muñoz
President & CEO

Title	Voices for Children – Court Appointed Special Advocate (CASA) Program	06/30/2023
	by Brian Hutchins in San Marcos Community Foundation	id. 41285758
	brianh@speakupnow.org	

Original Submission	06/30/2023

General Project Information	
Please enter your organization's name and project name.	Voices for Children – Court Appointed Special Advocate (CASA) Program
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant (\$1,500 - \$10,000)
Project Name	Court Appointed Special Advocate (CASA) Program
Project Start Date	7/1/2023
Project End Date	6/30/2024
Date by Which Funds Will Be Expended:	6/30/2024
Total Number of People Served by this Project	1250.0
Total Number of People Served by this Project in San Marcos Only	15.0
Grant Amount Requested	2500.0
Organization Details	
Organization Name	Voices for Children

Organization Street Address	2851 Meadow Lark Drive
Organization City	San Diego
Organization State	CA
Organization Zip Code	92123
Organization Website	www.speakuwww.speakupnow.orgpnow.org
Organization's EIN	95-3786047 200 Voices for Children 94e380ff-3197-4ed3-8293-56007008b25f 2851 Meadow Lark Drive Juvenile Court San Diego CA 92123 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 4/10/2023 12:00:00 AM 4/10/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A) (vi) 4/10/2023 12:00:00 AM 1982 12
Contact Information	
Contact First Name	Christina
Contact Last Name	Piranio
Contact Title	Director of Philanthropy
Contact Phone	+18585982216
Contact Email	ChristinaP@speakupnow.org
Project Details	

Briefly describe your request for funds.

Voices for Children (VFC) respectfully requests \$2,500 in program support to help fund our efforts to provide critical advocacy to 21 San Marcos youth in foster care through the Court Appointed Special Advocate (CASA) program or through direct staff advocacy. Children in foster care today have greater needs than ever. Children were deeply impacted by the COVID-19 pandemic, which has led to greater mental health needs due to loneliness, isolation, and depression; larger learning gaps; and greater housing instability. Court Appointed Special Advocates (CASAs) help children to overcome challenges associated with the pandemic, heal from trauma caused by abuse, and create brighter futures. With your support, we will recruit, train, screen, and supervise additional CASA volunteers to address the educational, physical and mental health, housing, and other needs of San Marcos children in foster care.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

This year, VFC will provide 21 San Marcos children in foster care with the comprehensive support of a CASA, who will advocate on their behalf, or direct staff advocacy. The CASA program directly benefits the children we serve, each of whom receives the individual attention and support of a consistent, caring adult. Through their advocacy, CASAs ensure children can access needed services. CASAs help children gain the stability and safety they need to thrive. By setting children in foster care up for success in life, CASAs benefit the community at large. For example, a child with a CASA is more likely to have better outcomes and perform better academically and behaviorally in school, according to the National CASA Association. This leads to better employment opportunities and reduced risk of homelessness and incarceration. Our program also benefits our CASA volunteers. VFC is grateful for the 21 San Marcos residents who have served as CASAs during the past year. With nearly 70 years of combined service, these San Marcos residents have advocated for 56 children in foster care. Through their selfless volunteerism, CASAs gain personal growth, empathy, and the satisfaction of making a tangible difference in the lives of children.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

VFC collaborates with dozens of organizations that provide services to youth in foster care in San Marcos, including One Safe Place, Casa de Amparo, Cal State San Marcos, and Palomar College.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

San Marcos Community Foundation awarded VFC \$2,500 in September 2022. Your grant enabled us to provide a CASA to one of the 16 San Marcos children in foster care provided CASAs last year.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

The mission of Voices for Children (VFC) is to transform the lives of abused or neglected children in foster care by providing them with trained, volunteer Court Appointed Special Advocates (CASAs). This year, approximately 2,500 vulnerable children, including many from San Marcos, will spend time in San Diego County foster care. After experiencing physical abuse or neglect, children are removed from their home and experience anxiety, depression, isolation, and stigma. VFC strives to provide a CASA to every child who needs one. By helping the most vulnerable children, CASAs strengthen the entire community. The CASA model has been effectively used nationwide for more than four decades. In a review of the literature, the National CASA Association reports that CASAs benefit children in the following ways:

- Children with CASAs have significantly fewer placement changes, so they have fewer disruptions to their education, less trauma associated with housing instability, and increased opportunities to make friendships and other enduring relationships.**
- Children with CASAs are half as likely to reenter the child welfare system as those without CASAs.**
- Children with CASAs are more likely to achieve permanency, either through reunification with their biological parents or through adoption or guardianship.**
- More services are ordered for children with CASAs and their families, increasing their opportunities for success.**
- Children with CASAs tend to perform better in school, academically and behaviorally.**
- Children with CASAs report significantly higher levels of hope, which is linked to numerous positive outcomes, including academic success, greater self-control, positive social relationships, and overall well-being.**

In order to meet the needs youth in foster care in San Diego County during FY 2023–24, VFC will accomplish the following:

Objective 1: Assess Every Child in Foster Care for Advocacy Needs

- VFC staff will attend every court hearing for children in foster care.**
- VFC staff will refer children with more complex needs to the CASA program and those with less urgent needs to the Staff Advocacy program.**
- VFC staff will periodically monitor the cases of children not provided with advocates for changes in circumstances that would benefit from a CASA or Staff**

Advocate. Objective 2: Provide ongoing CASA advocacy to 1,250 children. · CASAs will spend 10–15 hours a month visiting the child and communicating with key individuals in the child’s life. · CASAs will identify and connect children with beneficial community resources and services. · CASAs will submit a written report every six months and attend regularly scheduled court hearings on the child’s behalf. Objective 3: Recruit and train 225 new CASA volunteers. · VFC will conduct presentations and information sessions for prospective volunteers. · VFC will use digital marketing, including social media and blog posts, to create awareness. · VFC staff will hold nine sessions of Advocate University, VFC’s 35-hour CASA training program. Objective 4: Provide staff advocacy to 500 children with less urgent needs. · Staff Advocates will communicate with caregivers, family members, teachers, and others involved in children’s lives to learn about their needs. · Staff Advocates will identify and connect children with beneficial community resources and services. · Staff Advocates will submit a written report every six months and attend regularly scheduled court hearings on behalf of each child. We know that CASAs have a profound impact on the children they serve. Often, the children themselves recognize it as well. We recently received a letter from a young woman who had been in foster care and matched with two VFC CASAs. She had learned that we had begun an internal CASA of the Month program and wanted to nominate one who had helped her with struggles with homelessness, substance use, and an abusive relationship. Here is just some of what she wrote: “I’ve had two CASAs, and they have both been blessings to me. But Catie, man, she is everything...I had given up on myself and so had everybody else—everybody but Catie that is. She really cares. And she never gave up on me, and that is what saved my life.” VFC is deeply grateful for your support as we try to provide more San Marcos children in foster care with CASAs who really care and never give up.

Please upload any community letters or media in support of this project.

[**Community_Letter_of_Support_for_VFC.pdf**](#)

[**Carlsbad_man_recognized_for_helping_foster_youth_at_Voices_for_Children_-_The_San_Diego_Union-Tribune.pdf**](#)

Please upload the annual operating budget for your organization.

[**VFC_Organizational_Budget_FY23-24.pdf**](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[**VFC_Audited_Financial_Statement_6.30.22.pdf**](#)

Please attach the first two pages of your Federal 990.

[**VOICES_FOR_CHILDREN_-_6.30.22_-IRA_990_pages_1-2.pdf**](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant.

Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total 7309275.0

Is this a Challenge or Matching Grant? No

Could this be a Challenge or Matching Grant? No

Additional Funding

SMCF Budget Worksheet 2.xlsx

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?	VFC raises funds from diverse sources to ensure our sustainability. Our CASA program is highly scalable. A budget deficit could result in fewer children served; a surplus, more children served.

FY 23-24 Voices for Children Organizational Budget	
REVENUE	
Foundation Grants	\$1,295,000
Corporate	\$260,000
Government	\$2,743,000
Individuals	\$2,132,532
Service Organizations	\$40,000
Special Events	\$2,170,000
Other Revenue	\$213,600
Total Revenue	\$8,854,132
EXPENSES	
Personnel Expenses	
Staff Salaries	\$5,863,639
Payroll Taxes	\$466,110
Employee Benefits	\$587,867
Total Personnel Expenses	\$6,917,616
Operating Expenses	
CASA Recruitment/Marketing	\$248,000
Children's Assistance Fund	\$62,650
Dues, Fees & Subscriptions	\$138,363
Insurance	\$72,253
Mileage	\$146,400
Office Equip Repair/Maint.	\$40,080
Office Supplies	\$36,185
Phones	\$66,476
Postage/Ship/Courier	\$8,120
Printing	\$10,800
Professional Services - Audit, IT	\$52,850
Rent	\$438,403
Special Events	\$530,000
Other Expenses	\$85,936
Total Operating Expenses	\$1,936,516
TOTAL EXPENSES	\$8,854,132

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.

Item	Cost	Notes (optional)
<i>Personnel Expenses</i>	<i>\$5,698,682.00</i>	<i>Includes wages, taxes, and benefits.</i>
Dues, Fees & Subscriptions	120763	
CASA Recruitment/Marketing	200000	
Corporate Insurance	\$59,753.00	
Mileage Expense	\$56,400.00	Includes CASA reimbursement
Office Equipment and Supplies	\$65,580.00	
Phones	\$56,876.00	
Printing	\$8,100.00	
Special Events	\$530,000.00	
Professional Services	\$52,850.00	
Rent	\$337,015.00	
		Covers children's expenses, such as summer camp, when other funding sources are unavailable.
Children's Assistance Fund	\$46,000.00	
Other expenses	\$77,256.00	Includes postage and unexpected costs.
Total budget for this PROJECT:	7309275	

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Foundation Grants	960000	P
Additional Funding Source 2	Corporate Support	200000	P
Additional Funding Source 3	Government	1445062	C
Additional Funding Source 4	Government	354938	P
Additional Funding Source 5	Individuals	1700000	P
Additional Funding Source 6	Service Organizations	40000	P
Additional Funding Source 7	Special Events	2170000	P
Additional Funding Source 8	Other Revenue	198000	P
Additional Funding Source 9	Dunn Bequest Fund	241275	CD
Additional Funding Source 10	Total Revenues	7309275	

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.**2021**Open to Public
Inspection**A** For the **2021** calendar year, or tax year beginning **JUL 1, 2021** and ending **JUN 30, 2022****B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization**VOICES FOR CHILDREN**

Doing business as

Number and street (or P.O. box if mail is not delivered to street address)

2851 MEADOW LARK DRIVE

Room/suite

City or town, state or province, country, and ZIP or foreign postal code

SAN DIEGO, CA 92123**F** Name and address of principal officer: **ANDREA PAYNE MOSER****D** Employer identification number**95-3786047****E** Telephone number**(858) 569-2019****G** Gross receipts \$ **12,167,223.****H(a)** Is this a group returnfor subordinates? ☐ Yes ☒ No**H(b)** Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

H(c) Group exemption number ▶**I** Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ **WWW.SPEAKUPNOW.ORG****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: **1982** **M** State of legal domicile: **CA****Part I Summary**

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: WE RECRUIT, TRAIN, AND SUPERVISE VOLUNTEERS TO ADVOCATE FOR ABUSED CHILDREN IN FOSTER CARE.
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.
	3	Number of voting members of the governing body (Part VI, line 1a) 28
	4	Number of independent voting members of the governing body (Part VI, line 1b) 28
	5	Total number of individuals employed in calendar year 2021 (Part V, line 2a) 92
	6	Total number of volunteers (estimate if necessary) 1311
	7a	Total unrelated business revenue from Part VIII, column (C), line 12 0.
7b	Net unrelated business taxable income from Form 990-T, Part I, line 11 0.	
Revenue	8	Contributions and grants (Part VIII, line 1h) 8,584,085.
	9	Program service revenue (Part VIII, line 2g) 0.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d) 24,125.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) -61,915.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) 8,546,295.
	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3) 78,888.
Expenses	14	Benefits paid to or for members (Part IX, column (A), line 4) 0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) 4,848,834.
	16a	Professional fundraising fees (Part IX, column (A), line 11e) 0.
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 917,431.
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) 1,195,173.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) 6,122,895.
Net Assets or Fund Balances	19	Revenue less expenses. Subtract line 18 from line 12 2,423,400.
	20	Total assets (Part X, line 16) 8,260,929.
	21	Total liabilities (Part X, line 26) 2,136,880.
	22	Net assets or fund balances. Subtract line 21 from line 20 6,124,049.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date			
	ANDREA PAYNE MOSER, TREASURER Type or print name and title				
Paid Preparer Use Only	Print/Type preparer's name RICHARD HOTZ	Preparer's signature	Date 05/22/23	Check if self-employed ☐	PTIN P00452784
	Firm's name ▶ CONSIDINE & CONSIDINE	Firm's EIN ▶ 95-2694444	Phone no. 619.231.1977		
Firm's address ▶ 8989 RIO SAN DIEGO DRIVE, SUITE 250 SAN DIEGO, CA 92108-1604					

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒ **X****1** Briefly describe the organization's mission:

VOICES FOR CHILDREN TRANSFORMS THE LIVES OF ABUSED CHILDREN BY PROVIDING THEM WITH COURT APPOINTED SPECIAL ADVOCATES (CASAS).

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 5,184,091. including grants of \$ 94,212.) (Revenue \$)
 VOICES FOR CHILDREN (VFC) RECRUITS, TRAINS, AND MANAGES OVER 1,600 VOLUNTEERS ANNUALLY TO SERVE AS COURT APPOINTED SPECIAL ADVOCATES (CASAS) AND IS THE ONLY NONPROFIT ORGANIZATION DESIGNATED BY THE STATE OF CALIFORNIA AND THE SUPERIOR COURTS OF SAN DIEGO AND RIVERSIDE COUNTIES TO PROVIDE THESE CASA SERVICES. VFC WAS FOUNDED IN 1980 IN SAN DIEGO COUNTY, AND SINCE 2015, HAS ALSO OPERATED THE CASA PROGRAM FOR RIVERSIDE COUNTY. CASA VOLUNTEERS PLAY AN IMPORTANT ROLE IN THE FOSTER CARE SYSTEM, BUILDING TRUSTING RELATIONSHIPS WITH CHILDREN AND INTERFACING WITH THE PROFESSIONALS IN ORDER TO IDENTIFY AND PROTECT THE BEST INTERESTS OF CHILDREN IN FOSTER CARE WHO HAVE EXPERIENCED ABUSE, NEGLECT, OR ABANDONMENT. CURRENTLY ALL OF THE NEARLY 5,000 CHILDREN IN SAN DIEGO COUNTY FOSTER CARE RECEIVE ASSESSMENT SERVICES, AND OVER

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **5,184,091.**Form **990** (2021)



Audit Partner in Charge – Philip Smith
Audit Firm’s Identification Number – 95-2694444

VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION**

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XI. Independent auditor's report on internal control over financial reporting and on compliance and other matters based on an audit of financial statements performed in accordance with <i>Government Auditing Standards</i>	31 - 32
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INDEPENDENT AUDITOR'S REPORT

To The Board of Directors
Voices For Children
A Nonprofit Organization

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Voices For Children, a nonprofit organization, which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Voices for Children as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis of Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Voices for Children and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

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 Voices for Children's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Voices for Children's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Voices for Children'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.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, is presented for purposes of additional analysis and is not a required part of the 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 financial statements.

The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of federal awards is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 30, 2022 on our consideration of Voices for Children's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Voices for Children's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Voices for Children's internal control over financial reporting and compliance.

CONSIDINE & CONSIDINE
An Accountancy Corporation

November 8, 2022

VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2022 AND 2021

Page 5

	<u>2022</u>	<u>2021</u>
ASSETS		
CURRENT ASSETS		
Cash (note 3)	\$ 7,499,944	\$ 5,658,129
Investments (note 4)	296,234	348,231
Pledges receivable (note 5)	1,163,264	455,177
Grants receivable (note 6)	382,759	322,770
Other receivable (note 14)	382,769	1,173,223
Prepaid expenses	<u>153,225</u>	<u>121,380</u>
	9,878,195	8,078,910
PROPERTY AND EQUIPMENT (note 8)	225,989	151,794
OTHER ASSETS		
Pledges receivable - long term	1,942,563	-
Rent deposit	<u>29,025</u>	<u>30,225</u>
	<u>1,971,588</u>	<u>30,225</u>
TOTAL ASSETS	<u><u>12,075,772</u></u>	<u><u>8,260,929</u></u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accrued expenses (note 9)	506,122	620,869
Deferred rent	51,372	72,905
Deferred revenue	372,922	569,054
PPP loan payable (note 13)	<u>-</u>	<u>874,052</u>
TOTAL LIABILITIES	930,416	2,136,880
NET ASSETS (note 17)		
Without donor restrictions	8,138,288	5,642,525
With donor restrictions	<u>3,007,068</u>	<u>481,524</u>
TOTAL NET ASSETS	<u>11,145,356</u>	<u>6,124,049</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 12,075,772</u></u>	<u><u>\$ 8,260,929</u></u>

See accompanying notes

VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2022

Page 6

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
REVENUE			
Gifts and contributions	\$ 3,772,791	\$ 2,682,102	\$ 6,454,893
Special events, net (note 12)			
(Less: direct benefit to donors of \$189,691)	2,519,664	-	2,519,664
Government funding	2,063,562	-	2,063,562
Contributed goods, services, and facilities	57,837	-	57,837
Investment return (note 4)	(17,220)	(29,421)	(46,641)
Other income	15,796	-	15,796
	<u>8,412,430</u>	<u>2,652,681</u>	<u>11,065,111</u>
NET ASSETS RELEASED FROM RESTRICTION			
Satisfaction of program restrictions	<u>127,137</u>	<u>(127,137)</u>	<u>-</u>
TOTAL REVENUE	8,539,567	2,525,544	11,065,111
OPERATING EXPENSES			
Program services	5,213,098	-	5,213,098
Management and general	533,050	-	533,050
Fundraising	1,171,708	-	1,171,708
	<u>6,917,856</u>	<u>-</u>	<u>6,917,856</u>
CHANGE IN NET ASSETS BEFORE OTHER INCOME	1,621,711	2,525,544	4,147,255
OTHER INCOME			
PPP loan forgiveness (note 13)	<u>874,052</u>	<u>-</u>	<u>874,052</u>
CHANGE IN NET ASSETS	2,495,763	2,525,544	5,021,307
NET ASSETS, BEGINNING	<u>5,642,525</u>	<u>481,524</u>	<u>6,124,049</u>
NET ASSETS, ENDING	<u>\$ 8,138,288</u>	<u>\$ 3,007,068</u>	<u>\$ 11,145,356</u>

See accompanying notes

VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2021

Page 7

	WITHOUT DONOR <u>RESTRICTIONS</u>	WITH DONOR <u>RESTRICTIONS</u>	<u>TOTAL</u>
REVENUE			
Gifts and contributions	\$ 3,924,616	\$ 339,310	\$ 4,263,926
Special events, net (note 11)			
(Less: direct benefit to donors of \$57,943)	1,422,222	-	1,422,222
Government funding	1,678,204	-	1,678,204
Contributed goods, services, and facilities	86,325	-	86,325
Investment Return (note 4)	40,000	53,139	93,139
Other income - (note 13)	<u>1,173,223</u>	<u>-</u>	<u>1,173,223</u>
	8,324,590	392,449	8,717,039
NET ASSETS RELEASED FROM RESTRICTION			
Satisfaction of program restrictions	<u>150,053</u>	<u>(150,053)</u>	<u>-</u>
TOTAL REVENUE	8,474,643	242,396	8,717,039
OPERATING EXPENSES			
Program services	4,813,154	-	4,813,154
Management and general	479,382	-	479,382
Fundraising	<u>930,605</u>	<u>-</u>	<u>930,605</u>
	<u>6,223,141</u>	<u>-</u>	<u>6,223,141</u>
CHANGE IN NET ASSETS	2,251,502	242,396	2,493,898
NET ASSETS, BEGINNING	<u>3,391,023</u>	<u>239,128</u>	<u>3,630,151</u>
NET ASSETS, ENDING	<u><u>\$ 5,642,525</u></u>	<u><u>\$ 481,524</u></u>	<u><u>\$ 6,124,049</u></u>

See accompanying notes

VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022

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	PROGRAM SERVICES	MANAGEMENT AND GENERAL	FUNDRAISING	TOTAL
EXPENSES				
Operating				
Children's assistance fund	\$ 65,382	\$ -	\$ -	\$ 65,382
Credit card fees	1,492	-	28,584	30,076
Dues and subscriptions	53,333	15,010	26,577	94,920
Employee benefits	232,242	27,756	38,761	298,759
Equipment and maintenance	37,571	136	982	38,689
Insurance	57,527	-	-	57,527
Marketing	204,404	-	-	204,404
Materials	26,717	4,298	3,443	34,458
Mileage and meals	104,207	4,164	3,069	111,440
Office supplies	29,378	2,521	420	32,319
Payroll taxes	274,089	26,721	49,692	350,502
Printing	10,479	49	49	10,577
Postage	7,620	194	2,165	9,979
Professional services	18,078	27,100	7,450	52,628
Rent	340,146	30,825	53,190	424,161
Salaries	3,598,449	383,001	684,976	4,666,426
Telephone	51,412	4,446	6,172	62,030
Workers' compensation	19,865	1,862	3,330	25,057
Special Events				
Catering	-	-	10,424	10,424
Other event costs	-	-	43,638	43,638
Outside services	-	-	62,702	62,702
Printing	-	-	14,339	14,339
Site and equipment rental	-	-	312,865	312,865
In-Kind Donations				
Event tickets	7,723	-	-	7,723
Professional services	1,650	-	-	1,650
Supplies	21,107	-	-	21,107
TOTAL EXPENSES				
BEFORE DEPRECIATION	5,162,871	528,083	1,352,828	7,043,782
Depreciation	50,227	4,967	8,571	63,765
TOTAL EXPENSES	5,213,098	533,050	1,361,399	7,107,547
Less: Direct benefits to donors at special events included in revenue	-	-	(189,691)	(189,691)
TOTAL EXPENSES INCLUDED IN THE EXPENSE SECTION OF THE STATEMENT OF ACTIVITIES	<u>\$ 5,213,098</u>	<u>\$ 533,050</u>	<u>\$ 1,171,708</u>	<u>\$ 6,917,856</u>

See accompanying notes

VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021

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	PROGRAM SERVICES	MANAGEMENT AND GENERAL	FUNDRAISING	TOTAL
EXPENSES				
Operating				
Children's assistance fund	\$ 59,378	\$ -	\$ -	\$ 59,378
Credit card fees	844	-	12,884	13,728
Dues and subscriptions	58,462	20,999	20,024	99,485
Employee benefits	233,191	14,852	34,708	282,751
Equipment and maintenance	44,617	222	673	45,512
Insurance	55,197	-	-	55,197
Marketing	162,211	-	-	162,211
Materials	24,178	1,452	3,743	29,373
Mileage and meals	40,987	124	686	41,797
Office supplies	27,444	5,227	1,623	34,294
Payroll taxes	247,450	25,724	43,482	316,656
Printing	9,223	191	293	9,707
Postage	6,841	295	2,831	9,967
Professional services	50,680	42,858	82,690	176,228
Rent	326,946	29,737	51,896	408,579
Salaries	3,323,508	327,495	598,424	4,249,427
Telephone	47,444	4,107	6,141	57,692
Workers' compensation	22,977	2,342	4,178	29,497
Special Events				
Catering	-	-	10,264	10,264
Other event costs	-	-	18,855	18,855
Outside services	-	-	34,427	34,427
Printing	-	-	14,270	14,270
Site and equipment rental	-	-	39,900	39,900
In-Kind Donations				
Equipment	-	-	-	-
Event tickets	240	-	-	240
Professional services	12,458	-	-	12,458
Supplies	19,270	-	-	19,270
TOTAL EXPENSES				
BEFORE DEPRECIATION	4,773,546	475,625	981,992	6,231,163
Depreciation	39,608	3,757	6,556	49,921
TOTAL EXPENSES	4,813,154	479,382	988,548	6,281,084
Less: Direct benefits to donors at special events included in revenue	-	-	(57,943)	(57,943)
TOTAL EXPENSES INCLUDED IN THE EXPENSE SECTION OF THE STATEMENT OF ACTIVITIES	\$ 4,813,154	\$ 479,382	\$ 930,605	\$ 6,223,141

See accompanying notes

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021**

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	<u>2022</u>	<u>2021</u>
CASH FLOWS PROVIDED/(USED) BY OPERATING ACTIVITIES		
Change in net assets	\$ 5,021,307	\$ 2,493,898
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO		
NET CASH PROVIDED BY OPERATING ACTIVITIES		
Depreciation and amortization	63,765	49,921
Net unrealized (gain)/loss on investments	65,555	(70,498)
Donations of marketable securities included in contributions	(635,035)	(446,712)
PPP loan forgiveness	(874,052)	-
Change in operating assets and liabilities:		
Pledges receivable	(2,650,650)	32,983
Grants receivable	(59,989)	(19,516)
Prepaid expenses	(31,845)	(93,572)
Other receivable	790,454	(1,173,223)
Other assets	1,200	-
Accrued expenses	(114,747)	226,287
Deferred rent	(21,533)	(4,145)
Deferred revenue	(196,132)	532,554
	<u>(3,663,009)</u>	<u>(965,921)</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	1,358,298	1,527,977
CASH FLOWS PROVIDED BY INVESTING ACTIVITIES		
Purchase of property and equipment	(137,960)	(53,760)
Proceeds on sale of marketable securities	793,035	693,706
Purchase of marketable securities	(171,558)	(264,657)
	483,517	375,289
CASH FLOWS PROVIDED BY FINANCING ACTIVITIES		
Proceeds from PPP loan payable	-	874,052
NET INCREASE IN CASH AND RESTRICTED CASH	1,841,815	2,777,318
CASH AND RESTRICTED CASH, BEGINNING OF YEAR	<u>5,658,129</u>	<u>2,880,811</u>
CASH AND RESTRICTED CASH, END OF YEAR	<u><u>\$ 7,499,944</u></u>	<u><u>\$ 5,658,129</u></u>

See accompanying notes

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 1 THE ORGANIZATION

Voices for Children (the "Organization") was founded in 1980 and incorporated as a private nonprofit organization on August 12, 1982, under Section 501(c)(3) of the Internal Revenue Code and under the laws of the State of California. The Organization operates the only Court Appointed Special Advocate (CASA) Programs in San Diego County and in Riverside County, providing critical advocacy to abused, neglected children who have been placed in the foster care system. Voices for Children recruits, trains, and supervises a large corps of volunteer CASAs, and through them transforms the lives of foster children by advocating on their behalf in the court, community, and schools. CASA volunteers undergo extensive training before being assigned to the cases of foster children. CASAs act as fact-finders for the judges, providing critical information needed to make life-altering decisions for these children. CASA volunteers get to know their court-appointed child by talking with everyone in that child's life: parents and relatives, foster parents, teachers, medical professionals, attorneys, and social workers. They use the information they gather to inform judges and others about what the child needs and they help find the best permanent home for them.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting - The financial statements have been prepared using the accrual method in conformity with generally accepted accounting principles.

Basis of presentation - Under accounting standards on financial statements of not-for-profit organizations, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions, and net assets with donor restrictions.

Net assets without donor restrictions - Consists of assets which are fully available, at the discretion of management and the Board of Directors, for the Organization to utilize in any of its programs or supporting services. At June 30, 2022 and 2021, net assets without donor restrictions totaling \$121,640 and \$141,110 respectively, have been designated by the Board of Directors as an endowment for the purpose of securing the Organization's long term financial viability.

Net assets with donor restrictions – Net assets with donor restrictions consist of contributed funds subject to donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Organization may spend the funds. At June 30, 2022 and 2021 the Organization had donor restricted assets of \$3,007,068 and \$481,524 respectively.

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash - The Organization considers financial instruments with a fixed maturity date of less than three months to be cash equivalents.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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Restricted cash – The Organization follows Accounting Standards Update (ASU) 2016-18, *Statement of Cash Flows Topic 230: Restricted Cash*, which provides guidance on the cash flows statement presentation and disclosure of restricted cash.

Investments - The Organization reports its investments in accordance with generally accepted accounting principles for not-for-profit organizations, which establish accounting standards for investments in certain equity securities and for all debt securities. The guidance prescribes that covered investments be reported in the statement of financial position at fair value with any realized or unrealized gains or losses reported in the statement of activities. Investment income is recognized as revenue in the period it is earned and gains and losses are recognized as changes in net assets in the accounting period in which they occur.

Fair Value Measurement - The Organization follows accounting standards consistent with the FASB codification which defines fair value, establishes a framework for measuring fair value, and enhances disclosures about fair value measurements for all financial assets and liabilities.

Property and Equipment - The Organization capitalizes property and equipment in excess of \$500 that has a useful life of five to seven years. Property and equipment are carried at cost. Contributed property and equipment is recorded at fair value at the date of donation. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulations, contributions of property and equipment are recorded as unrestricted support. Depreciation is computed using the straight-line method of depreciation over the assets' estimated useful lives of five to seven years. Maintenance and repairs are charged to the expense as incurred; major renewals and betterments are capitalized. When items of property and equipment are sold or retired, the related cost and accumulated depreciation are removed from the accounts and any gain or loss is included in income.

Deferred Revenue - Revenues received in advance of a special event are deferred. The revenues are recognized when the event occurs.

Contributions - Contributions received are considered to be without donor restrictions and available for general use unless designated by the donor for a specific purpose. All donor-restricted support is reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Pledges Receivables - Pledges receivables consist of unconditional promises to give and are recorded in the year the promise is made. Conditional promises are not recognized until the conditions are substantially met. Unconditional promises to give that are expected to be collected within one year are recorded at their net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of estimated cash flows. The Organization provides for probable losses on pledges receivable using the allowance method. The allowance is determined based on management's experience and collection efforts.

The discounts on pledge receivables are computed using the estimated market interest rate applicable to the years in which the promises are received. Amortization of the discount is included in

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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contribution revenue. The interest rate used in computing the discount of estimated future cash flows was 4% for long-term pledges received in 2022 and 2021.

Contributed Goods, Services and Facilities – The Organization has received substantial donations of goods, professional services, and use of facilities. These in-kind donations are valued at their fair value at the date of donation and are reported as unrestricted support unless explicit donor stipulations specify how donated assets must be used. The Organization recognizes the value of contributed services received if such services create or enhance nonfinancial assets or require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not contributed.

The In-kind Contributions consist of the following for the year ended June 30:

	2022	2021
Donated facilities	\$ 27,357	\$ 27,357
Event tickets	7,723	240
Professional services	1,650	12,458
Other miscellaneous contributions	21,107	19,270
Equipment	-	27,000
	<u>\$ 57,837</u>	<u>\$ 86,325</u>

An integral component of the Organization's work with foster children is its network of almost 1,400 volunteers. Many volunteers dedicate 20-25 hours or more each month to their activities with foster children and the Organization tracks their reported hours. For fiscal years ending June 30, 2022 and 2021, the combined donated hours reported by all the Organization's volunteers totaled approximately 117,000. The value of these hours is substantial, as the Independent Sector values similar services in California at \$35.56 per hour as of 2021, the most recent data available (the Independent Sector's volunteer value is based on the hourly earnings provided by the Bureau of Labor Statistics, indexed to determine state's values, and increased by 15.7 percent estimated for fringe benefits). The Organization's volunteers are highly trained and closely supervised in their court advocacy and assessment activities; however, they do not meet the criteria under generally accepted accounting principles to be recorded as donated services.

Functional Allocation of Expenses – The cost of providing the various programs and other activities have been summarized on a functional basis in the statement of activities and changes in net assets. Expenditures which can be identified with a specific program or support service are allocated directly, according to their natural expenditure classification. Costs that are common to several functions are allocated among the program and supporting services on the basis of time records, space utilized, and estimates made by the Organization's management.

Advertising Costs - The Organization expenses advertising costs as incurred. Advertising expense for the years ended June 30, 2022 and 2021 was \$204,404 and \$162,211 respectively.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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Income Taxes - The Organization is exempt from federal and state of California income taxes under Section 501(c)(3) of the Internal Revenue Code and did not conduct unrelated business activities. Therefore, no provision has been made for federal income taxes in the accompanying financial statements. The Organization follows accounting standards which provide accounting and disclosure guidance about positions taken by an entity in its tax returns that might be uncertain. Management has considered its tax position and believes that all of the positions taken in its exempt-organization tax returns are more likely than not to be sustained upon examination. As of June 30, 2022 and 2021, the Organization has not accrued interest or penalties related to uncertain tax positions. The Organization files tax returns in the U.S. Federal jurisdiction and the State of California.

Recent accounting pronouncements

In February 2016, the FASB issued Accounting Standards Update (ASU) No. 2016-02, *Leases (Topic 842)*, which replaced existing lease accounting guidance. The new standard is intended to provide enhanced transparency and comparability by requiring lessees to record right-of-use (ROU) assets and corresponding lease liabilities on the balance sheet. ROU assets represent the Organization's right to use an underlying asset for the lease term and lease liabilities represent the Organization's obligation to make lease payments arising from the lease. The new guidance requires the Organization to continue to classify leases as either an operating or finance lease, with classification affecting the pattern of expense recognition in the income statement. In addition, the new standard requires enhanced disclosure surrounding the amount, timing and uncertainty of cash flows arising from leasing agreements.

The new standard will be effective for the Organization beginning on July 1, 2022, with early adoption permitted, though the Organization currently anticipates adopting the new standard on the effective date. The new standard must be adopted using a modified retrospective method, which requires application of the new guidance at the beginning of the earliest comparative period presented and provides for certain practical expedients. The organization is assessing the effect of the new standard on its financial statements, though it does not anticipate changes to its current revenue recognition practices.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 3 CASH

The Organization maintains its cash in two national commercial banks. Accounts at these institutions are partially insured by the Federal Deposit Insurance Corporation (FDIC). At June 30, 2022 and 2021, the Organization had approximately \$7,200,000 and \$5,519,000, respectively, in excess of their insured limits at the financial institutions. The Organization has not experienced any losses in such accounts. Management believes that the Organization is not exposed to any significant credit risk with respect to its cash.

Cash consists of the following:

	<u>2022</u>	<u>2021</u>
Unrestricted cash	\$ 7,365,690	\$ 5,491,277
Restricted cash	134,254	166,852
	<u>\$ 7,499,944</u>	<u>\$ 5,658,129</u>

The restricted accounts have donor restrictions on their use and cannot be used for the Organization's operational expenses.

NOTE 4 INVESTMENTS

Investments consist of the following:

<u>2022</u>	<u>Cost</u>	<u>Fair value</u>
Bond funds	\$ 88,294	\$ 81,747
Equity funds	247,099	214,487
	<u>\$ 335,393</u>	<u>\$ 296,234</u>
<u>2021</u>	<u>Cost</u>	<u>Fair value</u>
Bond funds	\$ 48,508	\$ 50,230
Equity funds	268,208	298,001
	<u>\$ 316,716</u>	<u>\$ 348,231</u>

The following schedule summarizes the investment return of the investments held by the Organization for the years ended June 30:

	<u>2022</u>	<u>2021</u>
Net realized and unrealized gain on investments	\$ (65,555)	\$ 70,498
Interest and dividends	20,735	24,125
Less: investment fees	(1,821)	(1,484)
	<u>\$ (46,641)</u>	<u>\$ 93,139</u>

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 5 PLEDGES RECEIVABLE

Pledges receivable consist of the following at June 30:

	2022	2021
Pledges receivable - due in less than one year	\$ 1,163,264	\$ 455,177
*Pledges receivable - due in excess of one year	2,100,000	-
	3,263,264	455,177
Less: discount	(157,437)	-
	<u>\$ 3,105,827</u>	<u>\$ 455,177</u>

The following is a schedule by years of receipts for pledges as of June 30:

2022	\$ 1,163,264
2023	700,000
2024	700,000
2025	700,000
	<u>\$ 3,263,264</u>

*The long-term pledges receivable are due from a single donor. Management estimates this amount to be fully collectible.

NOTE 6 GRANTS RECEIVABLE

Grants receivable consists of amounts due from various state agencies for the salaries of certain program employees, that have been incurred. As of June 30, 2022 and 2021, amounts due from various state agencies were \$382,759 and \$322,770 respectively. An allowance for doubtful accounts is accounted for using the specific identification method and uncollectible accounts are written-off after all collection attempts have been exhausted. Management believes that all grants receivable were collectible as of June 30, 2022 and 2021, therefore no allowance has been recorded.

NOTE 7 FAIR VALUE MEASUREMENT

The Organization follows the methods of fair value measurement to value its financial assets. Fair value is based on 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. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy that prioritizes observable and unobservable inputs used to measure fair value into three broad levels has been established, which are described below:

Level 1: Quoted prices (unadjusted) in active markets that are accessible at the measurement date for identical assets or liabilities. The fair value hierarchy gives the highest priority to Level 1 inputs.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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Level 2: Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in inactive markets; or model-derived valuations in which all significant inputs are observable or can be derived principally from or corroborated with observable market data.

Level 3: Unobservable inputs are used when little or no market data is available. The fair value hierarchy gives the lowest priority to Level 3 inputs.

In determining fair value, the Organization utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible as well as considers counterparty credit risk in its assessment of fair value. There were no changes in the methods used to measure fair value at June 30, 2022 and 2021.

Financial assets and liabilities carried at fair value at June 30, 2022 and 2021 are classified below in one of three categories described above. The tables below present the balances of assets measured at fair value on a recurring basis.

	2022 Level 1	2022 Level 2	2022 Level 3	2022 Total
Mutual funds	\$ 175,604	\$ -	\$ -	\$ 175,604
Bond funds	81,747	-	-	81,747
Exchange traded funds	38,883	-	-	38,883
	<u>\$ 296,234</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 296,234</u>
	2021 Level 1	2021 Level 2	2021 Level 3	2021 Total
Mutual funds	\$ 274,932	\$ -	\$ -	\$ 274,932
Bond funds	50,230	-	-	50,230
Exchange traded funds	23,069	-	-	23,069
	<u>\$ 348,231</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 348,231</u>

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 8

Major categories of property and equipment are summarized as follows:

	Balance June 30, 2021	Additions	Disposals	Balance June 30, 2022
Office furniture and equipment	\$ 329,789	\$ 7,439	\$ -	\$ 337,228
Computers	324,362	130,521	-	454,883
Phone system	46,390	-	-	46,390
	<u>\$ 700,541</u>	<u>\$ 137,960</u>	<u>\$ -</u>	838,501
Accumulated depreciation				(612,512)
				<u>\$ 225,989</u>

Depreciation expense was \$63,765 and \$49,921 for the years ended June 30, 2022 and 2021, respectively.

	Balance June 30, 2020	Additions	Disposals	Balance June 30, 2021
Office furniture and equipment	\$ 296,396	\$ 33,393	\$ -	\$ 329,789
Computers	303,995	20,367	-	324,362
Phone system	46,390	-	-	46,390
	<u>\$ 646,781</u>	<u>\$ 53,760</u>	<u>\$ -</u>	700,541
Accumulated depreciation				(548,747)
				<u>\$ 151,794</u>

NOTE 9 ACCRUED EXPENSES

Accrued expenses consist of the following:

	2022	2021
Accrued vacation	\$ 319,537	\$ 261,209
Accrued payables	106,359	130,873
Accrued payroll	80,226	228,787
	<u>\$ 506,122</u>	<u>\$ 620,869</u>

NOTE 10 LINE OF CREDIT

The Organization has a line of credit for \$400,000 with California Bank & Trust. The Organization has drawn \$0 against this line as of June 30, 2022 and 2021. The line of credit is collateralized by substantially all of the assets of the Organization. The interest rate on the line is 5.63% at June 30, 2022. The line of credit matures on August 14, 2024.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 11 RETIREMENT PLAN

The Organization maintains a tax-deferred retirement plan qualified under Section 403(b) of the Internal Revenue Code. Eligible employees may contribute a percentage of their compensation to the plan. The Organization does not make contributions to the plan.

While the Organization expects to continue the plan indefinitely, it has reserved the right to modify, amend, or terminate the plan. In the event of termination, the entire amount contributed under the plan must be applied to the payment of benefits to the participants or their beneficiaries.

NOTE 12 SPECIAL EVENTS

Special events revenues and expenses are directly related to fundraising and consist of the following:

	<u>2022</u>	<u>2021</u>
Revenue		
Starry starry night	\$ 2,124,095	\$ 1,272,750
Uplifting voices	375,855	-
Fostering hope golf classic	177,720	185,422
Other fundraisers	<u>31,685</u>	<u>21,993</u>
	2,709,355	1,480,165
Expenses		
Starry starry night	344,592	61,149
Uplifting voices	52,850	-
Fostering hope golf classic	42,356	53,804
Other fundraisers	<u>4,170</u>	<u>2,761</u>
	<u>443,968</u>	<u>117,714</u>
	<u>\$ 2,265,387</u>	<u>\$ 1,362,451</u>

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 13 PPP FUNDS

On January 25, 2021, the Organization entered into note payable agreement with California Bank & Trust Bank for \$870,285, pursuant to the Paycheck Protection Program (PPP) under the Coronavirus Aid, Relief and Economic Security Act (CARES Act). The note matures two years from the disbursement date and bears interest at a rate of 1.000% per annum, with the first six months of interest deferred. Principal and interest are payable monthly commencing six months after the disbursement date and may be prepaid by the Organization at any time prior to maturity with no prepayment penalties. Under the terms of the CARES Act, PPP loan recipients can apply for and be granted forgiveness for all or a portion of loans granted under the PPP. The note is subject to forgiveness to the extent proceeds are used for payroll costs, including payments required to continue group health care benefits, and certain rent, utility, and mortgage interest expenses (qualifying expenses), pursuant to the terms and limitations of the PPP. On June 3, 2022, the Organization received an approval letter from the Small Business Administration, stated that their PPP Loan and any accrued interest had been fully forgiven. The loan forgiveness has been recorded and is included as PPP loan forgiveness, on the statement of activities and changes in net assets, for the year ended June 30, 2022.

NOTE 14 OTHER RECEIVABLE

On July 29, 2021 the Organization filed for the Employee Retention Credit (ERC). Laws and regulations concerning government programs, including the ERC established by the Coronavirus Aid, Relief, and Economic Security (CARES) Act, are complex and subject to varying interpretations. Claims made under the CARES Act may also be subject to retroactive audit and review. There can be no assurance that regulatory authorities will not challenge the Organization's claim to the ERC, and it is not possible to determine the impact (if any) this would have upon the Organization. A receivable has been recorded for \$1,173,223 on the statement of financial position for the amount Organization expects to receive for the year-ended June 30, 2021. That amount has been included as other income on the statement of activities for the year-ended June 30, 2021. As of June 30, 2022, approximately \$790,000 of the receivable had been collected.

NOTE 15 COMMITMENTS

The Organization is currently leasing office space under an operating lease that expires in March 2024. Rent expense for 2022 and 2021 was \$424,161 and \$408,579 respectively; which includes \$27,357 of donated office space from the Juvenile Court for the years ended June 30, 2022 and 2021. The Organization expects that the Juvenile Court will make such in-kind donations in the future.

The organization entered into an eighty-eight month building lease agreement on July 1, 2015. The lease is effective July 1, 2015 and expires on March 31, 2024. Base rent is initially set at approximately \$26,300. Total base rent payable over the lease period is \$3,006,630.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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Minimum future payments under non-cancelable operating leases, in aggregate, having remaining terms in excess of one year for the years ended June 30 are as follows:

2023	365,148
2024	287,550
	<u>\$ 652,698</u>

NOTE 16 ENDOWMENT FUND

In 2017 the Organization received funds totaling \$100,000 from two donors, for the purpose of establishing a restricted endowment fund, in the honor of former President/CEO Sharon M. Lawrence. During 2018, the Organization received an additional \$62,500. As a result, the Organization is now subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA). The Organization's Board of Directors has interpreted the UPMIFA as permitting the expenditure or accumulation of as much of endowment funds as the Organization determines to be prudent for the uses, benefits, purposes and duration for which the endowment fund was established, even if this results in the occasional invasion of the endowment's historical gift value. Thus, at times, the value of donor-restricted assets may fall below the level that a donor requires the Organization to maintain as restricted net assets. As of June 30, 2022 and 2021, the value of the donor-restricted assets had not fallen below the original donated level.

The Organization classifies as restricted endowment net assets (a) the original value of gifts used to establish endowments and (b) the original value of subsequent gifts to endowments: collectively known as "historical gift value." Board designated endowment funds are classified as net assets without donor restrictions, available to be appropriated for expenditure by the Center.

Included in marketable securities on the Statement of Financial Position are donor restricted and board designated investments held in an endowment fund. The objective of the endowment fund is to support the continuing operations of the Organization. During the fiscal year ending June 30, 2018, the Organization delegated authority over the investment of the Endowment Fund to the Finance Committee (the "Committee"). The Committee is responsible for the oversight of the investments of the Endowment Fund and for reporting on the Fund's performance to the Board. The Committee is authorized to retain an investment manager to make investment decisions.

To achieve the desired objective, the Organization will adopt an investment policy that attempts to maximize total return consistent with an acceptable level of risk. Endowment assets are typically invested in a well-diversified asset mix, which includes equity and debt securities, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to meet the annual distribution policy rules while growing the fund if possible. Investment risk is measured in terms of the total endowment fund, investment assets, and allocation between asset classes. Strategies are managed to not expose the fund to unacceptable levels of risk.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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Endowment payout is defined as a fixed percentage of the market value of the Endowment Funds that can be used for appropriation every year. This amount will be available for Organization-wide operating purposes, including investment management fees for the Endowment Fund. As of June 30, 2022, the endowment payout is set at 5% as determined by the finance committee.

The portion of the Endowment Fund that is classified as with donor restrictions (to be held in perpetuity) is not reduced by losses on the investments of the fund. Losses on the investments of the funds reduce the net assets with donor restrictions to the extent that donor-imposed temporary restrictions on net appreciation of the fund have not been met before the loss occurs. Any remaining losses reduce net assets without donor restrictions. All additions over the historical gift value may, subject to the discretion of the board of directors, to be used to fund distributions supporting the purposes of the fund.

Changes in endowment net assets as of June 30, 2022 are as follows:

	With donor restrictions	Without donor restrictions	Total endowment net assets
Endowment net assets, beginning of year	\$ 224,672	\$ 141,110	\$ 365,782
Investment income	10,651	7,111	17,762
Unrealized gain on investments	(38,982)	(25,850)	(64,832)
Investment and trustee fees	(1,090)	(731)	(1,821)
Endowment net assets, end of year	<u>\$ 195,251</u>	<u>\$ 121,640</u>	<u>\$ 316,891</u>

Endowment net asset composition by type of fund as of June 30, 2022:

	With donor restrictions	Without donor restrictions	Endowment net assets
Donor-restricted endowment funds	\$ 195,251	\$ -	\$ 195,251
Board-designated endowment funds	-	121,640	121,640
Total funds	<u>\$ 195,251</u>	<u>\$ 121,640</u>	<u>\$ 316,891</u>

Changes in endowment net assets as of June 30, 2021 are as follows:

	With donor restrictions	Without donor restrictions	Total endowment net assets
Endowment net assets, beginning of year	\$ 171,533	\$ 106,275	\$ 277,808
Investment income	11,286	7,674	18,960
Unrealized gain on investments	42,740	27,758	70,498
Investment and trustee fees	(887)	(597)	(1,484)
Endowment net assets, end of year	<u>\$ 224,672</u>	<u>\$ 141,110</u>	<u>\$ 365,782</u>

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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Endowment net asset composition by type of fund as of June 30, 2021:

	With donor restrictions	Without donor restrictions	Endowment net assets
Donor-restricted endowment funds	\$ 224,672	\$ -	\$ 224,672
Board-designated endowment funds	-	141,110	141,110
Total funds	<u>\$ 224,672</u>	<u>\$ 141,110</u>	<u>\$ 365,782</u>

NOTE 17 NET ASSETS

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or events specified by donors during fiscal years ended June 30 are as follows:

	2022	2021
Purpose restrictions accomplished:		
Grant fulfillment	\$ 61,755	\$ 92,819
Children's assistance program	65,382	57,234
	<u>\$ 127,137</u>	<u>\$ 150,053</u>

Net assets consist of the following at June 30:

	2022	2021
Without donor restrictions:		
Undesignated and unrestricted	\$ 8,016,648	\$ 5,501,415
Board designated	121,640	141,110
	8,138,288	5,642,525
With donor restrictions		
Time restricted - pledges receivable (net of discounts)	\$ 2,652,563	\$ -
Grant fulfillment	25,000	86,547
Children's assistance program	134,254	170,305
Endowments held in perpetuity	162,500	162,500
Accumulated endowment earnings	32,751	62,172
	<u>3,007,068</u>	<u>481,524</u>
	<u>\$ 11,145,356</u>	<u>\$ 6,124,049</u>

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 18 LIQUIDITY AND AVAILABILITY

The Organization is substantially supported by contributions without donor restrictions. Contributions and expenses are monitored on a monthly basis by the Organization's management and a committee of the Board of Directors. The level of assets are monitored on an annual basis. The Organization's goal is to be able to function within the boundaries of the income received throughout the year.

The Organization currently has a line of credit established with a local bank. The line of credit ensures short-term financial ability of the Organization to pay general expenditures. As part of the Organization's liquidity management, it has structured its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization manages its liquidity following three guiding principles: operating within a prudent range of financial stewardship and stability, maintaining adequate liquid assets to fund near term operating needs, and maintaining sufficient funds to provide reasonable assurance that long-term obligations will be discharged.

The following reflects the Organization's financial assets as of June 30, 2022 and 2021 , reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the statement of financial position date:

Financial assets, at year-end:	2022	2021
Cash	\$ 7,499,944	\$ 5,658,129
Pledge receivable	3,105,827	455,177
Grants receivable	382,759	322,770
Other receivable	382,769	1,173,223
Marketable securities	296,234	348,231
Total financial assets	11,667,533	7,957,530
Less those unavailable for general expenditures within one year, due to contractual or donor-imposed restrictions:		
Restricted by time - pledges receivable (net of discounts)	(1,942,563)	-
Restricted by purpose	(159,254)	(256,852)
Endowment funds held in perpetuity	(162,500)	(162,500)
Accumulated endowment earnings	(32,751)	(62,172)
	(2,297,068)	(481,524)
Financial assets available to meet general expenditures within one year	<u>\$ 9,370,465</u>	<u>\$ 7,476,006</u>

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021**

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NOTE 19 SUBSEQUENT EVENTS

Management has evaluated subsequent events through November 8, 2022, the date which the financial statements were available to be issued. There were no material subsequent events which affected the amounts or disclosures in the financial statements.

VOICES FOR CHILDREN
A NON PROFIT ORGANIZATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED JUNE 30, 2022

Page 26

					Expenditures	
Federal Agency Name	Pass Through Agency	Federal Program Title	Assistance Listing Number	Other Identification Number	Federal Expenditures	Passed-through to subrecipients
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	UV 20 05 1591	\$ 118,392	\$ -
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	UV 21 06 1591	110,807	-
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	XY 20 13 1591	97,845	-
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	XY 21 01 1591	85,079	-
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	KI 21 04 1591	102,499	-
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	KI 20 03 1591	85,587	-
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	KS 20 04 1591	57,293	-

The accompanying notes to the schedule of expenditures of federal awards are an integral part of this schedule

VOICES FOR CHILDREN
A NON PROFIT ORGANIZATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED JUNE 30, 2022

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					Expenditures	
Federal Agency Name	Pass Through Agency	Federal Program Title	Assistance Listing Number	Other Identification Number	Federal Expenditures	Passed-through to subrecipients
U.S. Department of Justice	California Governors Office of Emergency Services	Crime Victims Assistance	16.575	KS 21 03 1591	188,758	-
Total U.S. Department of Justice					846,260	-
U.S. Department of Housing and Urban Development	County of San Diego	Community Development Block Grant	14.218	565370	355,969	-
U.S. Department of Housing and Urban Development	City of San Diego	Community Development Block Grant	14.218	b-20-mv-06-0542	100,512	-
U.S. Department of Housing and Urban Development	City of Chula Vista	Community Development Block Grant	14.218	2021-065	30,000	-
U.S. Department of Housing and Urban Development	City of Escondido	Community Development Block Grant	14.218		10,000	-
U.S. Department of Housing and Urban Development	City of Santee	Community Development Block Grant	14.218		3,330	-

The accompanying notes to the schedule of expenditures of federal awards are an integral part of this schedule

**VOICES FOR CHILDREN
A NON PROFIT ORGANIZATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED JUNE 30, 2022**

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					Expenditures	
Federal Agency Name	Pass Through Agency	Federal Program Title	Assistance Listing Number	Other Identification Number	From Direct Awards	From Pass Through Awards
U.S. Department of Housing and Urban Development	County of Riverside	Community Development Block Grant	14.218	0.229-21	55,000	-
U.S. Department of Housing and Urban Development	City of Hemet	Community Development Block Grant	14.218		10,000	-
U.S. Department of Housing and Urban Development	City of Moreno Valley	Community Development Block Grant	14.218		30,000	-
U.S. Department of Housing and Urban Development	City of Riverside	Community Development Block Grant	14.218		8,960	-
U.S. Department of Housing and Urban Development	City of Temecula	Community Development Block Grant	14.218		6,970	-
U.S. Department of Housing and Urban Development	City of Corona	Community Development Block Grant	14.218		25,000	-
Total U.S. Department of Housing and Urban Development					635,741	-
TOTAL FEDERAL AWARDS EXPENDED					<u>\$ 1,482,001</u>	<u>\$ -</u>

The accompanying notes to the schedule of expenditures of federal awards are an integral part of this schedule

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
NOTES TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED JUNE 30, 2022**

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NOTE 1 BASIS OF ACCOUNTING

The accompanying schedule of expenditures of federal awards (the "Schedule") includes the federal grant activity of Voices for Children (the "Organization") under programs of the federal government for the year ended June 30, 2022. The information in this schedule is presented in accordance with the requirements of Title 2 *U.S. Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of the Organization, it is not intended to and does not present the financial position, changes in net assets, or cash flows of the Organization.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, *Cost Principles for Non-profit Organizations*, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Pass-through entity identifying numbers are presented where available.

The Organization has not elected to use the 10% de minimis indirect cost rate allowed under the Uniform Guidance (2 CFR 200.414)

NOTE 3 PROGRAM COSTS/MATCHING CONTRIBUTIONS

The amounts shown as current year expenses represent only the federal, state, and local grant portion of the program costs. Entire program costs including the Organization's portion, may be more than shown.

**VOICES FOR CHILDREN
A NONPROFIT ORGANIZATION
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED JUNE 30, 2022**

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A. Summary of Auditor's Results

Financial Statements

Type of auditor's report issued: Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? ☐ Yes ☒ No
- Significant deficiencies identified that are not considered material weaknesses? ☐ Yes ☒ None Reported
- Non-compliance material to financial statements noted? ☐ Yes ☒ No

Federal Awards

Internal control over major programs:

- Material weakness(es) identified? ☐ Yes ☒ No
- Significant deficiencies identified that are not considered to be material weaknesses? ☐ Yes ☒ None Reported

Type of auditor's report issued on compliance for major programs: Unmodified

Any audit findings disclosed that are required to be reported in accordance with 2 CFR Section 200.516(a)? ☐ Yes ☒ No

Identification of Major Programs

CFDA Numbers	Name of Federal Program or Cluster
14.218	Community Development Block Grant

Dollar threshold used to distinguish between Type A and Type B programs: \$ 750,000

Auditee qualified as low-risk auditee? ☒ Yes ☐ No

B. Financial Statement Findings

None noted.

C. Federal Award Findings

None noted.

**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON
COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN
ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

To The Board of Directors
Voices For Children
A Nonprofit Organization

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Voices For Children (a nonprofit organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities and changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 8, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Voices For Children's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Voices for Children's internal control. Accordingly, we do not express an opinion on the effectiveness of Voices for Children's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether Voices For Children's financial statements are free of material misstatement, we performed tests of their compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

CONSIDINE & CONSIDINE
An Accountancy Corporation

November 8, 2022

**INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR THE MAJOR PROGRAM AND ON INTERNAL
CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE**

To The Board of Directors
Voices For Children
A Nonprofit Organization

Report on Compliance for the Major Federal Program

Opinion on Major Federal Program

We have audited Voices For Children's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on Voices For Children's major federal program for the year ended June 30, 2022. Voices For Children's major federal program is identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, Voices for Children complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended June 30, 2022.

Basis for Opinion on Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Our responsibilities for the Audit of Compliance section of our report.

We are required to be independent of Voices for Children and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for its major federal program. Our audit does not provide a legal determination of Voices for Children's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to Voices for Children's federal program.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on Voices for Children's compliance based on our audit. 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, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about Voices for Children's compliance with the requirements of its major federal program as a whole.

In performing an audit in accordance with generally accepted auditing standards, *Government Auditing Standards*, and the Uniform Guidance, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, 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 Voices for Children's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of Voices for Children's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of Voices for Children's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control over Compliance

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

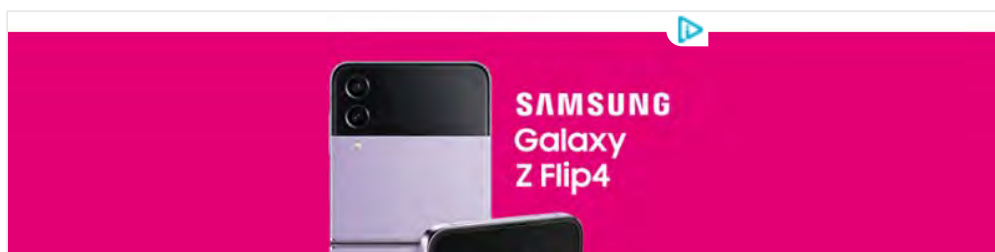
Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

CONSIDINE & CONSIDINE
An Accountancy Corporation

November 8, 2022

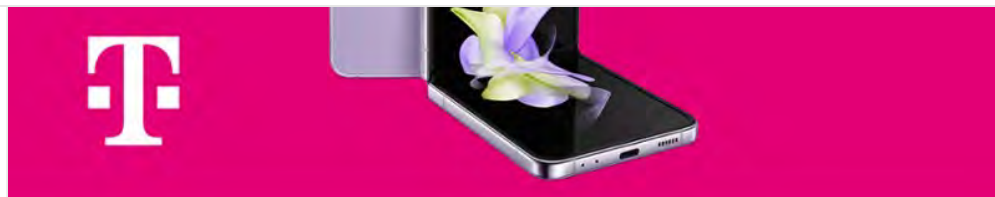
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NORTH COUNTY COMMUNITY NEWS

Carlsbad man recognized for helping foster youth at Voices for Children



Volunteer Court Appointed Special Advocate (CASA) Tim Riley with Josh, a youth who had formally lived in foster care hanging out in East Village in 2018. (Evan Yamada Productions)

Nonprofit's 2022 CASA of the Year says being present and listening are keys to succeeding as a Court Appointed Special Advocate

BY LINDA MCINTOSH

OCT. 13, 2022 8:26 AM PT



Tim Riley was sitting in the jury duty waiting room when a judge asked people in the room to consider volunteering as Court Appointed Special Advocates. The advocates speak up for children living in foster care and help them get the support they need. Riley was told there was great need for male volunteers to advocate for young boys in foster care.

That's when Riley, a Carlsbad resident, began his volunteer work as a Court Appointed Special Advocate (CASA) with the San Diego nonprofit Voices for Children. That was 10

years ago and since then he has helped six local boys, ages 13 to 17, get the educational, medical and emotional support they need.

“Tim Riley is a perfect example of how one caring and dependable adult can make all the difference in the life of a youth,” said Voices for Children’s chief program officer, Stephen Moore. “Tim builds trust with these youth not only through his words, but his everyday actions, and by modeling what a healthy relationship with a caring adult should look like.”

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For his efforts, going above and beyond to help foster kids, Riley is being honored as the 2022 CASA of the Year by Voices for Children at the nonprofit’s annual gala, Starry Starry Night, set for Oct. 20 at The Rady Shell in Jacobs Park.

Riley is among 1,300 volunteers at Voices for Children trained and supported by the nonprofit to advocate for foster children in court, school and medical settings to make sure their needs are met. CASA volunteers typically become the most consistent, caring adult in the life of a child in foster care as they face court hearings, social workers, attorneys and often new homes. CASA volunteers and staff at Voices for Children, which was established in 1980, served more than 3,400 children last year in foster care throughout San Diego and Riverside counties.

Riley, a former health care marketing agency owner, is being recognized for his “unwavering dedication to youth in foster care in San Diego County. ”

Riley and his wife are empty nesters with two adult children they adopted at birth, so when he heard about the need for CASA volunteers, it seemed like a perfect chance to help out.

“The secret to success for being a CASA is simply being present and listening. And once the youths realize you are a volunteer and aren’t getting paid to do this work, the light bulb goes off for them. They have been let down by the adults in their lives, and when they realize I’m in it for the long run, that’s when the real connection happens,” Riley said.

Riley met his first assigned youth, Sean, 13, when the teen was at a critical point in his life and his intellectual disability was being diagnosed and treated. After years of neglect, Sean was pulled from his home and entered the foster system where he was scared he would never have anyone to depend on.

“Working with all my youths has been rewarding. But my first youth, Sean, was truly the one that was the most life-altering,” Riley said.

Riley had worked closely with Sean to get him reunited with his grandmother over the course of several years. But when Sean turned 18 his grandmother died, and several months later Sean was on the verge of homelessness.

“Sean has an intellectual disability and I had maintained contact with his team of teachers and therapists, and with their guidance I was able to help Sean get lifelong services to provide him housing and occupational training. He is thriving as a now 23-year-old living in an adult group home, none of which would have happened without a village of unsung caring adults,” Riley said.

When the youths Riley helps age out of foster care and leave the foster care system, Riley continues to provide them with consistent support. He also encourages the youths to advocate for themselves and use their voices to help others.

“The process of teaching youths to self advocate starts when the youth and I go to court. To set the stage for what real life looks like, I would have the youth collect his thoughts and deliver his needs to the judge. Of course they were nervous and terrified to speak in court. But it not only helped them get the services they needed, it also created self-confidence to advocate for their own needs now as young adults,” Riley said.

“I had heard CASAs change lives but didn’t expect the profound positive change on my own,” he said. “I’m very humbled by this accolade, but the biggest honor is to see all six of my case youth grow into independent young men.”

For information about becoming a CASA volunteer, visit speakupnow.org.

NORTH COUNTY COMMUNITY NEWS

LOCAL

NORTH COUNTY



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Linda McIntosh

June 30, 2023



San Marcos Community Foundation
One Civic Center Drive
San Marcos, CA 92069-2918

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FY2022-2023**

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Re: Letter in support of Voices for Children

Dear San Marcos Community Foundation,

As a 20-year resident of San Marcos in the community of San Elijo Hills, I am writing in support of Voices for Children (VFC) and its current grant request. VFC's Court Appointed Special Advocate (CASA) program serves as a beacon of hope for children in foster care. It also provides a deeply meaningful volunteer experience.

I write from my personal experience. I have served as a CASA for six years, so I know what a difference CASAs can make for children in foster care. During this time, I have advocated for two young children. Among my proudest moments are identifying my first case child to be on the Autism Spectrum, leading the effort to get him diagnosed and helping to obtain services through the San Diego Regional Center for him. With my second case child, I was able to find an interest she was passionate about (art) and secure funding for her to take art classes in San Marcos. She has been able to find a stress-free environment to express herself and find happiness through her creations. Being able to overcome challenges and make a real difference in a vulnerable child's life make serving as a CASA an incredibly rewarding volunteer experience.

I believe in VFC and the CASA program so much that I also serve on VFC's recruitment and outreach team. In this role, I often speak with prospective volunteers about how CASAs help children in foster care and the need for more CASAs. For example, in September 2021, I presented to the San Marcos-based Contemporary Women of North County women's club. When speaking, I emphasize how rewarding it is to make a difference in these children's lives. I also point out that each potential volunteer has what it takes to be a good CASA. The most important aspect of being a good CASA is showing up, listening to the child (and asking questions), and using that information to advocate for services. I also tell potential volunteers that being a CASA is fun! You get to take your case children on community and cultural outings and see them laugh and enjoy just being a kid.

The CASA program makes all the difference for the children that it serves. Thank you for considering this request and for all that you do to build the San Marcos community.

Sincerely,

Gwen Schwimmer

Gwen Schwimmer

Title	Meals on Wheels San Diego County - CSUSM Social Work Intern Stipend	05/04/2023
	by Ali Duarte in San Marcos Community Foundation	id. 36599688
	aduarte@meals-on-wheels.org	

Original Submission	05/04/2023

General Project Information

Please enter your organization's name and project name.

Meals on Wheels San Diego County - CSUSM Social Work Intern Stipend

Are you applying for the Mini Grant or the Regular Grant?

Regular Grant (\$1,500 - \$10,000)

Project Name

CSUSM Social Work Intern Stipend

Project Start Date

6/1/2023

Project End Date

7/1/2023

Date by Which Funds Will Be Expended:

6/30/2024

Total Number of People Served by this Project

10.0

Total Number of People Served by this Project in San Marcos Only

1.0

Grant Amount Requested

10000.0

Organization Details

Organization Name

Meals-on-Wheels Greater San Diego, Inc. d.b.a. Meals on Wheels San Diego County

Organization Street Address	2254 San Diego Ave. Suite 200
Organization City	San Diego
Organization State	CA
Organization Zip Code	92110
Organization Website	WWW.MEALS-ON-WHEELS.ORG
Organization's EIN	95-2660509 200 Meals-On-Wheels Greater San Diego, Inc. dc42e7aa-e36b-4ed8-afa2-d0f462140a42 2254 San Diego Avenue, Ste 200 Suite 200 San Diego CA 92110 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 12/12/2022 12:00:00 AM 3/6/2023 12:00:00 AM 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(2) organization 2/14/2023 12:00:00 AM 1972 01
Contact Information	
Contact First Name	Alison
Contact Last Name	Duarte
Contact Title	Grants Manager
Contact Phone	+16192784012
Contact Email	aduarte@meals-on-wheels.org
Project Details	

Briefly describe your request for funds.

Meals on Wheels San Diego County (MOWSDC) provides daily hot meals, companionship, and wellness checks to seniors in the community. We are committed to ensuring that seniors can live with dignity and independence, and our team of interns and volunteers play a vital role in achieving this mission. However, the recent increase in the cost of living and inflation has significantly strained our resources, making it increasingly difficult to support and retain our interns and volunteers. Your support for our internship program, which provides valuable learning experiences to students while also benefiting our organization, will help alleviate the financial burden of pursuing an education while also gaining work experience. Specifically, we are seeking funding to financially compensate one intern for a 30-week school semester. The stipend for an intern is a \$20 rate per hour for a total of 480 hours. Intern roles and responsibilities include delivering meals, processing new client intakes, and maintaining the client meal service database. Additionally, interns conduct client welfare checks, contact clients' emergency contacts as needed, and incorporate client information learned on an ongoing basis into the database. We believe that this opportunity will be a win-win for both the intern and our organization.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.

The Social Work student intern will provide our aging population with emotional support by listening to their concerns, validating their issues, and connecting them with the appropriate resources. Additionally, the intern will advocate for seniors' needs by providing resources to healthcare providers and financial assistance programs. Because the cost of living in San Diego has increased significantly over the past few years, this has made it more difficult for individuals to live and work in the city. This has decreased the number of interns and volunteers who can dedicate their time and resources to MOWSDC. Additionally, inflation has increased the cost of supplies and transportation, further stretching our resources and making it harder to support our team. Every day, a minimum of 50 volunteers are deployed throughout San Diego County. San Marcos volunteers deliver to 7 daily routes and 5 weekend routes, equating to 6,048 volunteer hours annually and equating to approximately 60,000+ miles per year. This funding would support compensation for one North County Service Center intern for 30 weeks during two semesters, equating to a total of 480 hours. In turn, the Social Work intern will promote socialization, provide education, and ensure access to services.

Do you collaborate with other organizations to achieve your mission? If so, briefly describe those partnerships highlighting any that are located in or serve San Marcos residents.

Meals on Wheels' partnership with Helen Woodward Animal Center provides free cat and dog food. Fresh fruits and vegetables provided through Feeding America and the Jacob & Cushman San Diego Food Bank.

Has your organization received funding from the San Marcos Community Foundation in the past? If yes, please briefly describe the most recent project which received funding and the outcomes you achieved. If you have not received funding in the past, you can leave this section blank.

MOWSDC received \$4,000 on 9/28/2022 for food & packaging for meals to be home-delivered to 150 seniors throughout San Marcos. The grant term will end on 9/30/23, and we are on track to meet our goals.

Please provide a detailed narrative of your organization's mission and impact to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

The mission of MOWSDC is to empower seniors and veterans to remain independent by nourishing their bodies, minds, and spirits. MOWSDC provides home-delivered lunches and dinners on a daily basis, including holidays, to clients who would otherwise not be able to cook for themselves. Additionally, MOWSDC provides wellness check-ups and referral services for seniors experiencing a decline in autonomy, suffering from cognitive impairments, and dealing with mental health concerns. The Meals on Wheels program aims to be a safety net for the aging population and veterans. The program is designed to address food insecurity, declining health, and social isolation. Meals on Wheels not only provides nourishment, but it also provides a Care Navigation team that ensures seniors are taken care of beyond meal delivery. The Care Navigation team tends to safety and wellness alerts submitted by volunteers. Alongside the Care Navigation team, the Social Work student intern provides support in assessing the condition of clients and helps connect them with resources and additional services they may need. The Social Work student intern can help set up CalFresh benefits, help set up transportation appointments, and ensure any abuse, neglect, or exploitation is properly documented and reported. The population served is typically homebound and of lower Socio-Economic Status, with 1 in 10 seniors experiencing poverty. Additionally, the average Meals on Wheels client reports an Area Median Income of 30% or below. According to data sourced by Meals on Wheels America, 1 in

4 seniors live alone, with 1 in 3 dealing with loneliness. With that being said, Meals on Wheels San Diego covers the entire county, including delivery into rural and unincorporated areas to alleviate the unmet needs in those communities. The senior population continues to grow in the City of San Marcos and is predicted to increase by 134% between 2012 and 2050 (SANDAG). With 12,000 Americans turning 60 each day, Meals on Wheels San Diego is providing an essential service to seniors experiencing loneliness, poverty, and disability. By 2060, 1 in 3 Americans are projected to be 60 years of age and older. Meals on Wheels San Diego aims to serve groups of older adults living in the community with the greatest social and economic needs, such as those who have: low income, are a racial or ethnic minority, live in rural communities, have limited English proficiency, and are put at risk of institutionalization. Meals on Wheels San Diego not only provides a nutrition service that reduces food insecurity and malnutrition, it also promotes socialization and improves the health and well-being of older adults and veterans alike. The Social Work student intern is capable and responsible to provide assistance with meal deliveries for multiple routes in the San Marcos location and will also enhance the quality of daily visits to clients by providing additional support and resources. The Social Work student intern will be able to break periods of isolation, identify health risks sooner, and provide essential resources to seniors in need. The results of hunger and isolation make older adults more susceptible than any other age group to illness, disease, and physical and emotional health issues. With the addition of a Social Work student intern, we add a force multiplier that can provide much-needed skills and knowledge and provide counseling, advocacy, and reporting. Likewise, older adults struggle with the basic expenses needed to age independently and with dignity in their own homes. Economic insecurity, in particular, in San Diego County, is caused by the high costs of basic necessities and inadequate income. The projected growth and the current needs of older adults in San Diego County make addressing the more complex needs of older adults an important issue. The Social Work student intern will distribute home-delivered meals and safety checks with a smile and ensure homebound seniors' needs are being met while providing wrap-around services. Frequently Social Work student interns may be the only person the senior sees all day, providing human contact and a safety net, particularly for those seniors living alone. The Social Work student intern not only delivers food, but lives are saved nearly every week as a result of acquiring the proper emergency personnel for someone who has fallen, had a stroke, or is simply in need of additional resources. Meals on Wheels America reports that 9 out of 10 recipients say Meals on Wheels improves their health and helps them feel more secure. Meals on Wheels San Diego is one of the only organizations that provide this comprehensive, relationship-based service at an affordable cost with daily meal delivery that includes weekends and holidays. Through gracious funding of the Social Work student intern program, Meals on Wheels can continue to benefit newly identified at-risk seniors in San Marcos who require additional support.

Please upload any community letters or media in support of this project. n/a

Please upload the annual operating budget for your organization.

[MOWSDC_FY_22-23_Operating_Budget.pdf](#)

Please upload your most recent year-end audited financial statements, including any management letters associated with the audit.

[MOWSDC_Audited_Financial_Statements_-_FY_2022.pdf](#)

Please attach the first two pages of your Federal 990.

[First_2_Pages-_MOWGSD_Form_990_-_FY_2021.pdf](#)

Please upload a letter, signed by your organization's president or authorized officer on this application, supporting the submission of this grant. n/a

Funding

Budget Worksheet

[San Marcos Community Foundation - Budget Worksheet.xlsx](#)

Project Budget Total **9600.0**

Is this a Challenge or Matching Grant? **No**

Could this be a Challenge or Matching Grant? **No**

Additional Funding

[SMCF Budget Worksheet 2.xlsx](#)

Please provide a brief narrative for your budget and funding sources for this project. If you don't receive your full grant request, will you still be able to run the project?

This may involve applying for additional grants, seeking out private investors, or exploring other funding opportunities in order to provide support to our extensive volunteer and intern foundation.

Provide an itemized list of expenses for this project. Please ensure the total

Item	Cost
\$20 per hr x 16 hr per week for 30 weeks	\$9,600.00
Total budget for this PROJECT:	

als are calculated correctly.

Notes (optional)

1 Social Work Intern

[illegible]

	Source Name	Amount	C / CD / P
Additional Funding Source 1	San Marcos Community Founda	\$9,600	P
Additional Funding Source 2			
Additional Funding Source 3			
Additional Funding Source 4			
Additional Funding Source 5			
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

MEALS ON WHEELS SAN DIEGO COUNTY				
FISCAL YEAR 2023 OPERATING BUDGET SUMMARY				
Proposed				
			2023	
A/C #	Line Item	TOTALS		
4300	Program service fees	\$ 2,699,978		
4000	Contributions	\$2,499,237.00		
4003	Gifts in Kind*	\$ 187,991.00		
4050	Bequests	\$ 880,000.00		
4100	Private Grants	\$646,303.00		
4200	Government Grants	\$207,125.00		
4910	Investment Income*	\$410,000.00		
4750	Cause Marketing	-		
4800	Special Events	\$454,500.00		
4940	Other Income	\$45,045.00		
	TOTAL REVENUE	\$ 8,030,180		
5000	Salary & wage expense		\$ 4,269,376	
5100	Employee benefits	\$277,111.00		
5200	401(K) employer match	\$ 57,000.00		
5300	Payroll taxes	\$328,023.00		
5400	Workers compensation	\$69,917.00		
5600	Fee for services (non-employee)	\$174,317.00		
5500	Staff & Board development	\$37,000.00		
	TOTAL HUMAN RESOURCES	\$	5,212,743.00	
7000	Food & Packaging	\$ 1,997,984		
	TOTAL FOOD	\$ 1,997,984		
6000	Supplies	\$57,779.00		
6050	Contracts & leases	\$233,296.00		
6100	Telecommunications	\$45,332.00		
6200	Postage & shipping	\$73,430.00		
6300	Occupancy	\$337,210.00		
6400	Printing & copying	\$71,792.00		
6500	Travel	\$104,738.00		
6650	Volunteer program	\$31,434.00		
6700	Advertising & marketing	\$21,959.00		
6900	Repair & maintenance	\$137,517.00		
6920	Special Events	\$65,545.00		
6925	Gifts in Kind Expense	\$ 187,991.00		
6930	General Insurance	\$90,472.00		
6950	Bank Charges	\$73,125.00		
6980	Bad Debt Acct.	\$37,469.00		
7200	Projects Materials & Supplies	-		
	TOTAL OPERATING	\$ 1,569,088		
	TOTAL EXPENSE	\$ 8,779,816		
	NET REV + /< - > EXP	(\$ 749,635)		
1109	UR/UD Fund Balance accrued*	\$ 2,605,569		
	Accumulated unrestricted/undesignated funds from previous periods			
4993	Transfer in from UR-UD funds	#####		
	Net Surplus/Deficit after transfer	\$0		
1109	UR/UD Fund Balance Remaining	\$1,855,933	Projected ending balance after all	

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

2020**Open to Public Inspection**Department of the Treasury
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2020 calendar year, or tax year beginning 10/01/2020 and ending 09/30/2021																							
B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td colspan="2">C Name of organization MEALS-ON-WHEELS GREATER SAN DIEGO INC</td> <td rowspan="2">D Employer identification number 95-2660509</td> </tr> <tr> <td colspan="2">Doing business as Meals on Wheels San Diego County</td> </tr> <tr> <td colspan="2">Number and street (or P.O. box if mail is not delivered to street address) Room/suite 2254 San Diego Avenue Suite 200</td> <td rowspan="2">E Telephone number 619-260-6110</td> </tr> <tr> <td colspan="2">City or town, state or province, country, and ZIP or foreign postal code San Diego, CA 92110</td> </tr> <tr> <td colspan="2">F Name and address of principal officer: Brent Wakefield 2254 San Diego Avenue, Suite 200, San Diego, CA 92110</td> <td>G Gross receipts \$ 11,115,085</td> </tr> <tr> <td colspan="2">I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527</td> <td>H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions</td> </tr> <tr> <td colspan="2">J Website: ▶ www.meals-on-wheels.org</td> <td>H(c) Group exemption number ▶</td> </tr> <tr> <td colspan="2">K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶</td> <td>L Year of formation: 1970 M State of legal domicile: CA</td> </tr> </table>	C Name of organization MEALS-ON-WHEELS GREATER SAN DIEGO INC		D Employer identification number 95-2660509	Doing business as Meals on Wheels San Diego County		Number and street (or P.O. box if mail is not delivered to street address) Room/suite 2254 San Diego Avenue Suite 200		E Telephone number 619-260-6110	City or town, state or province, country, and ZIP or foreign postal code San Diego, CA 92110		F Name and address of principal officer: Brent Wakefield 2254 San Diego Avenue, Suite 200, San Diego, CA 92110		G Gross receipts \$ 11,115,085	I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527		H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list. See instructions	J Website: ▶ www.meals-on-wheels.org		H(c) Group exemption number ▶	K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶		L Year of formation: 1970 M State of legal domicile: CA
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Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <u>Meals on Wheels supports the independence and well-being of seniors by providing regular nutrition and daily contact and wellness checks by caring volunteers. Meals prepared using Area Agency on Aging Nutrition Center guidelines are delivered to seniors homes throughout San Diego County.</u>		
	2	Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	17
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	17
	5	Total number of individuals employed in calendar year 2020 (Part V, line 2a)	5	115
	6	Total number of volunteers (estimate if necessary)	6	3,402
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0
	b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g)	4,945,845	7,440,201
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	2,245,170	2,703,780
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	234,231	479,540
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	29,248	10,383
	12		7,454,494	10,633,904
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	2,874,452	3,354,302
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	196,918	117,050
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 640,466		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	2,892,545	3,552,508
	18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	5,963,915	7,023,860
	19	Revenue less expenses. Subtract line 18 from line 12	1,490,579	3,610,044
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21	Total liabilities (Part X, line 26)	12,117,255	16,972,184
	22	Net assets or fund balances. Subtract line 21 from line 20	313,667	425,168
	22		11,803,588	16,547,016

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here		5-2-2022			
	Signature of officer	Date			
	Brent Wakefield, President and CEO				
	Type or print name and title				
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
	Firm's name ▶	Firm's EIN ▶			
	Firm's address ▶	Phone no.			

May the IRS discuss this return with the preparer shown above? See instructions ☐ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat. No. 11282Y

Form **990** (2020)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission:

Meals on Wheels San Diego County's mission is to support the independence and well-being of seniors who choose to age in their home or for those that are unable to afford quality institutional care and must remain at home. Many seniors experience chronic illnesses and disabilities that often make activities of daily living difficult. Meals on Wheels San Diego County is part of the
 (Continued on Schedule O, Statement 2)

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.**4a** (Code:) (Expenses \$ 6,015,820 including grants of \$ 0) (Revenue \$ 2,703,780)

Meals on Wheels San Diego County serves all of San Diego County, including the 3,049 square miles of rural and unincorporated areas. Of all seniors served, 84% are considered extremely-low to low income according to the 2017 income guidelines by the Department of Housing and Urban Development (HUD). We subsidize more than 60% of the costs of meals, delivery, and other services provided, regardless of a seniors' ability to pay. Further subsidies are provided for seniors who are experiencing severe financial difficulties. For fiscal year 2021, we served over 4,300 homebound seniors throughout San Diego County with 642,781 meals, daily safety checks and friendly visits using 3,402 trained volunteers. Also, during the past year, we continued to meet an ongoing significant increase for our services during the Covid-19 public health emergency. Meals on Wheels clients report improved health, security and independence. For millions of Americans, Meals on Wheels programs across the country are literally the difference between remaining in their own homes and needing to relocate to a nursing facility. The nutritious meal, friendly visit and safety check help them cope with three of the biggest threats of aging: hunger, isolation and loss of independence. Research proves that when seniors have the right support, they gain greater quality of life, need fewer hospital stays and live longer.

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4c** (Code:) (Expenses \$ including grants of \$) (Revenue \$)**4d** Other program services (Describe on Schedule O.)(Expenses \$ 0 including grants of \$ 0) (Revenue \$ 0)**4e** Total program service expenses **▶** 6,015,820

Meals-On-Wheels Greater San Diego, Inc. dba. Meals on Wheels San Diego County

Financial Statements

Years Ended September 30, 2022 and 2021



MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Financial Statements
Years Ended September 30, 2022 and 2021

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INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees
of Meals-on-Wheels Greater San Diego, Inc. dba Meals on Wheels San Diego County

Opinion

We have audited the accompanying financial statements of Meals-on-Wheels Greater San Diego, Inc. dba. Meals on Wheels San Diego County (a non-profit organization), which comprise the statements of financial position as of September 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Meals-on-Wheels Greater San Diego, Inc. County, Inc. as of September 30, 2022 and 2021, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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 Meals-on-Wheels Greater San Diego, Inc. County, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

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

INDEPENDENT AUDITOR'S REPORT, CONTINUED

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Meals-on-Wheels Greater San Diego, Inc. County, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Meals-on-Wheels Greater San Diego, Inc. County, Inc.'s ability to continue as a going concern for a reasonable period of time.

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

Aldrich CPAs + Advisors LLP

San Diego, California
February 1, 2023

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Statements of Financial Position
September 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 135,415	\$ 55,956
Short-term investments	9,407,517	10,627,885
Accounts receivable, net of allowance for doubtful accounts of \$26,275 (2022) and \$21,481 (2021)	266,100	250,823
Prepaid expenses	68,437	67,506
Inventory	<u>67,709</u>	<u>64,169</u>
Total Current Assets	9,945,178	11,066,339
Long-Term Investments	3,595,280	4,576,204
Deposits	14,436	14,436
Property and Equipment, net of accumulated depreciation	<u>1,535,678</u>	<u>1,315,205</u>
Total Assets	<u><u>\$ 15,090,572</u></u>	<u><u>\$ 16,972,184</u></u>
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	\$ 155,024	\$ 234,274
Accrued expenses	<u>224,321</u>	<u>190,894</u>
Total Current Liabilities	379,345	425,168
Net Assets:		
Without Donor Restrictions	10,915,582	11,773,227
With Donor Restrictions	<u>3,795,645</u>	<u>4,773,789</u>
Total Net Assets	<u>14,711,227</u>	<u>16,547,016</u>
Total Liabilities and Net Assets	<u><u>\$ 15,090,572</u></u>	<u><u>\$ 16,972,184</u></u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Statements of Activities

Year Ended September 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:			
Contributions	\$ 2,574,252	\$ 109,585	\$ 2,683,837
Fees for services	2,480,267	-	2,480,267
Bequests	1,358,555	-	1,358,555
Special events	463,315	-	463,315
Less: Special events expenses	(152,628)	-	(152,628)
	310,687	-	310,687
Government grants	163,878	-	163,878
Other income	45,980	-	45,980
Gain on sale of property and equipment	5,500	-	5,500
Investment return, net	(988,360)	-	(988,360)
Net assets released from restrictions, satisfaction of program restrictions	1,087,729	(1,087,729)	-
Total Revenue and Support	7,038,488	(978,144)	6,060,344
Program and Supporting Expenses:			
Program services	6,653,424	-	6,653,424
Supporting services:			
Management and general	526,583	-	526,583
Fundraising	716,126	-	716,126
Total supporting services	1,242,709	-	1,242,709
Total Program and Supporting Expenses	7,896,133	-	7,896,133
Change in Net Assets	(857,645)	(978,144)	(1,835,789)
Net Assets, beginning	11,773,227	4,773,789	16,547,016
Net Assets, ending	\$ 10,915,582	\$ 3,795,645	\$ 14,711,227

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Statements of Activities

Year Ended September 30, 2021

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:			
Contributions	\$ 6,804,116	\$ 117,050	\$ 6,921,166
Fees for services	2,703,780	-	2,703,780
Investment return, net	731,334	857,071	1,588,405
Bequests	201,376	-	201,376
Special events	185,123	-	185,123
Less: Special events expenses	(44,849)	-	(44,849)
	140,274	-	140,274
Government grants	149,097	-	149,097
Other income	38,671	-	38,671
Gain on sale of property and equipment	4,000	-	4,000
Net assets released from restrictions, satisfaction of program restrictions	240,698	(240,698)	-
Total Revenue and Support	11,013,346	733,423	11,746,769
Program and Supporting Expenses:			
Program services	6,015,820	-	6,015,820
Supporting services:			
Management and general	347,054	-	347,054
Fundraising	640,467	-	640,467
Total supporting services	987,521	-	987,521
Total Program and Supporting Expenses	7,003,341	-	7,003,341
Increase in Net Assets	4,010,005	733,423	4,743,428
Net Assets, beginning	7,763,222	4,040,366	11,803,588
Net Assets, ending	\$ 11,773,227	\$ 4,773,789	\$ 16,547,016

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Statements of Functional Expenses
Year Ended September 30, 2022

	Program Services	Supporting Services		Total Supporting Services	Total
		Management and General	Fundraising		
Salaries	\$ 2,862,609	\$ 279,358	\$ 258,079	\$ 537,437	\$ 3,400,046
Meal purchases	1,772,010	-	-	-	1,772,010
Occupancy	294,655	7,227	2,812	10,039	304,694
Fee for services (non-employee)	186,425	73,239	41,651	114,890	301,315
Employee benefits	247,072	30,832	19,254	50,086	297,158
Contracts and leases	118,942	42,146	114,691	156,837	275,779
Payroll taxes	227,898	19,807	18,473	38,280	266,178
Depreciation	170,151	8,439	8,439	16,878	187,029
Repair and maintenance	134,251	10,657	4,646	15,303	149,554
Printing and materials	5,676	999	118,100	119,099	124,775
Contributed nonfinancial asset expenses	91,962	-	25,000	25,000	116,962
Travel	95,698	4,242	2,932	7,174	102,872
Packaging supplies	96,370	-	-	-	96,370
General insurance	57,121	18,099	12,704	30,803	87,924
Workers compensation	85,001	1,141	1,296	2,437	87,438
Bank charges	44,383	6,707	21,906	28,613	72,996
Supplies	49,788	4,304	2,400	6,704	56,492
Postage	5,048	7,071	33,969	41,040	46,088
Telecommunications	35,438	1,962	999	2,961	38,399
Advertising and marketing	5,553	-	26,198	26,198	31,751
Other	28,645	-	-	-	28,645
Staff and board development	14,314	10,353	2,577	12,930	27,244
Bad debt expense	24,414	-	-	-	24,414
Total Program and Supporting Expenses	6,653,424	526,583	716,126	1,242,709	7,896,133
Special Events	-	-	152,628	152,628	152,628
Total Expenses	\$ 6,653,424	\$ 526,583	\$ 868,754	\$ 1,395,337	\$ 8,048,761

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Statements of Functional Expenses
Year Ended September 30, 2021

	Program Services	Supporting Services		Total Supporting Services	Total
		Management and General	Fundraising		
Salaries	\$ 2,436,413	\$ 251,528	\$ 214,307	\$ 465,835	\$ 2,902,248
Meal purchases	1,660,286	-	-	-	1,660,286
Contracts service fees	110,590	5,859	170,547	176,406	286,996
Occupancy	273,393	2,630	2,011	4,641	278,034
Consulting services	174,490	33,467	25,939	59,406	233,896
Payroll taxes	205,308	1,448	16,665	18,113	223,421
Employee benefits	188,586	19,517	12,082	31,599	220,185
Depreciation	152,738	3,134	5,513	8,647	161,385
Repair and maintenance	113,216	3,788	3,319	7,107	120,323
Contributed nonfinancial asset expenses	110,887	70	-	70	110,957
Staff and board development	87,810	5,775	4,542	10,317	98,127
Workers compensation	76,125	1,711	1,394	3,105	79,230
General insurance	61,644	6,465	8,708	15,173	76,817
Travel	71,118	161	1,159	1,320	72,438
Packaging supplies	70,812	-	-	-	70,812
Postage	5,284	2,947	62,568	65,515	70,799
Banking fees	49,338	3,381	15,762	19,143	68,481
Supplies	63,168	2,344	1,681	4,025	67,193
Printing and materials	12,296	1,728	44,294	46,022	58,318
Advertising and marketing	1,802	-	48,040	48,040	49,842
Telecommunications	35,303	873	840	1,713	37,016
Bad debt expense	36,884	-	-	-	36,884
Other	18,329	228	1,096	1,324	19,653
Supporting Expenses	6,015,820	347,054	640,467	987,521	7,003,341
Special Events	-	-	44,849	44,849	44,849
Total Expenses	<u>\$ 6,015,820</u>	<u>\$ 347,054</u>	<u>\$ 685,316</u>	<u>\$ 1,032,370</u>	<u>\$ 7,048,190</u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY
Statements of Cash Flows

Years Ended September 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash Flows from Operating Activities:		
Change in net assets	\$ (1,835,789)	\$ 4,743,428
Adjustments to reconcile change in net assets to net cash (used) provided by operating activities:		
Depreciation	187,029	161,385
Gain on sale of property and equipment	(5,500)	(4,000)
Net realized and unrealized (gains) losses on investments	1,124,906	(1,428,244)
Changes in operating assets and liabilities:		
Accounts receivable, net	(15,277)	138,729
Prepaid expenses	(931)	(4,291)
Inventory	(3,540)	(14,695)
Accounts payable	(79,250)	72,851
Accrued expenses	33,427	38,650
Net Cash Flows Provided (Used) by Operating Activities	<u>(594,925)</u>	<u>3,703,813</u>
Cash Flows from Investing Activities:		
Proceeds from sale of investments	2,360,743	764,677
Purchases of investments	(1,284,357)	(4,417,837)
Proceeds from the sale of property and equipment	5,500	4,000
Purchases of property and equipment	<u>(407,502)</u>	<u>(153,291)</u>
Net Cash Flows Provided (Used) by Investing Activities	<u>674,384</u>	<u>(3,802,451)</u>
Net Change in Cash and Cash Equivalents	79,459	(98,638)
Cash and cash equivalents, beginning	<u>55,956</u>	<u>154,594</u>
Cash and cash equivalents, ending	<u>\$ 135,415</u>	<u>\$ 55,956</u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY

Notes to Financial Statements

Years Ended September 30, 2022 and 2021

Note 1 – Organization and Summary of Significant Accounting Policies

Nature of Activities

Meals-on-Wheels Greater San Diego, Inc. dba. Meals on Wheels San Diego County (the Organization) is a California nonprofit corporation formed in May of 1970. The Organization's purpose is to provide a variety of services throughout San Diego County to help senior adults remain independent. The Organization's primary program is meal delivery to senior adults throughout San Diego County. The Organization became active in January 1971, as the successor Organization to "Senior Adult Services," an unincorporated association.

New Accounting Pronouncement

In September 2020, the Financial Accounting Standard Board (FASB) issued Accounting Standards Update (ASU) 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets (Topic 958)*. The purpose of ASU 2020-07 is to clarify the presentation and disclosure of contributed nonfinancial assets with an intention to provide the reader of the financial statements a clearer understanding of what type of nonfinancial assets were received and how they are used and recognized by the Organization. During the year ended September 30, 2022, the Organization adopted ASU 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets (Topic 958)*.

Management has analyzed the provisions of the FASB's ASU Topic 958, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets* and has included the necessary presentation and disclosure.

Financial Statement Presentation

The financial statements of the Organization have been prepared in accordance with accounting principles generally accepted in the United States of America (US GAAP), which require the Organization to report information regarding their 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 statements of activities.

Use of Estimates

The preparation of financial statement in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

Cash equivalents are highly liquid debt instruments with original maturities of three months or less. Temporary cash accounts are included with investment brokerage accounts.

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY

Notes to Financial Statements

Years Ended September 30, 2022 and 2021

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Investments

The Organization carries investments in marketable securities with readily determinable fair values and investments in debt securities at fair values in the statement of financial position. Investments acquired by gift are recorded at their fair market value at the date of the gift. Alternative investments, for which quoted market prices are not readily available, are valued at fair value by the investment manager based on factors deemed relevant by the manager including, but not limited to, market conditions, purchase price, estimated liquidation value, restrictions on transfer and meaningful third party transactions in the private market.

Because of the inherent uncertainty of valuations, the estimated fair values may differ significantly from the values that would have been used had a ready market for such investments existed or had such investments been liquidated, and those differences could be material. Realized and unrealized gains and losses are included in the changes in net assets in the statement of activities.

Investment return on restricted assets is reported as an increase in net assets without donor restrictions if the asset restriction expires in the reporting period in which the income is recognized. All other restricted investment return is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. Investments with a maturity period one year or less are considered short-term investments with all other investments classified as long-term investments.

Accounts Receivable

The accounts receivable arise in the normal course of operations. It is the policy of management to review the outstanding accounts receivable at year end, as well as the bad debt write-offs experienced in the past, and establish an allowance for doubtful accounts for uncollectible amounts.

Inventory

Inventory consists primarily of food and packing supplies used in food preparation and is valued at the lower of cost (first-in, first-out method) or net realizable value.

Property and Equipment

The Organization capitalizes all expenditures for property and equipment in excess of \$1,000. Equipment and improvements are recorded at cost or at estimated fair value at date of gift if donated. Expenditures for maintenance and repairs are charged against operations. Depreciation is provided on a straight-line basis over the estimated useful lives of the assets of three to 40 years.

Revenue and Support

The Organization recognizes revenue in a manner that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the Organization expects to be entitled in exchange for those goods or services.

Revenues for the Organization primarily consist of fee-for-service contracts and contributions. Meals-on-Wheels delivers their meals based on client's specifications, varying factors such as number of meals delivered, number of days per weeks meals are delivered, etc. Management has determined that these sources of revenue are most appropriately classified as exchange transactions, and therefore, revenue is recognized as performance obligations are met, which is typically when services are performed.

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Grants and other revenues which are considered contracts for services, are not recorded as contributions with donor restrictions.

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY

Notes to Financial Statements

Years Ended September 30, 2022 and 2021

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Contributed Materials and Services

Contributed materials are recorded at their fair market value where an objective basis is available to measure their value. Such items are capitalized or charged to expense as appropriate.

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with various programs. The services do not meet the criteria for recognition as a contribution and are not reflected in the financial statements. The fair market value of contributed professional services is reported as support and expense in the period in which the services are performed.

Donated materials and equipment, with significant determinable values, are reflected as contributions in the accompanying combined financial statements at their estimated fair values at date of receipt. Such items are capitalized or charged to operations as appropriate. The Organizations receive donated services from unpaid volunteers who assist in fundraising and program services. No amounts have been recognized in the combined statements of activities for these services because the criteria for recognition as contributions of such volunteer efforts have not been satisfied. The fair market values of contributed professional services are reported as support and expense in the period in which the services are performed.

Advertising

The Organization follows the policy of charging the cost of advertising to expense as incurred.

Functional Allocation of Expenses

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Salaries and related expenses (benefits, payroll taxes, etc.) and professional fees are allocated based on time and effort. All other expenses are broken out by accounts and are charged to the program or service based on direct usage or using full time equivalents as an allocation method.

Income Tax Status

Meals-on-Wheels Greater San Diego, Inc. is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. Meals-on-Wheels Greater San Diego, Inc. has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Internal Revenue Code. Meals-on-Wheels Greater San Diego, Inc. may be subject to tax on income which is not related to its exempt purpose. For the years ended September 30, 2022 and 2021, no such unrelated business income was reported and, therefore, no provision for income taxes has been made.

The Organization follows the provisions of uncertain tax positions as addressed in the Financial Accounting Standards Board (FASB) Accounting Standards Codification. Meals-on-Wheels Greater San Diego, Inc. recognize accrued interest and penalties associated with uncertain tax positions as part of the income tax provision, when applicable. There are no amounts accrued in the financial statements related to uncertain tax positions for the years ended September 30, 2022 and 2021.

Fair Value Measurements

The Organization defines fair value as the exchange price that would be received for an asset or paid for a liability in the principal or most advantageous market. The Organization applies fair value measurements to assets and liabilities that are required to be recorded at fair value under US GAAP. Fair value measurement techniques maximize the use of observable inputs and minimize the use of unobservable inputs and are categorized in a fair value hierarchy based on the transparency of inputs.

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY

Notes to Financial Statements

Years Ended September 30, 2022 and 2021

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Fair Value Measurements, continued

The three levels are defined as follows:

Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 - Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the same term of the financial instrument.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The carrying value of cash, receivables, other current assets, and payables approximate fair values as of September 30, 2022 and 2021 due to the relative short maturities of these instruments.

As a practical expedient, certain financial instruments may be valued using net asset value (NAV) per share. NAV is the amount of net assets attributable to each share of outstanding capital stock at the end of the period.

Future Accounting Standards

The FASB has issued a substantial ASU which will become effective in future years.

In February 2016, the FASB issued ASU 2016-02 *Leases*. The primary change in US GAAP addressed by ASU 2016-02 is the requirement for a lessee to recognize on the statements of financial position a liability to make lease payments ("lease liability") and a right-of-use asset representing its right to use the underlying asset for the lease term. ASU 2016-02 also requires qualitative and quantitative disclosures to enable users of the financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases. ASU 2016-02 is effective for fiscal years beginning after December 15, 2021. Lessees must apply a modified retrospective transition approach for leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, although there are optional practical expedients that entities may elect to apply. The Organization is evaluating the effect that the provisions of ASU 2016-02 will have on its financial statements and related disclosures.

Subsequent Events

The Organization has evaluated subsequent events through February 1, 2023, which is the date the financial statements were available to be issued (see Note 11).

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY**Notes to Financial Statements**Years Ended September 30, 2022 and 2021

Note 2 – Liquidity and Availability

The following reflects the Organization's financial assets as of the statement of financial position date, reduced by amounts not available for general use because of contractual obligations within one year of the statement of financial position date.

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 135,415	\$ 55,956
Investments	9,407,517	10,627,885
Accounts receivable	<u>266,100</u>	<u>250,823</u>
 Total Financial Assets Available for General Operations	 9,809,032	 10,934,664
 Less amounts not available to be used within one year:		
Restricted by donor with time or purpose restrictions	<u>(200,365)</u>	<u>(197,585)</u>
 Financial assets available to meet cash needs for general expenditures within one year	 \$ <u>9,608,667</u>	 \$ <u>10,737,079</u>

The Organization is substantially supported by donor-restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Organization has an endowment of \$3,595,280. The Organization does not intend to spend from its endowment other than amounts appropriated for general expenditures as part of its annual appropriation process.

Note 3 – Concentration of Credit Risk

The Organization maintains its cash at various financial institutions. Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. The Organization account balances may, at times, exceed the limits.

Note 4 – Investments and Fair Value Measurement

Investments consist of the following:

	<u>2022</u>	<u>2021</u>
Short-term investments	\$ 9,407,517	\$ 10,627,885
Long-term investments	<u>3,595,280</u>	<u>4,576,204</u>
	<u>\$ 13,002,797</u>	<u>\$ 15,204,089</u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY**Notes to Financial Statements**

Years Ended September 30, 2022 and 2021

Note 4 – Investments and Fair Value Measurement, continued

The following table presents investments categorized according to the fair value hierarchy as of September 30, 2022:

	Level 1	Level 2	Level 3	NAV	Total
Money Market Funds	\$ 9,436,267	\$ -	\$ -	\$ -	\$ 9,436,267
Mutual Funds:					
Fixed income taxable	1,185,871	-	-	-	1,185,871
Commodities	36,632	-	-	-	36,632
Domestic large-cap blend	607,912	-	-	-	607,912
Domestic mid-cap growth	504,298	-	-	-	504,298
Real estate	234,898	-	-	-	234,898
Domestic small-cap blend	410,184	-	-	-	410,184
Diversified emerging markets	162,381	-	-	-	162,381
Foreign large-cap blend	424,354	-	-	-	424,354
	<u>\$ 13,002,797</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 13,002,797</u>

The following table presents investments categorized according to the fair value hierarchy as of September 30, 2021:

	Level 1	Level 2	Level 3	NAV	Total
Money Market Funds	\$ 5,936,185	\$ -	\$ -	\$ -	\$ 5,936,185
Mutual Funds:					
Fixed income taxable	3,496,921	-	-	-	3,496,921
Commodities	30,011	-	-	-	30,011
Domestic large-cap blend	1,298,923	-	-	-	1,298,923
Domestic mid-cap growth	1,131,201	-	-	-	1,131,201
Real estate	651,662	-	-	-	651,662
Domestic small-cap blend	1,324,047	-	-	-	1,324,047
Diversified emerging markets	402,581	-	-	-	402,581
Foreign large-cap blend	932,558	-	-	-	932,558
Total	<u>\$ 15,204,089</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 15,204,089</u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY**Notes to Financial Statements**Years Ended September 30, 2022 and 2021

Note 5 – Property and Equipment

Property and equipment consist of the following:

	<u>2022</u>	<u>2021</u>
Building	\$ 1,297,119	\$ 1,157,771
Kitchen equipment and supplies	564,439	562,296
Vehicles	459,191	381,232
Land	374,571	374,571
Computers	221,665	92,699
Furniture and equipment	<u>168,446</u>	<u>134,191</u>
	3,085,431	2,702,760
Less accumulated depreciation	<u>(1,549,753)</u>	<u>(1,387,555)</u>
	<u>\$ 1,535,678</u>	<u>\$ 1,315,205</u>

Note 6 – Contributed Non-Financial Assets

The Organization recognized contributed nonfinancial assets within revenue, including event tickets, event auction items, food, gift cards, senior client care packages, and other miscellaneous items. Contributed nonfinancial assets are valued and reported at the estimated fair value in the financial statements based on current rates for similar products. Contributed nonfinancial assets solicited for use at special events, such as the auction held in conjunction with the annual gala, are monetized.

In addition to amounts recognized in the statements of activities, management estimates the Organization received approximately 122,738 and 113,075 volunteer hours with an estimated value of \$1,963,808 and \$1,696,125 valued at \$16 per hour and \$15 per hour for the years ended September 30, 2022 and 2021, respectively.

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY**Notes to Financial Statements**

Years Ended September 30, 2022 and 2021

Note 7 – Restrictions on Net Assets

Net assets with donor restrictions consist of the following:

	<u>2022</u>	<u>2021</u>
Purpose Restrictions:		
Board leadership	\$ 90,386	\$ 85,510
Emergency meal packs	47,221	45,826
Volunteer program	40,775	23,658
Delivery van fuel	9,886	2,311
Meal scholarship	6,466	7,278
Admin building renovation	3,699	-
Technology	1,400	3,199
Other	532	4,803
CalFresh expansion	-	25,000
	<u>200,365</u>	<u>197,585</u>
Endowments:		
Subject to appropriation and expenditure when a specified event occurs:		
General Use	<u>3,595,280</u>	<u>4,576,204</u>
	<u>\$ 3,795,645</u>	<u>\$ 4,773,789</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows:

	<u>2022</u>	<u>2021</u>
Satisfaction of purpose restrictions		
Endowment activity, net	\$ 1,032,663	\$ 191,055
Cal Fresh Expansion	55,000	-
Delivery van fuel	22,425	5,655
Emergency meal packs	18,123	20,940
Volunteer program	7,742	20,500
Other	3,515	-
Meal scholarship	-	2,548
	<u>\$ 1,139,468</u>	<u>\$ 240,698</u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY

Notes to Financial Statements

Years Ended September 30, 2022 and 2021

Note 8 – Operating Leases

The Organization has operating lease agreements for its offices and certain equipment expiring at various dates through September 2033. Total rent expense for the year ended September 30, 2022 and September 30, 2021 was \$218,594 and \$213,079 respectively.

Future minimum lease payments at September 30, 2022 are as follows:

Year Ending September 30,	
2023	\$ 324,938
2024	329,443
2025	334,577
2026	335,613
2027	302,254
Thereafter	<u>1,188,778</u>
Total	<u>\$ 2,815,603</u>

Note 9 – Pension Plan

The Organization has a 401(k) Profit Sharing Plan covering all full-time employees that are at least 21 years old, have completed one year of service, and worked 1,000 hours during the calendar year. A qualified employee is fully vested after four years. Funding of the plan is made at the discretion of management. Total pension expense was \$43,098 and \$0 for the years ended September 30, 2022 and 2021, respectively.

Note 10 – Endowments

The Organization's endowment consists of donor-restricted endowment funds. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Trustees of the Organization has interpreted Uniform Prudent Management of Constitution Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization retains in perpetuity (a) the original value of gifts donated to the endowment, (b) the original value of subsequent gifts to the endowment, and (c) accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not retained in perpetuity is subject to appropriation for expenditure by the Organization in a manner that is consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- 1) The duration and preservation of the fund
- 2) The purposes of the Organization and the donor-restricted endowment fund
- 3) General economic conditions
- 4) The possible effect of inflation and deflation
- 5) The expected total return from income and the appreciation of investments
- 6) Other resources of the Organization
- 7) The investment policies of the Organization

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY**Notes to Financial Statements**

Years Ended September 30, 2022 and 2021

Note 10 – Endowments, continued

At September 30, 2022, the endowment net assets composition by type of fund consists of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Donor designated funds:			
Original donor-restricted gift amount required to be maintained in perpetuity by donor	\$ -	\$ 3,044,060	\$ 3,044,060
Accumulated investment gains	-	551,220	551,220
	<u>\$ -</u>	<u>\$ 3,595,280</u>	<u>\$ 3,595,280</u>

Changes in endowment net assets for the year ended September 30, 2022, consist of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ -	\$ 4,576,204	\$ 4,576,204
Distributions	-	(204,557)	(204,557)
Investment return, net	-	(776,367)	(776,367)
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 3,595,280</u>	<u>\$ 3,595,280</u>

At September 30, 2021, the endowment net assets composition by type of fund consists of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Donor designated funds:			
Original donor-restricted gift amount required to be maintained in perpetuity by donor	\$ -	\$ 3,044,060	\$ 3,044,060
Accumulated investment gains	-	1,532,144	1,532,144
	<u>\$ -</u>	<u>\$ 4,576,204</u>	<u>\$ 4,576,204</u>

Changes in endowment net assets for the year ended September 30, 2021, consist of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ -	\$ 3,910,188	\$ 3,910,188
Contributions	-	-	-
Appropriated expenditures	-	(191,055)	(191,055)
Investment return, net	-	857,071	857,071
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 4,576,204</u>	<u>\$ 4,576,204</u>

MEALS-ON-WHEELS GREATER SAN DIEGO, INC. dba. MEALS ON WHEELS SAN DIEGO COUNTY

Notes to Financial Statements

Years Ended September 30, 2022 and 2021

Note 10 – Endowments, continued

Return Objectives and Risk Parameters

The Organization has adopted investment and spending policies for endowment assets that attempt to provide funding for the operating expenses of programs supported by its endowments and increase the value of the original contributed capital by an amount not less than the annual increase in the Consumer Price Index (CPI). In order to meet this objective, the endowment asset portfolio is structured to achieve a compounded annual return, net of investment management expenses, of 6% plus the annual rate of inflation (Target Return) over ten years. In achieving the Target Return, the Organization seeks to maintain a level of portfolio risk, as measured by the annualized monthly standard deviation, commensurate with the portfolio's market-related index. The market-related index is made up of selected market indices that are representative of the asset classes in which the portfolio is invested and which is weighted in the same percentages as the asset classes in which the portfolio is invested.

Investment Strategy

The investment strategy of the Organization is to develop a diversified portfolio of investments. For equity investments, the selection of such holdings is based on the merits of long-term ownership without the intent of short-term trading. To achieve the Target Return, 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).

Spending Policy

The Organization has a policy of appropriating for distribution each year an amount equal to 5% of the average balance of the assets associated with the endowments for the previous twelve quarters. 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 the average annual rate of inflation over ten years. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide additional real growth through new gifts and investment return. The spending rate policy is reviewed annually by the Finance Committee.

Note 11 – Subsequent Event

In December 2022, the Board of Directors of the Organization approved the purchase of a new building in San Diego that is to be the new Organization headquarters. As of February 1, 2023, the Organization was in escrow on the building.

SMCF Resolution No. 2023-32

**A RESOLUTION OF THE SAN MARCOS COMMUNITY FOUNDATION
BOARD OF DIRECTORS AUTHORIZING THE AWARD OF GRANT
MONIES TO CERTAIN NON-PROFIT ORGANIZATION APPLICANTS**

-- SUMMER QUARTER 2023--

WHEREAS, the San Marcos Community Foundation Board of Directors is authorized, pursuant to its adopted articles and bylaws, to entertain proposals for non-profit activities from qualified public and charitable groups; and

WHEREAS, a total of fourteen (14) proposals were received by the Community Foundation prior to the grant submittal deadline established for the 2023 Summer Quarter; and

NOW, THEREFORE, BE IT RESOLVED, that the San Marcos Community Foundation Board of Directors does hereby authorize funding of the following grant proposals in the amounts specified:

REQUESTING ORGANIZATION

GRANT AWARD

Casa de Amparo
I Love a Clean San Diego
Big Brothers Big Sisters SD
Voices for Children
First Gen Scholars
Healing To You
Kids College
Just in Time for Foster Youth
Palomar College Foundation
Mama's Kitchen
Pedal Ahead
TERI, Inc
Honor Flight San Diego
Meals on Wheels (Withdrawn)

BE IT FURTHER RESOLVED, that actual award of the above grants shall be contingent upon satisfactory compliance with all preconditions to funding specified.

BE IT FURTHER RESOLVED, that the Board's decision is based upon its determination that the above-referenced requests meet applicable legal requirements for funding as a non-profit activity and conform to Foundation policies pertaining to grant awards.

PASSED, APPROVED AND ADOPTED by the San Marcos Community Foundation Board of Directors, at a regular meeting thereof, this 15th day of August, 2023, by the following roll call vote:

AYES: BOARD MEMBERS:

NOES: BOARD MEMBERS:

ABSENT: BOARD MEMBERS:

Colleen Lukoff, Board President

ATTEST:

Phillip Scollick, Secretary

San Marcos Community Foundation
Strategic Planning Goals
FY 2023-24 to 2028-29 (Five years)

Draft v1 July 25, 2023

1. Increase community awareness beyond grantees.
 - a. Report to City Council at least annually on the activities of the SMCF, posting report with grantees on the web.
 - b. Repeat survey every year, tracking changes in awareness and involvement.
 - c. Produce an updated simple handout for distribution at in-person and online venues.
 - d. Maintain an updated presentation for use at local events.
 - e. Seek opportunities to speak and/or participate in community events and service clubs, doing at least two per year.
 - f. Encourage board and committee members to wear their nametags at networking opportunities.
 - g. Submit press advisories regarding grants at least annually.
2. Develop supports to nonprofit organizations beyond money.
 - a. Promote nonprofit activities on social media, encouraging grantees and San Marcos-serving organizations to participate directly.
 - b. Host Showcase events at least every five years to highlight grantees.
 - c. Newsletter to grantees and the nonprofit community who serves SM
3. Increase the endowment fund over time to provide more funding.
 - a. Build out the Development Committee.
 - b. Arrange for solid system of giving via paper and/or electronic means, with prompt and accurate acknowledgements.
 - c. Build a list of prospective donors with strong affiliation to the City.
 - d. Develop plans to meet with and strengthen relationships with prospects and donors.
 - e. Model the behavior of giving to the endowment by Board and leadership.
4. Strengthen volunteer engagement and succession planning to increase institutional memory and sustainability.
 - a. Actively encourage eligible community members to apply for Board seats.
 - b. Recruit more people to the Advisory and Development committees.
 - c. Encourage Board member participation in San Marcos Chamber of Commerce, Catalyst (formerly San Diego Grantmakers), and North County Philanthropy Council activities to increase knowledge and community connections.
 - d. Maintain a readily accessible collection of historical event documents and grantmaking to aid in institutional memory.
 - e. Provide a historical record of policies, practices, articles, reports from grantees and relevant facts to aid in institutional memory.