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

SAN MARCOS COMMUNITY FOUNDATION
BOARD MEETING AGENDA
Wednesday, November 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 August 8, 2023; and SMCF GFC Meetings of October 11, 2023 and November 8, 2023.
   Recommendation: **CONSIDER/APPROVE**

NEW BUSINESS

3. **PRESIDENT'S REPORT**
   a. SMCF Advisory Board Update

b. Consideration of attendance at grantee events and activities of our memberships
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. Fall Funding Recommendation Worksheet
c. Resolution No. 2023-33 – Fall Quarter Grants

Recommendation: **CONSIDER/APPROVE**

ITEMS FOR THE GOOD OF THE ORDER

5. MISCELLANEOUS

Selection of next quarter's Grant Funding Subcommittee

6. 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 Thursday, November 9, 2023, prior to 5:30 pm.

Phil Scollick, Recording Secretary

Jewish Community Foundation
San Diego

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

DATE:	November 7, 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 October 2023

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

San Marcos Community Foundation Beginning Balance: 1,183,904.40

Apply Date	Descr.	Expense/DR	Income/CR
10/31/2023	Dividends	0.00	735.59
10/31/2023	Realized Gain	0.00	2,382.68
10/31/2023	Unrealized Loss	15,907.00	0.00
10/31/2023	Unrealized Loss	10,513.93	0.00
10/31/2023	Custodian Fee	59.20	0.00
10/31/2023	Consultant Fee	125.36	0.00
10/31/2023	Foundation Fee	458.24	0.00
		27,063.73	3,118.27

San Marcos Community Foundation Ending Balance: 1,159,958.94

S.M. Community Found - Now & Forever Beginning Balance: 5,936.72

Apply Date	Descr.	Expense/DR	Income/CR
10/31/2023	Dividends	0.00	5.54
10/31/2023	Realized Gain	0.00	0.78
10/31/2023	Unrealized Loss	158.19	0.00
10/31/2023	Custodian Fee	0.30	0.00
10/31/2023	Consultant Fee	0.68	0.00
10/31/2023	Foundation Fee	2.31	0.00
		161.48	6.32

S.M. Community Found - Now & Forever Ending Balance: 5,781.56

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

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 6:00 p.m.

ROLL CALL:

PRESENT: BOARD MEMBERS: HARDESTY, HO, 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 May 16, 2023; and SMCF GFC Meetings of July 12, 2023 and August 9, 2023..

MOVED BY BOARDMEMBER GENDEL, SECONDED BY BOARDMEMBER MENDOZA TO APPROVE THE CONSENT CALENDAR.

AYES: BOARD MEMBERS: HARDESTY, HO, 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. Grantee Communication
   d. JCF Grant Processing Update

4. **SMCF GRANT FUNDING COMMITTEE RECOMMENDATION**
   Quarterly Funding Recommendation to the SMCF Board for Deliberation.
   a. Grant Funding Update – Fiscal Year 2022/2023

b. Summer Funding Recommendation Worksheet
c. Resolution No. 2023-32 – Summer Quarter Grants

MOVED BY BOARDMEMBER GENDEL, SECONDED BY BOARDMEMBER SAVOVIC TO APPROVE RESOLUTION NO. 2023-32.

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

5. STRATEGIC PLANNING & REVIEW

Overview and Update – Boardmembers Carol Gendel and Colleen Lukoff

MOVED BY BOARDMEMBER GENDEL, SECONDED BY BOARDMEMBER HO TO APPROVE THE STRATEGIC PLAN.

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

ITEMS FOR THE GOOD OF THE ORDER

6. MISCELLANEOUS

Select Boardmembers Lukoff, Greving, Mendoza for next quarter's Grant Funding Subcommittee.

7. ADJOURNMENT

BY CONSENSUS THE BOARD ADJOURNED THE MEETING.

Meeting adjourned at 7:30 p.m.

_____
Colleen Lukoff, Board President

ATTEST:

_____
Phillip Scollick, Recording Secretary

MINUTES

SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE MEETING

Wednesday, October 11, 2023

San Marcos Room – 2nd Floor

CALL TO ORDER

Board President Lukoff called the meeting to order at 6:03 p.m.

ROLL CALL:

PRESENT: BOARD MEMBERS: LUKOFF, MENDOZA, GREVING
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	Arthritis Foundation	2023 Arthritis Foundation - Jingle Bell Run	25	1500
2	Boys & Girls Club of San Marcos	Providing Healthy Meals for Underserved San Marcos Youth	50	1500
3	BIPOC Support Foundation	Explore Outdoors Program for Underserved Youth	35	5784.5
4	California State University San Marcos	California State University San Marcos Crisis Response Team	522	5000
5	Fraternity House, Inc.	Fraternity House Inc Residents' Transportation	8	10000
6	Fresh Start Surgical Gifts	Surgery Weekend Program	1	7500
7	HomeMore Project Inc.	'Makeshift Traveler' backpack for the Homeless Community of San Marcos	50	5000
8	Jacobs and Cushman San Diego Food Bank	Emergency Food Relief in North County	5,000	3000
9	Kids for Peace	The Great Kindness Challenge Serving All SMUSD Schools	11,106	8250

10	North County Health Project	Fetal Heart Monitoring with NST – San Marcos Infant and Maternal Care	300	6095
11	Peace Anger Love Inc.	Restorative Justice Diversion	50	10000
12	Sharia's Closet	Bag of Hope	1,000	2500

BY CONSENSUS THE GRANT FUNDING REVIEW BOARD APPROVED THE 2 MINI GRANTS FOR $500 FOR THE ARTHIRITIS FOUNDATION AND $1500 FOR THE BOYS AND GIRLS CLUB OF SAN MARCOS.

THE BOARD REVIEWED THE APPLICATIONS AND DISCUSSED GRANT APROPRIATIONS AND 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, November 8, 2023.

ADJOURNMENT

THE BOARD BY CONSENSUS ADJOURNED THE MEETING AT 6:54 PM.

_____
Colleen Lukoff, Board President

ATTEST:

_____
Phillip Scollick, Recording Secretary

MINUTES

SAN MARCOS COMMUNITY FOUNDATION GRANT FUNDING SUBCOMMITTEE MEETING

Wednesday, November 8, 2023

San Marcos Room – 2nd Floor

CALL TO ORDER

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

ROLL CALL:

PRESENT: BOARD MEMBERS: LUKOFF, MENDOZA, GREVING
ABSENT: BOARD MEMBERS: NONE

NEW BUSINESS

1. **MINI GRANT APPLICATION PROPOSALS – There is one (1) application 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	Arthritis Foundation	2023 Arthritis Foundation - Jingle Bell Run	25	1500
2	Boys & Girls Club of San Marcos	Providing Healthy Meals for Underserved San Marcos Youth	50	1500
3	Escondido Creek Conservancy	Escondido Creek Conservancy - Elfin Forest Recreational Reserve's Interpretive Center Amateur Photo Contest 2024	30,000	1500
4	BIPOC Support Foundation	Explore Outdoors Program for Underserved Youth	35	5784.5
5	California State University San Marcos	California State University San Marcos Crisis Response Team	522	5000
6	Fraternity House, Inc.	Fraternity House Inc Residents' Transportation	8	10000
7	Fresh Start Surgical Gifts	Surgery Weekend Program	1	7500
8	HomeMore Project Inc.	'Makeshift Traveler' backpack for the Homeless Community of San Marcos	50	5000

9	Jacobs and Cushman San Diego Food Bank	Emergency Food Relief in North County	5,000	3000
10	Kids for Peace	The Great Kindness Challenge Serving All SMUSD Schools	11,106	8250
11	North County Health Project	Fetal Heart Monitoring with NST – San Marcos Infant and Maternal Care	300	6095
12	Peace Anger Love Inc.	Restorative Justice Diversion	50	10000
13	Sharia's Closet	Bag of Hope	1,000	2500

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 Wednesday, November 15, 2023.

ADJOURNMENT

THE BOARD BY CONSENSUS ADJOURNED THE MEETING AT 6:51 PM.

_____
Colleen Lukoff, Board President

ATTEST:

_____
Phillip Scollick, Recording Secretary

FALL 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:	$ 15,000	
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				
Arthritis Foundation	2023 Arthritis Foundation - Jingle Bell Run	25	For medals to Jingle Bell Run participants.		$ 1,500	$ 500	$ 500
Boys & Girls Club of San Marcos	Providing Healthy Meals for Underserved San Marcos Youth	50	For support of after-school meal program, for underserved San Marcos youth involved in their life-changing programs.		$ 1,500	$ 1,500	$ 1,500
Escondido Creek Conservancy	Escondido Creek Conservancy - Elfin Forest Recreational Reserve's Interpretive Center Amateur Photo Contest 2024	30,000	Escondido Creek Conservancy - Elfin Forest Recreational Reserve's Interpretive Center Amateur Photo Contest 2024		$ 1,500	$ 500	
			Regular-grants				
BIPOC Support Foundation	Explore Outdoors Program for Underserved Youth	35	For summer 2024 camp programs providing economically disadvantaged youth with the opportunity to thrive, learn, and connect with their local environment while fostering personal growth and community engagement.	Paul	$ 5,785	$ 2,000	
California State University San Marcos	California State University San Marcos Crisis Response Team	522	To support the creation of soothing materials for students in distress and experiencing a behavioral health crisis ($1,500) and wellness resources for university police officers who will be co-responding with a clinician to a psychiatric crisis ($3,500).		$ 5,000	$ -	
Fraternity House, Inc.	Fraternity House Inc Residents' Transportation	8	To support residents in getting out into the community for social service, medical and recreation/empowerment activities.	Gary	$ 10,000	$ 2,500	
Fresh Start Surgical Gifts	Surgery Weekend Program	1	To fund some direct costs for the Surgery Weekend Program serving children in need of medical care including medical and dental supplies, pharmaceuticals, overnight care, radiology, and other much-needed supplies and services.		$ 7,500	$ -	
HomeMore Project Inc.	'Makeshift Traveler' backpack for the Homeless Community of San Marcos	50	Each Makeshift Traveler costs us $100 to manufacture, equip with the belongings, and deliver to someone experiencing homelessness. Therefore, requesting $5,000 would support changing the lives of 50 individuals experiencing homelessness in San Marcos.	Gary	$ 5,000	$ 500	
Jacobs and Cushman San Diego Food Bank	Emergency Food Relief in North County	5,000	To purchase approximately 16,000 pounds of fresh produce and other nutritious food items as a supplement to other foods provided to low-income residents through partnerships and the Client Choice Pantry.		$ 3,000	$ 2,000	
Kids for Peace	The Great Kindness Challenge Serving All SMUSD Schools	11,106	To support enhancements to the 13th Annual Great Kindness Challenge, providing checklists to students, a bundle of needed supplies to each school, and to families through schools and public libraries	Paul	$ 8,250	$ -	
North County Health Project dba TrueCare	Fetal Heart Monitoring with Non-Stress Test (NST) – San Marcos Infant and Maternal Care	300	To acquire a replacement unit for the old equipment used to monitor fetal well-being prior to labor.		$ 6,095	$ 2,500	
Peace Anger Love Inc.	Restorative Justice Diversion	50	To initiate the program in San Marcos, working with youth offenders and the people they have harmed.	Colleen	$ 10,000	$ 1,000	
Sharia's Closet	Bag of Hope	1,000	To support providing a bag of free clothing items to people in need, and to hire additional staff to deal with the increased demand for services.	Colleen	$ 2,500	$ 2,000	
					$ 67,630	**$ 15,000**	**$ 2,000**

Joseph & Lenka Finci
Jewish Community Building
4950 Murphy Canyon Road
San Diego, CA 92123

(858) 279-2740 tel
(858) 279-6105 fax

www.jcfsandiego.org

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*of blessed memory

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

October 5, 2023

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

Dear Phil,

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

1. Arthritis Foundation
2. BIPOC Support Foundation
3. Boys & Girls Club of San Marcos
4. California State University San Marcos (their budget and a letter of support were password-protected and couldn't be combined in the PDF; they are attached separately)
5. Fraternity House, Inc. (their audited financials were password-protected and couldn't be combined in the PDF; they are attached separately)
6. Fresh Start Surgical Gifts
7. HomeMore Project Inc.
8. Jacobs and Cushman San Diego Food Bank
9. Kids for Peace
10. North County Health Project dba TrueCare
11. Peace Anger Love Inc.
12. Sharia's Closet

Best wishes,

Jessica Ludwig
Grants Officer

Title

Arthritis Foundation San Diego -

10/04/2023

by **Kim Christianson** in **San Marcos Community Foundation**

kchristianson@arthritis.org

id. 44295913

Original Submission

10/04/2023

	General Project Information
Please enter your organization's name and project name.	Arthritis Foundation San Diego -
Are you applying for the Mini Grant or the Regular Grant?	Mini Grant (up to $1,500)
Project Name	2023 Arthritis Foundation - Jingle Bell Run
Project Start Date	12/9/2023
Project End Date	12/9/2023
Date by Which Funds Will Be Expended:	12/9/2023
Total Number of People Served by this Project	700.0
Total Number of People Served by this Project in San Marcos Only	25.0
Grant Amount Requested	1500.0
	Organization Details
Organization Name	The Arthritis Foundation Inc - San Diego
Organization Street Address	1355 Peachtree St NE
Organization City	Atlanta

Organization State	GA
Organization Zip Code	30309
Organization Website	https://www.arthritis.org/
Organization's EIN	58-1341679 200 The Arthritis Foundation, Inc. 87484795-71b9-4cad-ad91-a43ecbe9479a 1355 Peachtree St Suite 600 Atlanta GA 30309 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-05-08T00:00:00 2023-05-15T00:00:00 501(c)(3) Public Charity Generally, a central organization holding a group exemption letter, whose subordinate units covered by the group exemption are also eligible to receive tax-deductible contributions, even though they are not separately listed (deductibility limitation dependent on various factors). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(vi) 2023-05-08T00:00:00 1978 01
	Contact Information
Contact First Name	Kim
Contact Last Name	Christianson
Contact Title	Associate Director - San Diego
Contact Phone	+16196143183
Contact Email	kchristianson@arthritis.org
	Project Details

Briefly describe your request for funds.	The Arthritis Foundation is boldly pursuing a cure for America's #1 cause of disability. We're championing the fight to conquer arthritis with life-changing science, resources, advocacy, and community connections both online and in person. In California, we continue to serve the 20% of the population or 7,789,000 adults and children who have doctor diagnosed arthritis. This includes 1 and 3 veterans in California. With your support, we are able to provide free consumer health education programs, support hotline with trained and certified professionals, grow our programs to include more citizens/patients, host juvenile arthritis summer camp, and provide our Live Yes! Arthritis Network for local support. Specifically we are requesting $1,500 to purchase medals for our Jingle Bell Run participants.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	Arthritis Foundation San Diego wanted to specifically request support from the San Marcos Community Foundation because of the large number of participants we have come from this area. In particular we have a large team that participates from Palomar Health San Marcos as well as a robust ongoing partnership with the Sorority Sisters of AOII - CSU San Marcos. It is hard to know the specific number served within the San Marcos community because many of our patients utilize clinics in the San Marcos Community (such as Palomar Health) but we only track home address. In the past, we have had as many as 50 participants that listed San Marcos as their home city. At the conclusion of the run each participant receives a medal. These medals often serve as inspiration and are displayed proudly and talked about throughout the year as a recognition of their effort and their dedication to the Arthritis Foundation initiatives. Many of our participants have a large collection of medals and look forward to receiving a new one each year. Race participants are running because they believe in the mission of the Arthritis Foundation and they seek to support our services and search for a cure.
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.	Yes, Childhood Arthritis and Rheumatology Research Alliance, American College of Rheumatology, Patient Leadership Council, Lupus Foundation of America, and non-profit universities and hospitals.

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.

Please upload the annual operating budget for your organization.

2023-Arthritis_Foundation_Agency_National_Budget.pdf

2023_SD_Jingle_Bell_Run_-_Budget.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	16650.0

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?	Yes, the event will still run without full funding however, funding allows us to not have to pull funds from fundraising dollars, which are dedicated to supporting local services and science research.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
700 medals at $1.85 plus shipping at $205	*$1,500.00*	*Shipping cost is an estimate based on previous years*
Logistic Company (A5) (1 company @ $8,000)	8000	This includes permitting fees and staffing for the event
Promotion (Run Marketing $400, Peach Jar Marketing $250, social media $100, Community Boards and Ads $250)	650	
Rentals (tables, chairs, popup tens, delivery fee)	$1,000.00	
Fees (Beverage permit fee and clean up fee)	$1,000.00	
T-Shirts (700 shirts @ $5 each)	$3,500.00	Every participants receive a medal and shirt
Others (printing costs $750/ decorations $250)	$1,000.00	This money is used toward decorations and printing costs
Total budget for this PROJECT:	$16,650	

Jingle Bell Run - San Diego

Income

	23 Budget	*23 Actuals*
Teams	$ 45,000.00	
Sponsors	$ 40,000.00	
Individuals	$ 15,000.00	
Other		
Gross Income	$100,000.00	

Expenses

	23 Budget	*23 Actuals*
Logistics	$ 8,000.00	
Promotions	$ 1,000.00	
Food	$ 4,000.00	
Rentals	$ 2,000.00	
t-shirts	$ 3,500.00	
Medals	$ 1,500.00	
fees	$ 1,000.00	
other	$ 2,000.00	
Gross Expenses	$ 15,000.00	

Net Income	$ 85,000.00

2023 Arthritis Foundation Agency Budget		
($000)		
Operating Income		
Direct Response Marketing Contributions		10,507
Corporate contributions		9,124
Personal contributions		3,492
Foundations		1,821
Other direct contributions		194
Total contributions	**$**	**25,138**
Special events - gross income		14,505
Less direct donor benefit costs		3,076
Special events - adjusted gross	**$**	**11,429**
Total direct public support w/o bequests	**$**	**36,567**
Total indirect public support		375
Government Grants		211
Investment and royalty Income		5,200
Sales and Services Fees		1051
All other income		87
Total Operating income w/o bequests	**$**	**43,491**
Anticipated Bequests/Planned Giving Revenue	$	17,000
Operating Expenses		
Salaries, Payroll taxes & Benefits		23,847
Professional fees		6,894
Supplies		284
Printing, publications, and artwork		493
Direct Response Marketing expenses		7,270
Postage, shipping, and delivery		188
Telephone		192
Occupancy		885
Staff & Volunteer Travel		866
Meeting and Conferences		1,709
Equipment lease and maintenance		340
Advertising		852
Depreciation and amortization		1,250
All other expenses		3,180
Total operating expenses	**$**	**48,250**
Anticipated Research Awards and Grants	$	12,241
Total Income over/(under) Expenses	**$**	**-**

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Watkins Wellness	$2,500	C
Additional Funding Source 2	Patient Connect	2500	P
Additional Funding Source 3	OddFellows - Oceanside	1000	P
Additional Funding Source 4	A1 Self Storage	5000	C
Additional Funding Source 5	AbbVie	2500	P
Additional Funding Source 6	Walgreens	2500	P
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

Dear Board of Directors,

I am writing this letter on behalf of the BIPOC Support Foundation to express our wholehearted support for the submission of our grant application to the San Marcos Community Foundation. In my capacity as the CEO and Executive Director of the BIPOC Support Foundation, I am fully authorized to endorse and submit this grant proposal.

The potential impact of this grant, if awarded, on our ability to support and empower at-risk youth in San Marcos cannot be overstated. We firmly believe that our proposal is in perfect alignment with the mission and objectives of the San Marcos Community Foundation, and we are enthusiastic about the prospect of contributing to the goals of this grant program.

We wish to convey our heartfelt appreciation to the foundation for their unwavering commitment to supporting organizations like ours in effecting positive change within our community and beyond. We eagerly anticipate the opportunity to collaborate with your organization to bring about meaningful and lasting transformations.

We are deeply grateful for your consideration of our grant application and eagerly await a favorable response.

Sincerely,

DeMilo Young
CEO & Executive Director
BIPOC Support Foundation
1507 E. Valley Parkway, Sute 3 #120
Escondido, Ca 92027
888-695-2476

Title

BIPOC Support Foundation - Explore Outdoors Program for Underserved Youth

09/30/2023

id. 44237246

by **DeMilo Young** in **San Marcos Community Foundation**

1507 E. Valley Parkway
Suite 3 #120
Escondido, California
92027
CA
United States
888-695-2476
demilo@bipocsupportfoundation.org

Original Submission

09/30/2023

	General Project Information
Please enter your organization's name and project name.	BIPOC Support Foundation - Explore Outdoors Program for Underserved Youth
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Explore Outdoors Program for Underserved Youth
Project Start Date	6/1/2024
Project End Date	9/1/2023
Date by Which Funds Will Be Expended:	9/1/2023
Total Number of People Served by this Project	35.0
Total Number of People Served by this Project in San Marcos Only	35.0
Grant Amount Requested	5784.5

	Organization Details
Organization Name	BIPOC Support Foundation
Organization Street Address	1507 E. Valley Parkway, Suite 3 #120
Organization City	Escondido
Organization State	CA
Organization Zip Code	92027
Organization Website	bipocsupportfoundation.org
Organization's EIN	84-2617598 400 false false
	Contact Information
Contact First Name	DeMilo
Contact Last Name	Young
Contact Title	Executive Director
Contact Phone	+18886952476
Contact Email	demilo@bipocsupportfoundation.org
	Project Details
Briefly describe your request for funds.	Our funding request for the 2024 summer program, Explore Outdoors, seeks support to continue our mission of providing enriching outdoor experiences to underserved communities. In the previous year, we successfully conducted the Explore Next Door: Thrive Outside camp, particularly targeting economically disadvantaged schools identified by HUD's Qualified Census Tract criteria. These schools serve participants with incomes below 60% of the metropolitan area's median.For the upcoming year, we are seeking financial assistance to expand and enhance our program, ensuring that more students from economically disadvantaged backgrounds can access transformative outdoor education. The requested funds will directly contribute to providing these students with the opportunity to thrive, learn, and connect with their local environment while fostering personal growth and community engagement. By supporting our 2024 Explore Outdoors initiative, grant funding will play a vital role in promoting inclusivity, equity, and the overall well-being of our community's youth.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	Our request holds significant importance for the San Marcos community as it directly addresses the urgent needs and concerns voiced by parents and students. Based on feedback received from previous camp surveys, it is clear that there is a critical need for a program tailored to students who have limited opportunities for outdoor engagement, access to parks and beaches and hands-on experiential learning. Responding to this need, we are aiming to extend our program's duration and involve parents in the experience, aligning with the desires of the community. Many of the students we serve in the San Marcos community face barriers to accessing parks and beaches, which hinder their understanding of the importance of waterways and environmental conservation. Our camp's significance lies in its potential to bridge this knowledge gap by providing a comprehensive, educational, and enriching outdoor experience. Through this program, we anticipate making a positive and lasting impact on the lives of these young participants, empowering them with valuable environmental knowledge, a deeper connection to nature, and a heightened sense of environmental stewardship. Our request serves as a means to uplift and empower the San Marcos community, particularly its underserved youth, by offering transformative outdoor experiences and education.
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 organizations, including San Marcos Boys & Girls Club, Vista Boys & Girls Club, Chefs de Cuisine Assoc. of San Diego, & Inner City Athletics.
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.	Thanks to San Marcos Community Foundation funding, our 2023 summer program enriched youth aged 10-14 through diverse excursions in conservation, science, and personal development.
Please provide a detailed narrative of your organization's mission and impact	The BIPOC Support Foundation (BSF) was established in early 2020 with a mission to provide crucial assistance to local businesses and communities of color during the challenging times brought on by the COVID-19 pandemic. Since May 2021, we have taken pride in offering our innovative

to the community. Include details such as strategic objectives, milestone achievements, and testimonials.

Explore Next Door Youth Enrichment multicultural programs. These programs encompass a wide range of initiatives, including financial and network support for BIPOC-led businesses, afterschool and summer camp youth enrichment activities, mindfulness education for children, and annual projects such as distributing backpacks and school supplies to over 500 San Diego students in 2021, organizing equity-focused book clubs, and implementing workplace equity programs.

BSF's guiding principle is to empower the lives and communities of Black, Indigenous, and Persons of Color, with a particular focus on providing equitable resources for education, mentorship, and economic support. We are unwavering in our commitment to dismantling the racial, social, and economic barriers that hinder the prosperity of our communities. We firmly believe that success is interconnected: improving opportunities for adults enhances children's education, which, in turn, leads to brighter futures for individuals and communities across the United States. Through our programs, resources, and mentorship, we empower our local community to thrive.

The Explore Next Door afterschool and summer camp youth enrichment programs address critical gaps in educational opportunities for children in low-income areas. We engage youth with their community through cultural studies, engaging field trips, and exposure to various professions, including trades, arts, and technical positions. In addition to connecting youth with their surroundings, we equip them with tools to manage stress through mindfulness education and resources that benefit not only our program participants but also their homes and schools. Our Women+s WORK program aims to eliminate racial and gender barriers to women's success while supporting women's wellness, providing opportunities, resources, and knowledge. We also organize annual initiatives like distributing backpacks and school supplies (benefitting over 500 San Diego students in 2021), hosting equity-focused book clubs, and offering workplace equity programs to businesses.

While our programs primarily uplift BIPOC individuals, the impact of our efforts extends to benefit the broader San Diego community as well. We celebrate cultural diversity, amplify marginalized perspectives, and contribute to weaving a stronger, more interconnected societal fabric. Our intersectional programs engage with various segments of the community, including business professionals, students, teachers, artists, cultural groups, and women, making BSF a unique catalyst for connecting San Diego's diverse population. Our work plays a vital role in building connections within and between the communities we serve.

BSF's unique position in San Diego's diverse community is amplified by our intersectional programs that engage both BIPOC business leaders and marginalized student populations. Our leadership team, under the guidance of Founder and Executive Director DeMilo Young, reflects the diversity of our community and possesses a deep understanding of the challenges faced by local communities of color. Our Board of Directors, comprising five women, four of whom identify as persons of color, underscores our commitment to diversity and inclusion. We were established specifically to provide support to the BIPOC community during the pandemic and beyond, and our diverse staff is uniquely qualified to connect with the individuals we serve. Our programs not only resonate with the community but also encourage participants to strengthen their connections to their own communities. Our programming is designed to foster multicultural

understanding, place-based learning, environmental stewardship, and opportunities for mindful self-reflection and growth.
While our strategic focus shifted to addressing the needs of students facing opportunity challenges, we continue to support small business owners by inviting them to share their knowledge and expertise with the children we serve. We firmly believe in the interconnectedness of success. Our summer and afterschool Explore Next Door Youth Enrichment Programs play a pivotal role in providing academic and socioemotional support to marginalized youth and their families. These programs offer free high-quality childcare during work hours, addressing the needs of low-income families of color disproportionately affected by the pandemic. For instance, in our Afterschool Program at VPE last year, 97% of participants were from minority ethnicities. Many of these students face significant challenges both in school and at home, and our program has provided them with a safe space for learning and self-expression. Post-program surveys from parents indicate high levels of satisfaction, with parents reporting that their children enjoyed the program and gained valuable knowledge. The program also offered valuable after-school care and a safe, constructive environment. An encouraging 90% of parents surveyed in our program noted improvements in their child's school attendance and attitude, while students reported increased confidence and a stronger sense of belonging. In conclusion, BSF is dedicated to creating positive change in the lives of BIPOC individuals and the broader San Diego community. We are committed to promoting equity, education, and empowerment, fostering interconnected success, and making a lasting impact on the communities we serve. Your support will enable us to continue our mission and expand our reach, creating a brighter future for all. One parent shared in a survey: *"This camp has been absolutely amazing - what a gem! My daughter has had the opportunity to try new experiences that she never would have without this camp: visiting farms and learning about crops and healthy food, going on a boat to study ocean health and marine biology, making sushi, visiting a reptile farm, and engaging in various outdoor activities while learning about preserving the environment. It's been great for middle school-age kids!"*

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

Copy_of_BIPOC_Support_Foundation_Explore_Next_Door_1.png

Please upload the annual operating budget for your organization.

2023_BIPOC_SF_Annual_Budget.pdf

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

BIPOC_Support_FDN_StatementofActivity_2022.pdf

Please attach the first two pages of your Federal 990.

BIPOC_Support_FDN_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.

SMCF_CEO_ED_Letter.pdf

	Funding
Budget Worksheet	
San Marcos Community Foundation - Budget Worksheet.xlsx	
Project Budget Total	80905.9
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?	Seeking $5,784.50 grant from San Marcos Community Foundation for our summer program. Will run with less, but full funding enhances success. The funds will be used to support staff, supplies, buses.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
(1) Program Director: 15% of $52,000	*$7,800*	
1 Program Assistant: $35/hr for 240 hours	$8,400	
Camp Leaders/Instructors: 4 staff at $33/hr for 40 hours for 3 weeks	$15,840	
Performers/Contractors: 2 contractors at $400/week @ 3 wks	$2.400	
Benefits and taxes: 15% of hourly staff (not contractors)	$4,806	
Lunch: $12/person, 36 people/week, 5 day/week, 3 weeks	$6,480.00	
Field Trips: $20/person, 36 people/week, 3 trips/week, 3 weeks	$6,480.00	
T-Shirts and Lanyards: $25/person, 36 people	$900	
Hand Santitizer/Cleaning Supplies	$300	
Supplies: Yoga mats, journals, art supplies 30 @$72 ea/Books	$2,100.00	
Food & Snacks: 36 at $4 each 5 days for 3 weeks	$2,160.00	
Classroom: $22/hour, 40 hours for 3 weeks &bus $1,100/tripx3@3wks	$12,540.00	
Indirect Expense 15% of qualifying direct expense	$10,539.90	
Total budget for this PROJECT:	80905.9	

BIPOC SUPPORT FOUNDATION 2023 Budget

	Mgmt & General	END After School	END Summer	Education Initiative	Total
Revenue					
Individual Donors	12500.00	10000.00			22500.00
Corp/Found Contribution	10000.00				10000.00
Restricted Grants	18000.00	88453.00	168000.00		274453.0
In-Kind donations		2500.00	900.00		3400.00
Total Contributed Revenue	40500.00	100953.00	168900.00	0.00	310353.0
Earned Revenue					
Subscriptions					0.00
SDUSD Primetime		4745.00			4745.00
Other Revenue		4745.00			4745.00
Total Earned Revenue	0.00	9490.00	0.00	0.00	9490.00
Other Revenue					0.00
Total Revenue	$40,500.00	$110,443.00	$168,900.00	$0.00	$319,843
Expenses					
Personnel - Executive					
Administrative Assistant	4320.00	4320.00	4320.00		12960.00
Payroll Taxes					0.00
W/comp					0.00
Health					0.00
Total Staff	4320.00	4320.00	4320.00	0.00	12960.00
Adminstration/Development					
Executive Director	15360.00	30720.00	30720.00		76800.00
Associate Executive Director	10368.00	20736.00	20736.00		51840.00
Payroll Taxes		9694.00	4740.00		14434.00
W/comp					0.00
Health					0.00
Total Administration/Development Staff	25728.00	61150.00	56196.00	0.00	143074.0

Education			47000		47000.00
Education Staff					0.00
Payroll Taxes			4500.00		4500.00
W/comp					0.00
Health					0.00
Total Education Staff	0.00	0.00	51500.00	0.00	51500.00
Production					
Construction Crew					0.00
Stage Manager					0.00
Assistant Stage Manager					0.00
Stage Crew					0.00
Total Production Staff	0.00	0.00	0.00	0.00	0.00
Administration					
Bank Fees	527.56				527.56
Computer					0.00
Dues/Subscriptions					0.00
Insurance	2869.00	2869.00			5738.00
Office Supplies	3600.00				3600.00
Payroll Service					0.00
Postage					0.00
Printing					0.00
Utilities					0.00
Other					0.00
Total Administration Expenses	6996.56	2869.00	0.00	0.00	9865.56
Field Trips		7500.00	11054.00		18554.00
Food & Snacks		13378.00	13378.00		26756.00
Transportation		6080.00	9920.00		16000.00
Contractors		15000.00	22000.00		37000.00
Indrect Costs					

Legal & Professional Services	3000.00				3000.00
Total Expense	3000.00	41958.00	56352.00	0.00	101310.0
Marketing					
Advertising					0.00
Box Office Expense					0.00
Poster & Flyers					0.00
Marketing Postage					0.00
Photography					0.00
Programs					0.00
Total Marketing Expense	0.00	0.00	0.00	0.00	0.00
Development					
Misc. Fundraising Expenses					0.00
Fundraising materials and letters					0.00
Special Events Expense					0.00
Total Development Expense	0.00	0.00	0.00	0.00	0.00
Total Expense	40044.56	110297.00	168368.00	0.00	318709.5
Net Revenue Gain (Loss)	455.44	146.00	532.00	0.00	1133.44

	Source Name	Amount	C / CD / P
Additional Funding Source 1	California Coastal Commission	43000	C
Additional Funding Source 2	NeighborhoodReinvestment	4000	P
Additional Funding Source 3	Board committment	$10,000	C
Additional Funding Source 4	Donors	9000	CD
Additional Funding Source 5	Nordson	10000	P
Additional Funding Source 6	SanMarcos CF	5785	P
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

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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.

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning , 2022, and ending , 20

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

C
BIPOC SUPPORT FOUNDATION
1507 E VALLEY PARKWAY, STE 3 #120
ESCONDIDO, CA 92027

D Employer identification number: 85-2617598

E Telephone number: 888 695 2476

G Gross receipts $ 340,564.

F Name and address of principal officer: DEMILO YOUNG
SAME AS C ABOVE

H(a) Is this a group return for subordinates? [ ] Yes [X] 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: [X] 501(c)(3) [ ] 501(c) ( ) (insert no.) [ ] 4947(a)(1) or [ ] 527

J Website: WWW.BIPOCSUPPORTFOUNDATION.ORG

K Form of organization: [X] Corporation [ ] Trust [ ] Association [ ] Other

L Year of formation: 2020

M State of legal domicile: CA

Part I Summary

1 Briefly describe the organization's mission or most significant activities: TO EMPOWER THE LIVES AND COMMUNITIES OF BLACK, INDIGENOUS AND PERSONS OF COLOR BY PROVIDING RESOURCES, EDUCATION, MENTORSHIP AND ECONOMIC SUPPORT.

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	5
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 2022 (Part V, line 2a)	5	7
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.

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	77,613.	340,564.
9	Program service revenue (Part VIII, line 2g)		
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)		
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)	77,613.	340,564.
13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	9,000.	5,100.
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)		117,404.
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)		211,985.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	9,000.	334,489.
19	Revenue less expenses. Subtract line 18 from line 12	68,613.	6,075.

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	32,918.	89,357.
21	Total liabilities (Part X, line 26)	59.	50,423.
22	Net assets or fund balances. Subtract line 21 from line 20	32,859.	38,934.

DO NOT FILE

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

KERRY-ANN MADDOX — SECRETARY
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check [X] if self-employed	PTIN
DOUGLAS B. ROWIN	DOUGLAS B. ROWIN			P00233198

Firm's name: FILIPOVITCH & CO.
Firm's address: 5800 ARMADA DRIVE, SUITE 290
CARLSBAD, CA 92008
Firm's EIN: 37-1747749
Phone no. 760 602 8200

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes [ ] No

DocuSign Envelope ID: 121CAB32-E570-4FDB-9CD8-C78737DC4048

Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission:

TO EMPOWER THE LIVES AND COMMUNITIES OF BLACK, INDIGENOUS AND PERSONS OF COLOR BY PROVIDING RESOURCES, EDUCATION, MENTORSHIP AND ECONOMIC SUPPORT.

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 $ 301,666. including grants of $) (Revenue $)

EDUCATION - PROVIDE RESOURCES, PROGRAMS, AND TRAINING FOR STUDENTS OF ALL AGES. AIM TO PROVIDE DECOLONIZED EDUCATION RESOURCES IN THE AREAS OF HISTORY, FINANCIAL LITERACY, MINDFULNESS, AND CHILD SAFETY AWARENESS. WORK WITH EDUCATION PROFESSIONALS TO PROVIDE COLLABORATIVE, DYNAMIC, AND HOLISTIC TRAINING THAT STRENGTHENS THE INDIVIDUAL, COMMUNITY, AND THE FUTURE.

4b (Code:) (Expenses $ 8,840. including grants of $) (Revenue $)

BUSINESS SUPPORT FOR UNDERSERVED COMMUNITIES OF BLACK, INDIGENOUS AND PERSONS OF COLOR - PROVIDE SUPPORT IN THE FORM OF GRANTS, MEDIA PROMOTION, BUSINESS RESOURCES, AND REFERRALS.

DO NOT FILE

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

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

4a Total program service expenses 310,506.

BIPOC Support Foundation

Statement of Activity

January - December 2022

	TOTAL
Revenue	
Donations	
Corporate Donations	9,668.04
Individual Donations	26,561.91
Total Donations	**36,229.95**
Grants	
Restricted	330,048.00
Unrestricted	19,285.70
Total Grants	**349,333.70**
Total Revenue	**$385,563.65**
GROSS PROFIT	**$385,563.65**
Expenditures	
Advertising & Marketing	3,288.85
Bank Charges & Fees	-0.14
PayPal Fees	527.56
Total Bank Charges & Fees	**527.42**
Business Support Related Costs	180.00
Contractors	74,104.70
Fieldtrips	19,160.29
Food & Snacks	26,756.99
Human Resources	99.75
HR - Recruiting	1,115.65
Total Human Resources	**1,215.40**
Insurance	4,806.00
Legal & Professional Services	7,427.00
Membership Fees	1,895.00
Office Supplies	472.27
Other Business Expenses	194.02
Payroll Expenditures	505.42
Payroll Wage Expenses	107,375.66
Payroll Tax Expenses	10,027.87
Total Payroll Wage Expenses	**117,403.53**
Postage	333.56
Program Supplies	35,588.61
Program Support - Grant	3,600.00
Reimbursable Expenses	8,025.73
Rent & Lease	11,215.78
Software, Apps & Web	2,822.48
Taxes & Licenses	80.00
Transportation	13,010.97

BIPOC Support Foundation

Statement of Activity

January - December 2022

	TOTAL
Utilities	174.94
Total Expenditures	**$332,788.96**
NET OPERATING REVENUE	**$52,774.69**
NET REVENUE	**$52,774.69**

September 5, 2023

Colleen Lukoff
President
San Marcos Community Foundation
1 Civic Center Drive
San Marcos, CA 92069

Dear Colleen,

Boys & Girls Club of San Marcos (BGCSM) is grateful for your longstanding partnership and commitment to advocating for the success of San Marcos youth. We appreciate the opportunity to submit a Mini Grant proposal for consideration by the Board of Directors at the San Marcos Community Foundation. We are proud to offer our Club members with experiences that promote health and wellness, expand their creativity, and further their learning and growth at 14 locations throughout San Marcos.

BGCSM encourages school-age youth to strive for academic growth and personal success during and after their time at the Clubhouse. With your support, we have been able to offer life-changing programs and opportunities for our members, such as traditional and performing arts programs that enable members to unleash their creativity, invaluable support as they navigated distance learning during the COVID-19 pandemic, and arcade game equipment and a T-Wall64 for the Gamesroom that promotes strategic thinking and sportsmanship.

With the enclosed proposal, we respectfully request a grant in the amount of $1,500 to support our after-school meal program. This support would enable BGCSM to continue operating its after-school meal program, which provides healthy, nutritious meals to youth who attend our on-campus sites at Double Peak School and San Elijo Middle School, and our programs at Copper Creek and Melrose Villas, affordable housing communities in San Marcos.

Understanding the connection between good nutrition and youth learning, our organization is committed to ensuring all youth have access to balanced meals at the Club. These efforts further our goal of offering accessible, high-yield programs and services to all youth in San Marcos, providing opportunities for members to learn of the limitless possibilities that are within their reach.

Thank you for your consideration of this proposal. We look forward to the prospects of continuing this partnership with the San Marcos Community Foundation. Should you have any questions, please reach out to me at cathy@boysgirlsclubsm.org or 760-539-3304. We appreciate your partnership and support for San Marcos youth!

Sincerely,

Cathy Baur
President & CEO

BOYS & GIRLS CLUB OF SAN MARCOS

Jennifer Loscher Branch & Administrative Offices
1 Positive Place
San Marcos, CA 92069
Tel. 760.471.2490
Fax 760.539.3324
www.boysgirlsclubsm.org

Walter J. & Betty C. Zable Foundation Branch
413 Autumn Drive
San Marcos, CA 92069

School Campus Programs
Double Peak K-8 School
Joll Ann Leichtag Elementary School
Knob Hill Elementary School
La Mirada Academy
Richland Elementary School
San Elijo Middle School
San Marcos Elementary School
San Marcos Middle School
Woodland Park Middle School

Affordable Housing Sites
Copper Creek Apartments
Melrose Villas Apartments

Board of Directors
Executive Committee
Paul Malone, *Chair*
Jason Simmons, *Immediate Past Chair*
Debbie Thompson, *Secretary*
Gary Levitt, *Treasurer*
Joe El-Maasri

Board of Directors
Robin Flaum
Maria Gomez
Warren Gorowitz
Michael Harris
Dr. Andy Johnsen
Darius Khayat
Stacy Moskowitz
Dr. Star Rivera-Lacey
John Seymour
Leon Wyden

President & CEO
Cathy Carothers Baur

GREAT FUTURES START HERE.

Title

Boys & Girls Club of San Marcos – Providing Healthy Meals for Underserved San Marcos Youth

09/06/2023

id. 43969473

by **Grants Boys & Girls Club of San Marcos** in **San Marcos Community Foundation**

grants@boysgirlsclubsm.org

Original Submission

09/06/2023

	General Project Information
Please enter your organization's name and project name.	Boys & Girls Club of San Marcos – Providing Healthy Meals for Underserved San Marcos Youth
Are you applying for the Mini Grant or the Regular Grant?	Mini Grant (up to $1,500)
Project Name	Providing Healthy Meals for Underserved San Marcos Youth
Project Start Date	8/1/2023
Project End Date	6/30/2024
Date by Which Funds Will Be Expended:	6/30/2024
Total Number of People Served by this Project	50.0
Total Number of People Served by this Project in San Marcos Only	50.0
Grant Amount Requested	1500.0
	Organization Details
Organization Name	Boys & Girls Club of San Marcos

Organization Street Address	1 Positive Place
Organization City	San Marcos
Organization State	CA
Organization Zip Code	92069
Organization Website	www.boysgirlsclubsm.org
Organization's EIN	95-3330218 200 Boys & Girls Club of San Marcos 0cacd079-8971-4cc7-858e-dafb5821e065 1 Positive Pl San Marcos CA 92069 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-03-13T00:00:00 2023-04-10T00:00:00 501(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) 2023-03-13T00:00:00 1982 06
	Contact Information
Contact First Name	Erin
Contact Last Name	Radclyffe
Contact Title	Grants Manager
Contact Phone	+17605393317
Contact Email	erin@boysgirlsclubsm.org
	Project Details

Briefly describe your request for funds.	Boys & Girls Club of San Marcos (BGCSM) aims to promote the wellness, health, and success of school-aged youth in the San Marcos community. Since 1979, the organization has served as an advocate for youth success, offering educational, recreational, and wellness programming to a diverse community of more than 2,000 school-age youth annually. Programs are offered at 14 locations throughout San Marcos, including two stand-alone Clubhouses, 10 on-campus school sites, and two affordable housing communities. BGCSM respectfully requests a Mini Grant in the amount of $1,500 to support its after-school meal program, providing nutritious meals and snacks to underserved San Marcos youth who are connected to BGCSM's life-changing programs. This project aligns with one of the organization's key goals of promoting healthy lifestyles for all school-aged youth in San Marcos. Understanding that socioeconomic barriers can impact families' access to basic needs, BGCSM aims to connect all San Marcos youth and families to the resources necessary to ensure optimal physical wellbeing. Through this project, BGCSM will offer healthy after-school meals to youth at its on-campus sites at Double Peak School (DPS) and San Elijo Middle School (SEMS), and its programs within two affordable housing communities, Copper Creek and Melrose Villas Apartments.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	In 2022, one in four families experienced food insecurity with lack of consistent access to healthy, balanced foods. This reality is more staggering for youth of color, with Black and Hispanic children more likely to live in food-insecure households (CDC National Center for Health Statistics, 2022; The Annie E. Casey Foundation, 2023). BGCSM understands the importance of access to healthy foods in providing youth with the energy and capabilities to learn and grow; achieve their goals; and live active, healthy lives. BGCSM is committed to supporting families and ensuring they are able to connect with the resources necessary to thrive. The organization has remained an asset to the San Marcos community, offering healthy meals to Club members during after-school programming and a safe, engaging space to further their learning, explore their interests, and connect with peers. Programming also centers around establishing healthy eating and fitness habits, promoting healthy lifestyles and wellness that will encourage their personal success. The organization anticipates serving 50 Club members through this project, which will ensure BGCSM can continue to provide stability by offering nutritious after-school meals at no cost to members attending programming at its on-campus Club sites and affordable housing sites.

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.	SMUSD: offers programs at 10 schools and transportation from eight schools. Hope Through Housing & Bridge Housing: offers free programs to youth who live in five affordable housing communities.
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.	2023: Mini Grant ($1,000) to purchase one T-Wall64, an interactive fitness game board that promotes healthy and active lifestyles through mini games that require strategic thinking and movement.

Please upload the annual operating budget for your organization.

BGCSM_FY2023-24_Org_Budget_Summary.pdf

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

SMCFCoverLtr2023_Final.pdf

	Funding
Budget Worksheet **San Marcos Community Foundation - Budget Worksheet.xlsx**	
Project Budget Total	56632.0
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?	BGCSM will purchase 857 meals for youth at the DPS and SEMS sites during the academic year. BGCSM will continue this program if the organization is not awarded the full grant amount requested.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
857 nutritious meals @ $1.75 each	*$1,500.00*	*Meals are prepared by San Marcos Unified School District and served to Club members attending Double Peak School (DPS) and San Elijo Middle School (SEMS)*
Total budget for this PROJECT:		

BOYS & GIRLS CLUB
OF SAN MARCOS

Boys & Girls Club of San Marcos
FY2023-2024 Organizational Budget Summary

	Total
Revenue	
Contributions	$604,000
Grants	$3,690,533
Fee Based	$1,138,577
Special Events	$373,000
Total Revenue	**$5,806,110**
Expenditures	
Personnel Expenses	$4,057,630
Operating Expenses	$1,007,549
Fundraising Expenses	$170,680
Program Expenses	$426,300
In-Kind Expenses	$100,000
Total Expenditures	**$5,762,160**
Net Income	**$43,950**

	Source Name	Amount	C / CD / P
Additional Funding Source 1	N/A	0	N/A
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			

California State University SAN MARCOS | The Foundation

The CSUSM Foundation California State University San Marcos 333 S. Twin Oaks Valley Road San Marcos, CA 92096-0001
Tel: 760.750.4400 **Tax ID:** 80-0390564 www.csusm.edu/foundation

One Civic Center Drive
San Marcos, CA 92069

Dear San Marcos Community Foundation Board,

Thank you for the opportunity to endorse my support for California State University San Marcos' (CSUSM) Crisis Response Team submission for the September 29, 2023 grant deadline.

As the Executive Director of the CSUSM Foundation and CSUSM Vice President of University Advancement, I authorize this proposal to support our new Crisis Response Team program that will launch in October 2023 to respond to the critical mental and behavioral health needs of our students and campus community.

Post COVID-19 pandemic, the need for elevated and robust mental health care and wellness on our campus has escalated with acute mental health care becoming essential. With the support of the San Marcos Community Foundation, the Crisis Response Team staff will be able to provide resources, trainings and wellness workshops for our students, faculty, and staff to bring both awareness and necessary mental health tools to the CSUSM campus community. Additionally, the Crisis Response Team will deliver timely and imperative police officer mental and health wellness trainings to ensure these frontline responders' wellness needs are equally being treated.

CSUSM is a growing community of learners, with over 16,000 students enrolled, 1,800 students living on campus and over 1,000 faculty and staff. With plans to open new affordable housing dorms in 2026, the need to serve residential life on campus through wellness programs such as Crisis Response Team are becoming increasingly imperative to ensure the success of our students.

We thank you for considering this proposal and I welcome any questions you may have regarding the proposed work ahead.

With gratitude,

Jessica Berger
Executive Director, CSUSM Foundation

Title

California State University San Marcos Foundation

09/27/2023

id. 44202181

by **Alison Aragon** in **San Marcos Community Foundation**

aaragon@csusm.edu

Original Submission

09/27/2023

	General Project Information
Please enter your organization's name and project name.	California State University San Marcos Foundation
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	California State University San Marcos Crisis Response Team
Project Start Date	8/29/2023
Project End Date	5/20/2024
Date by Which Funds Will Be Expended:	7/1/2024
Total Number of People Served by this Project	522.0
Total Number of People Served by this Project in San Marcos Only	522.0
Grant Amount Requested	5000.0
	Organization Details
Organization Name	California State University San Marcos Foundation
Organization Street Address	333 S. Twin Oaks Valley Road

Organization City	San Marcos
Organization State	CA
Organization Zip Code	92096-0001
Organization Website	https://www.csusm.edu/
Organization's EIN	80-0390564 200 The California State University San Marcos Foundation 293ceb79-2efe-4aba-80f7-dc2f1a979dda 333 S Twin Oaks Valley Rd c/o University Advancement San Marcos CA 92096 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-09-18T00:00:00 2023-09-25T00:00:00 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(1) organization as referred to in Section 170(b)(1)(A)(iv) 2023-09-18T00:00:00 2009 06
	Contact Information
Contact First Name	Alison
Contact Last Name	Aragon
Contact Title	Associate Director of Corporate and Foundation Relations
Contact Phone	+16194545037
Contact Email	aaragon@csusm.edu
	Project Details

Briefly describe your request for funds.	California State University, San Marcos (CSUSM) has started a crisis response team in response to student, faculty and staff requests and feedback. CSUSM currently provides mental health services by appointment but in the last ten years, we have seen an increased need for urgent response when a student is experiencing suicidal ideation or has critical mental health issues, such as psychosis or mania requiring rapid response. Funds from this grant would help support the creation of soothing materials for students in distress and experiencing a behavioral health crisis ($1,500) and wellness resources for university police officers who will be co-responding with a clinician to a psychiatric crisis ($3,500). Police officers live 22 years less than the average person and have a higher rate of heart attacks and suicide. The funding will be used for officer wellness tools such as Sigma Cardiac Screening and Hearth Health program, and access to fitness programs to help reduce stress and improve health.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	California State University, San Marcos currently has 16,000 enrolled and 1,800 students living on campus. Funding from San Marcos Community Foundation will help support students in distress who experience urgent psychiatric crises on campus and will allow for quicker response to emergencies. This is a service currently not available to students, resulting in police response rather than a co-response model with a trained mental health crisis interventionist. Universities across the nation are moving to a co-response model with university police and mental health counselors working together to provide a trauma-informed response and to help de-stigmatize seeking mental health services. This model will help reduce the overuse of emergency services and hospitalization and will promote outpatient voluntary treatment. The crisis response team will be able to respond to 500 students before the end of the 2023-24 school year and support 16 officers and 6 dispatchers' overall wellness.
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 Health assists CSUSM students with urgent psychiatric needs, and One Safe Place is a local organization where we refer students who may be experiencing domestic violence/assault.

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.	2007 – $1,500, 2012 - $2,270, 2015- $1,000, 2018 - $1,500 – Latino Association of Faculty & Staff, "The Lowrider Experience"
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.	California State University San Marcos (CSUSM) mission is student success. Our welcoming community of faculty and staff holistically advance the social, professional, and personal development of students across the student life cycle, through innovation, education, and community partnerships. Our exemplary academic programs respond to societal needs while preparing graduates to be tomorrow's socially just leaders and changemakers. Fueled by an innovative spirit and a passion for creating solutions for the region we serve; Cal State University San Marcos has spent the last 33 years building a reputation as a national leader in student success and social mobility. In 2022, CSUSM was ranked #1 in providing social mobility for its students by CollegeNET. Now striding into our fourth decade with President Ellen Neufeldt at the helm, our vision is to be a first-choice university for future generations of students who will drive intellectual engagement, innovation, and sustainability for a diverse, global society. The CSUSM Crisis Response Team strives to provide strength-based, culturally informed, and trauma-informed crisis intervention services focused on prevention and early intervention to members of the campus community while collaborating with internal and external partners. There are no current crisis intervention services offered to students and usually, the university police respond to psychiatric emergencies. CSUSM is committed to a culture of care and inclusive excellence, creating supportive environments for students to help close equity gaps. We currently offer broad student services, such as Cougar Care Network (for case management services and referral to housing food resources), Student Health and Counseling (for non-urgent mental health needs) but until this Fall 2023, we have not offered urgent crisis intervention services for when students are in crisis, or experience suicidality or a mental health emergency. The Crisis Response Team model is an evidence-based model that is rooted in problem-solving and addresses underlying reasons for calls. This co-response model (mental health clinician and police officer) helps reduce the use of force and injuries and enhances referrals to mental health services in the community. The Crisis Response Team approach focuses on collaborative encounters with students and utilizes mental health

interventions aimed at:
1. Holistically supporting the CSUSM community experiencing a behavioral health crisis.
2. Providing a culturally informed response by trained clinicians that reduces barriers to accessing mental health services.
3. Increasing safety and agency (choice).
4. Increasing use of voluntary services and reduce visits to the ER and involuntary hospitalizations.
5. Providing prevention services and psychoeducation to campus community members.
The Crisis Response Team is in the early development stages and in need of support for materials that will be used by students in distress, such as self-soothing and coping skills materials like mandalas, blankets, or toys, as well as a booklet with a referral list for internal and external resources including the suicide hotline numbers, Cougar Care Network, and Student Health and Counseling. Police officer wellness training is also integral to our success. Assisting officers and campus community members with wellness tools and needed training will be vital to the success of this program. With the support of this grant, we can collectively foster a culture of care and help respond to students in urgent psychiatric need.

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

Letter_Support_Faculty_Affairs_-_signed.pdf

Letter_of_Support-Chief_Flores.pdf

Letter_of_Support-Fullerton.pdf

Please upload the annual operating budget for your organization.

BudgetSigned2023_24.pdf

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

auditedfinancialreport_june2022_csusmfdn.pdf

Please attach the first two pages of your Federal 990.

irs_form_990_CSUSMfnd.pdf

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

SanMarcosCommunityFdn_VPBerger_letter_final.pdf

Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total	105134.0
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?	If we do not receive the full grant, officers and/or students will receive fewer support services.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Golf Cart/Vehicle	*$10,000*	
Printing Services & Materials	5000	
Cordico App	$10,000	(Officer Wellness App)
Sigma	$16,000	(Health & Wellness Program)
Meditation Pod	$25,000.00	
Crisis Response Specialist	$100,134.00	
Total budget for this PROJECT:		

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Director of Crisis Response Team	120000	C
Additional Funding Source 2	Community Enhancement Services	5000	P
Additional Funding Source 3	Neighborhood Reinvestment Program	61000	P
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			

California State University San Marcos Foundation

Financial Statements and Supplemental Information

Years Ended June 30, 2022 and 2021

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION
Financial Statements and Supplemental Information
Years Ended June 30, 2022 and 2021

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Aldrich CPAs + Advisors LLP
7676 Hazard Center Drive, #1300
San Diego, California 92108

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
California State University San Marcos Foundation

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of California State University San Marcos Foundation (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 California State University San Marcos Foundation 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 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 California State University San Marcos Foundation 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 opinions.

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 California State University San Marcos Foundation'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 Responsibility 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.

Auditor's Responsibility for the Audit of the Financial Statements, continued

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 California State University San Marcos Foundation'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 California State University San Marcos Foundation'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 Supplemental Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental information included on pages 21-29 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 and the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States. 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 dated September 28, 2022, on our consideration of California State University San Marcos Foundation, 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 California State University San Marcos Foundation'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 California State University San Marcos Foundation's internal control over financial reporting and compliance.

Aldrich CPAs + Advisors LLP

San Diego, California
September 28, 2022

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Statements of Financial Position

June 30, 2022 and 2021

ASSETS	2022	2021
Current Assets:		
Cash and cash equivalents	$ 737,386	$ 840,751
Other receivables	10,581	1,046
Due from related parties	6,526	222,037
Prepaid expenses	3,090	-
Current portion of pledges receivable	1,071,671	1,523,665
Current portion of investments	2,308,388	1,121,863
Total Current Assets	4,137,642	3,709,362
Noncurrent Assets:		
Pledges receivable, less current portion, net of discount and allowance	1,026,164	742,391
Investments, less current portion	39,856,420	45,292,584
Property, land	480,000	-
Student loans receivable	50,000	50,000
Total Assets	$ 45,550,226	$ 49,794,337
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	$ 166,848	$ 159,418
Due to related parties	426,428	247,010
Total Current Liabilities	593,276	406,428
Net Assets:		
Without Donor Restrictions:		
Undesignated	10,997,433	10,924,583
Board designated	2,766,587	3,165,464
Total Without Donor Restrictions	13,764,020	14,090,047
With Donor Restrictions:		
Time restricted	2,097,835	2,266,056
Purpose restricted	5,394,780	10,007,950
Perpetual in nature	23,700,315	23,023,856
Total With Donor Restrictions	31,192,930	35,297,862
Total Net Assets	44,956,950	49,387,909
Total Liabilities and Net Assets	$ 45,550,226	$ 49,794,337

See accompanying notes to financial statements.

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Statement of Activities

Year Ended June 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Other Support:			
Contributions	$ 1,925,969	$ 2,779,337	$ 4,705,306
Other revenues	178,059	-	178,059
Investment return	(774,890)	(3,812,001)	(4,586,891)
Net assets released from restriction satisfaction of program restrictions	3,072,268	(3,072,268)	-
Total Revenue and Other Support	4,401,406	(4,104,932)	296,474
Expenses:			
Program Services:			
Campus programs	2,807,570	-	2,807,570
Student scholarships	1,405,356	-	1,405,356
Total Program Services	4,212,926	-	4,212,926
Supporting Services:			
Management and general	395,703	-	395,703
Fundraising	118,804	-	118,804
Total Supporting Services	514,507	-	514,507
Total Expenses	4,727,433	-	4,727,433
Decrease in Net Assets	(326,027)	(4,104,932)	(4,430,959)
Net Assets, beginning	14,090,047	35,297,862	49,387,909
Net Assets, ending	$ 13,764,020	$ 31,192,930	$ 44,956,950

See accompanying notes to financial statements.

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Statement of Activities

Year Ended June 30, 2021

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Other Support:			
Contributions	$ 1,962,766	$ 1,086,556	$ 3,049,322
Other revenues	117,863	-	117,863
Investment return	1,797,023	7,812,659	9,609,682
Net assets released from restriction satisfaction of program restrictions	2,117,041	(2,117,041)	-
Total Revenue and Other Support	5,994,693	6,782,174	12,776,867
Expenses:			
Program Services:			
Campus programs	1,927,060	-	1,927,060
Student scholarships	1,441,761	-	1,441,761
Total Program Services	3,368,821	-	3,368,821
Supporting Services:			
Management and general	341,592	-	341,592
Fundraising	3,638	-	3,638
Total Supporting Services	345,230	-	345,230
Total Expenses	3,714,051	-	3,714,051
Increase in Net Assets	2,280,642	6,782,174	9,062,816
Net Assets, beginning	11,809,405	28,515,688	40,325,093
Net Assets, ending	$ 14,090,047	$ 35,297,862	$ 49,387,909

See accompanying notes to financial statements.

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Statement of Functional Expenses

Year Ended June 30, 2022

	Program Services			Supporting Services			
	Campus Programs	Student Scholarships	Total Programs	Management and General	Fundraising	Total Supporting	Total
Bank fees	$ 4,653	$ -	$ 4,653	$ 23,687	$ -	$ 23,687	$ 28,340
Benefits	115,892	-	115,892	57	-	57	115,949
Business service fees	-	-	-	247,202	-	247,202	247,202
Contractual services	263,046	-	263,046	49,726	11,265	60,991	324,037
Hospitality and events	116,303	-	116,303	20,581	98,004	118,585	234,888
Information technology	171,370	-	171,370	8,008	-	8,008	179,378
Library acquisitions	60,965	-	60,965	-	-	-	60,965
Membership and dues	24,511	-	24,511	6,165	-	6,165	30,676
Other	309,170	-	309,170	6,231	6,818	13,049	322,219
Related party transactions	658,303	-	658,303	-	-	-	658,303
Salaries and wages	765,389	-	765,389	31,500	2,000	33,500	798,889
Scholarships	-	1,405,356	1,405,356	-	-	-	1,405,356
Stipends and awards	21,014	-	21,014	-	-	-	21,014
Supplies and services	274,604	-	274,604	2,546	717	3,263	277,867
Travel	22,350	-	22,350	-	-	-	22,350
	$ 2,807,570	$ 1,405,356	$ 4,212,926	$ 395,703	$ 118,804	$ 514,507	$ 4,727,433

See accompanying notes to the financial statements.

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Statement of Functional Expenses

Year Ended June 30, 2021

	Program Services			Supporting Services			
	Campus Programs	Student Scholarships	Total Programs	Management and General	Fundraising	Total Supporting	Total
Bank fees	$ 5,898	$ -	$ 5,898	$ 14,464	$ -	$ 14,464	$ 20,362
Benefits	75,614	-	75,614	-	-	-	75,614
Business service fees	-	-	-	233,012	-	233,012	233,012
Capital projects	515,573	-	515,573	-	-	-	515,573
Contractual services	275,131	-	275,131	41,450	-	41,450	316,581
Contributions to campus mission	84,600	-	84,600	-	-	-	84,600
Hospitality and events	54,632	-	54,632	7,350	-	7,350	61,982
Information technology	10,896	-	10,896	-	-	-	10,896
Library acquisitions	40,017	-	40,017	-	-	-	40,017
Membership and dues	52,289	-	52,289	11,482	-	11,482	63,771
Other	107,372	-	107,372	-	3,638	3,638	111,010
Salaries and wages	543,768	-	543,768	30,000	-	30,000	573,768
Scholarships	-	1,441,761	1,441,761	-	-	-	1,441,761
Stipends and awards	40,254	-	40,254	-	-	-	40,254
Supplies and services	117,617	-	117,617	3,834	-	3,834	121,451
Travel	3,399	-	3,399	-	-	-	3,399
	$ 1,927,060	$ 1,441,761	$ 3,368,821	$ 341,592	$ 3,638	$ 345,230	$ 3,714,051

See accompanying notes to the financial statements.

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Statements of Cash Flows

Years Ended June 30, 2022 and 2021

	2022	2021
Cash Flows from Operating Activities:		
Increase (decrease) in net assets	$ (4,430,959)	$ 9,062,816
Adjustments to reconcile increase (decrease) in net assets to net cash used by operating activities:		
Purpose and time restricted contributions	(2,102,878)	(661,196)
Endowment contribution	(676,460)	(425,360)
Noncash contribution of land	(480,000)	-
Net realized and unrealized (gain) loss on investments	5,133,367	(9,232,157)
Changes in operating assets and liabilities:		
Other receivables	(9,535)	24,537
Due from related parties	215,511	(122,356)
Prepaid expenses	(3,090)	-
Pledges receivable, net of discount and allowance	168,221	479,463
Accounts payable	7,430	(20,422)
Due to related parties	179,418	(122,608)
Net Cash Used by Operating Activities	(1,998,975)	(1,017,283)
Cash Flows from Investing Activities:		
Purchases of investments	(11,902,288)	(4,427,681)
Proceeds from sale of investments	11,018,560	4,120,620
Net Cash Used by Investing Activities	(883,728)	(307,061)
Cash Flows Provided by Financing Activities:		
Purpose and time restricted contribution	2,102,878	661,196
Endowment contribution	676,460	425,360
Net Cash Provided by Financing Activities	2,779,338	1,086,556
Net Decrease in Cash and Cash Equivalents	(103,365)	(237,788)
Cash and Cash Equivalents, beginning	840,751	1,078,539
Cash and Cash Equivalents, ending	$ 737,386	$ 840,751

See accompanying notes to financial statements.

Note 1 – Organization and Summary of Significant Accounting Policies

Nature of Activities

California State University San Marcos Foundation (Foundation) is a nonprofit California corporation and an auxiliary organization of California State University San Marcos (University), organized and operated in accordance with the California Code of Regulations and the Education Code of the State of California. The Foundation was formed in 2009 to focus on attracting gifts to the University and to assist the University in accumulating and managing endowment, student loan, and student scholarship funds.

The Foundation's financial statements are included as a component unit of the University's annual general-purpose financial statements. This is required by accounting principles generally accepted in the United States of America (U.S. GAAP) applicable to governmental entities.

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 Foundation. During the year ended June 30, 2022, the Foundation adopted ASU 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets (Topic 958)*.

Related Parties

The Foundation is related to other auxiliaries of the University, include the California State University San Marcos Corporation (SM Corp) and Associated Students, Inc. of California State University San Marcos (ASI). Although independent, these auxiliaries and the University periodically provide various services to one another.

Basis of Presentation

The financial statements of the Foundation have been prepared in accordance with U.S. GAAP, which require the Foundation to report information regarding its financial position and activities according to the following net asset classifications:

- *Net assets without donor restrictions* – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Foundation. These net assets may be used at the discretion of the Foundation'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 Foundation or by the passage of time. Other donor restrictions are perpetual in nature, where by 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 the financial statements 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. Accordingly, actual results could differ from those estimates.

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Income Taxes
The Foundation is a qualified nonprofit organization that 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. However, the Foundation remains subject to taxes on any net income which is derived from a trade or business, regularly carried on, and unrelated to its exempt purpose. The Foundation is not a private foundation.

The Foundation follows accounting standards generally accepted in the United States of America related to the recognition of uncertain tax positions. The Foundation recognizes accrued interest and penalties associated with uncertain tax positions as part of the statement of activities, when applicable. Management has determined that the Foundation has no uncertain tax positions as of June 30, 2022 and 2021, therefore no amounts have been accrued.

Cash and Cash Equivalents
The Foundation considers all highly liquid investments with original maturity dates of three months or less to be cash equivalents.

Receivables
The accounts receivable arises in the normal course of operations. It is the policy of the management to review to review the outstanding accounts receivable at year end, as well as the implicit price concession. Receivables are stated at unpaid balances, less price concession. The Foundation provides for losses on receivables using the allowance method.

Pledges Receivable
Pledges that are expected to be collected within one year are recorded at their net realizable value. Pledges that are expected to be collected in future years are discounted to their estimated net present value. After pledges are originally recorded, an allowance for uncollectible pledges may be established based on specific circumstances. Contributions, including unconditional promises to give (pledges), are recognized in the year the promise is made as opposed to when the assets are received.

Investments
The Foundation has significant investments in equity securities, fixed income securities, and mutual funds, and is therefore subject to concentrations of credit risk. The investments in equity securities, fixed income securities, and mutual funds with readily determinable fair values, based on daily share prices and daily provided net asset values, are reported at fair value with gains and losses included in the statements of activities.

Investments in alternative investments represent shares in hedge funds that hold, among other investments, bonds, bank loans, busted converts, mezzanine debt, distressed assets, equity and real estate. The Foundation accounted for its investments in these hedge funds at fair value, using net asset value per share of the hedge funds.

Property, Land
In July 2021, a donor gave a gift of real estate (8.19 acres of vacant land) to the Foundation. The land's appraised fair market value is $480,000. The purpose of the gift is to support the University and the Foundation. The Foundation may retain the asset for University use or may sell the property and apply proceeds to area(s) of greatest need on campus.

Note 1 – Organization and Summary of Significant Accounting Policies, continued

Risks and Uncertainties
The investments of the Foundation are exposed to interest rate and market risk. Economic conditions can impact these risks and resulting fair values can be either positively or adversely affected. If the level of risk increases in the near term, it is possible that the investment balances and the amounts reported in the financial statements could be materially affected by market fluctuations. Although the fair value of investments is subject to fluctuations on a year-to-year basis, management believes the investment policy is prudent for the long-term welfare of the Foundation and its beneficiaries.

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

When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), with donor restricted net assets are reclassified to without donor restricted net assets and reported in the statements of activities as net assets released from restrictions. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported without donor restricted support in that period.

Grants and Contracts - Revenue from grants and contracts is recognized to the extent of eligible costs incurred up to an amount not to exceed the total grant or contract authorized. Deferred revenue results from grant awards and contracts received (or in accounts receivable) that are applicable to the subsequent period.

Other Revenues – Revenue received from various programs offered by the Foundation. Revenue is recognized when earned for the services performed.

Future Accounting Standards
FASB has issued a substantial ASU, which will become effective in future years.

In February 2016, the FASB issued ASU No. 2016-02 *Leases*. The primary change in U.S. GAAP addressed by ASU 2016-02 is the requirement for a lessee to recognize on the balance sheet 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. The Foundation is evaluating the effect that the provisions of ASU 2016-02 will have on its financial statements and related disclosures.

Subsequent Events
The Foundation has evaluated subsequent events through September 28, 2022, which is the date the financial statements were available to be issued.

Note 2 – Concentrations of Credit Risk

The Foundation maintains cash and cash equivalents in bank deposit and investment accounts. Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of $250,000 and investment accounts are insured by the Securities Investor Protection Corporation (SIPC) up to a limit of $500,000. The Foundation's account balances may, at times, exceed the limits. The Foundation has not experienced any such losses in these accounts.

Note 3 – Financial Assets and Liquidity Resources

Board Designations

The Foundation's governing board has designated, from net assets without donor restrictions, net assets for the following purposes as of June 30:

	2022	2021
Quasi-endowment	$ 2,416,587	$ 2,825,136
Liquidity reserve	350,000	340,328
	$ 2,766,587	$ 3,165,464

Liquidity

The following reflects the Foundation's financial assets as of the statement of financial position date, 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. 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 quasi-endowment for general expenditure within one year of the statement of financial position date have not been subtracted as unavailable.

The Foundation's liquidity consisted of the following at June 30:

	2022	2021
Financial assets available to be used within one year:		
Cash and cash equivalents	$ 737,386	$ 840,751
Other receivables	10,581	1,047
Due from related parties	6,526	222,037
Pledges receivable, net	1,071,671	1,523,664
Investments	2,308,388	1,121,863
Total financial assets	4,134,552	3,709,362
Less amounts not available for general use within one year:		
Restricted by donor with purpose restrictions (scholarships)	(53,286)	(18,667)
Financial assets available to meet cash needs for general expenditure within one year	$ 4,081,266	$ 3,690,695

Note 3 – Financial Assets and Liquidity Resources, continued

Liquidity, continued
The Foundation is supported by restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Foundation 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 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. Occasionally, the board designates a portion of any operating surplus to its liquidity reserve, which was $350,000 and $340,328 as of June 30, 2022 and 2021, respectively. There is a fund established by the governing board that may be drawn upon in the event of financial distress or an immediate liquidity need resulting from events outside the typical life cycle of converting financial assets to cash or settling financial liabilities.

Note 4 – Pledges Receivable

Pledges receivable consist of the following as of June 30:

	2022	2021
Due in less than one year	$ 1,071,671	$ 1,523,664
Due in one to five years	1,100,951	780,700
Due in more than five years	-	5,000
Gross pledges receivable	2,172,622	2,309,364
Less provisions for doubtful accounts	(100)	(1,500)
Less unamortized present value discount at rates ranging from 1.20% to 3.49%	(74,687)	(41,809)
Pledges receivable, net	$ 2,097,835	$ 2,266,055

Note 5 – Investments and Fair Value Measurement

Fair Value Measurements
The Foundation 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 Foundation applies fair value measurements to assets and liabilities that are required to be recorded at fair value under generally accepted accounting principles. 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. In addition, the Foundation reports certain investments using the net asset value (NAV) per share as determined by investment managers, allowing the net asset value per share to represent fair value for reporting purposes when the criteria for using this method are met. 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.

Note 5 – Investments and Fair Value Measurement, continued

Fair Value Measurements, continued
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. As a practical expedient, certain financial instruments may be valued using NAV per share. NAV is the amount of net assets attributable to each share of outstanding capital stock at the end of the period.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used as of June 30, 2022 and 2021.

Mutual funds and equity securities: Valued at the closing price reported on the active market on which the individual securities are traded.

Hedge funds: Valued at the partner's reported capital account balance, which approximates fair value.

Private equity funds: Valued on the reported market values by the management of the funds held.

Investments at fair value according to the fair value hierarchy are as follows as of June 30, 2022:

	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Net Asset Value NAV	Total
Current portion					
Core fixed income institutional mutual funds	$ 2,308,388	$ -	$ -	$ -	$ 2,308,388
Long term portion					
Core fixed income institutional mutual funds	11,554,215	-	-	-	11,554,215
Domestic equity securities	2,821,405	-	-	-	2,821,405
Domestic equity mutual funds	10,280,377	-	-	-	10,280,377
International equity mutual funds	10,835,474	-	-	-	10,835,474
Real asset mutual funds	1,647,760	-	-	-	1,647,760
Private equity funds	-	-	-	940,382	940,382
Hedge funds	-	-	-	1,776,807	1,776,807
	37,139,231	-	-	2,717,189	39,856,420
	$ 39,447,619	$ -	$ -	$ 2,717,189	$ 42,164,808

Note 5 – Investments and Fair Value Measurement, continued

Fair Value Measurements, continued
Investments at fair value according to the fair value hierarchy are as follows as of June 30, 2021:

	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Net Asset Value NAV	Total
Current portion					
Core fixed income institutional mutual funds	$ 1,121,863	$ -	$ -	$ -	$ 1,121,863
Long term portion					
Core fixed income institutional mutual funds	11,182,382	-	-	-	11,182,382
Domestic equity mutual funds	12,441,514	-	-	-	12,441,514
International equity mutual funds	12,582,233	-	-	-	12,582,233
Domestic equity securities	3,004,826	-	-	-	3,004,826
Real asset mutual funds	1,631,446	-	-	-	1,631,446
Hedge funds	-	-	-	3,268,195	3,268,195
Private equity funds	-	-	-	1,181,988	1,181,988
	40,842,401	-	-	4,450,183	45,292,584
	$ 41,964,264	$ -	$ -	$ 4,450,183	$ 46,414,447

The Foundation uses the net asset value to determine the fair value of all the underlying investments that (a) do not have readily determinable fair value and (b) prepare their financial statements consistent with the measurement principles of an investment company or have the attributes of an investment company.

Commitments and redemptions schedule for those investments valued based on net asset values are as follows:

	Net asset value at June 30, 2022	Unfunded commitments	Redemption frequency	Redemption notice period
Private equity funds:				
Canterbury consulting PC fund I [b]	$ 463,826	$ 900,886	N/A	N/A
Canterbury consulting PC fund II [b]	75,000	1,425,000	N/A	N/A
Neuberger Berman Private Debt Fund IV [f]	401,556	600,696	N/A	N/A
Hedge funds:				
Entrust hedge funds [d]	162,161	None	Quarterly	95 days
Blackstone hedge funds [e]	1,614,646	None	Semi-Annual	95 days

	Net asset value at June 30, 2021	Unfunded commitment	Redemption frequency	Redemption notice period
Private equity funds:				
Crescent capital high income fund [a]	$ 1,034,607	None	Quarterly	60 days
Canterbury consulting PC fund I [b]	147,381	1,102,619	N/A	N/A
Hedge funds:				
Goldentree hedge funds [c]	62,561	None	Annually	90 days
Entrust hedge funds [d]	1,619,399	None	Quarterly	95 days
Blackstone hedge funds [e]	1,586,235	None	Semi-Annual	95 days

[a] Crescent capital high income fund is relative value and is event driven with below investment grade bank loans and bonds.
[b] Canterbury consulting PC fund I and II are relative value and are event driven.
[c] Goldentree hedge funds are relative value and are event driven.
[d] Entrust hedge funds are relative value and are event driven.
[e] Blackstone hedge funds are relative value and are event driven.
[f] Neuberger Berman Private Debt Fund IV is relative value and is event driven.

Note 6 – Net Assets with Donor Restrictions

Net assets with donor restrictions consisted of the following at June 30:

	2022	2021
Net assets with time restrictions:		
Student scholarships	$ 170,797	$ 62,275
Campus programs	1,927,038	2,203,781
	2,097,835	2,266,056
Net assets with purpose restrictions:		
Student scholarships	3,650,264	6,540,196
Campus programs	1,730,486	3,433,696
Capital improvements	14,030	34,058
	5,394,780	10,007,950
Earnings from endowments are restricted to be used for the following purposes:		
Student scholarships	14,701,175	14,158,737
Campus programs	7,673,106	7,539,085
Student loans	1,326,034	1,326,034
	23,700,315	23,023,856
	$ 31,192,930	$ 35,297,862

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 for the year ended June 30:

	2022	2021
Satisfaction of donor restrictions:		
Campus programs	$ -	$ 30,000
Capital improvements	20,029	-
Appropriation of earnings for use:		
Campus programs	354,341	310,448
Student scholarships	630,053	575,855
Student loans	50,325	46,669
Satisfaction of time restrictions	2,017,520	1,154,069
	$ 3,072,268	$ 2,117,041

Note 7 – Endowments

The Board of the Foundation 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 while supporting the operations of the Foundation through a set spending rate. As a result of this interpretation, the Foundation 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) accumulation 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 Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

Note 7 – Endowments, continued

In accordance with 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 Foundation 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 Foundation
7) The investment policies of the Foundation

As of June 30, 2022, the endowments' net asset composition by type of fund consisted of the following:

	Without donor Restrictions	With donor Restrictions	Total
Donor-restricted endowment funds:			
Historical gift value	$ -	$ 23,700,315	$ 23,700,315
Appreciation	-	5,070,751	5,070,751
Board-designated endowment funds	2,416,587	-	2,416,587
	$ 2,416,587	$ 28,771,066	$ 31,187,653

Changes in endowment net assets for the year ended June 30, 2022 consisted of the following:

	Without donor Restrictions	With donor Restrictions	Total
Endowment net assets, beginning	$ 2,825,136	$ 32,941,326	$ 35,766,462
Investment return:			
Investment income, net of fees	-	395,970	395,970
Net realized and unrealized losses	(349,005)	(4,207,971)	(4,556,976)
Total Investment Return	(349,005)	(3,812,001)	(4,161,006)
Contributions	23,826	676,460	700,286
Appropriations for investment earnings for expenditures	(83,370)	(1,034,719)	(1,118,089)
Endowment net assets, ending	$ 2,416,587	$ 28,771,066	$ 31,187,653

The investment management and advisory fees paid were $139,047 for the year ended June 30, 2022.

Note 7 – Endowments, continued

As of June 30, 2021, the endowments' net assets composition by type of fund consisted of the following:

	Without donor Restrictions	With donor Restrictions	Total
Donor-restricted endowment funds			
Historical gift value	$ -	$ 23,023,856	$ 23,023,856
Appreciation	-	9,917,470	9,917,470
Board-designated endowment funds	2,825,136	-	2,825,136
	$ 2,825,136	$ 32,941,326	$ 35,766,462

Changes in endowment net assets for the year ended June 30, 2021 consisted of the following:

	Without donor Restrictions	With donor Restrictions	Total
Endowment net assets, beginning	$ 2,321,062	$ 25,636,279	$ 27,957,341
Investment return:			
Investment income, net of fees	-	211,477	211,477
Net realized and unrealized gains	629,249	7,601,182	8,230,431
Total Investment Return	629,249	7,812,659	8,441,908
Contributions	-	425,360	425,360
Appropriations for investment earnings for expenditures	(125,175)	(932,972)	(1,058,147)
Endowment net assets, ending	$ 2,825,136	$ 32,941,326	$ 35,766,462

The investment management and advisory fees paid were $125,040 for the year ended June 30, 2021.

Funds with Deficiencies Included in Net Assets With Donor Restrictions

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. In accordance with accounting principles generally accepted in the United States, there were $63,449 of deficiencies of this nature as of June 30, 2022 (no deficiencies as of June 30, 2021). These deficiencies resulted from unfavorable market fluctuations.

Return Objectives and Risk Parameters

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide funding for programs supported by its endowment and increase the value of the original contributed capital by an amount not less than the annual increase in inflation. In order to meet this objective, the endowment asset portfolio is structured to achieve a compounded annual return, net of investment management expenses, of 5 percent plus the annual rate of inflation (Target Return).

The appreciated endowment earnings is structured to provide liquidity for short-term cash needs and safety of principal while seeking to enhance the portfolio's return. In achieving the Target Return, the Foundation seeks to maintain a level of portfolio risk by allocating investments to core fixed-income mutual funds, domestic equity securities, domestic and international equity mutual funds, hedge funds and cash instruments in a ratio similar to other peer university endowments of similar size, as surveyed annually by the National Association of College and University Business Officers.

Note 7 – Endowments, continued

Investment Strategy
The investment strategy of the Foundation is to develop a diversified portfolio of passive investments. For core fixed-income mutual funds and equity funds, 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 Foundation 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), less expenses.

Spending Policy
The Foundation has a policy of appropriating for expenditure each year a percentage of the prior three-year average endowment balance by taking into account investment performance from the prior year. In establishing this policy, the Foundation considered the long-term expected return on its endowment. For the years ended June 30, 2022 and 2021, the Board approved a spending rate of 3.75% and 3.50%, respectively. The rate is reviewed annually and may or may not change in future years depending on investment performance. Accordingly, over the long-term, the Foundation expects the current spending policy to allow its endowment to grow at the average annual rate of inflation. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as provide additional real growth through new gifts and investment return.

Note 8 – Transactions with Related Parties

The Foundation reimburses the University for salaries and various services. These amounts are paid by SM Corp on behalf of the Foundation as part of their operating agreement.

Transactions as of and for the years ended June 30, 2022 and 2021 with related parties are reflected in the accompanying financial statements as follows:

Related party	Description	Reported in	2022	2021
Expenses to:				
University	Salaries, benefits and other	Various expenses	$ 3,220,590	$ 3,041,733
SM Corp	Programs, services and other	Various expenses	140,331	17,710
ASI	Programs, services and other	Various expenses	24,239	21,905
			$ 3,385,160	$ 3,081,348
Revenue from:				
University	Services and cost reimbursement	Revenue	$ 788,113	$ -
ASI	Services and cost reimbursement	Campus programs	-	6,000
SM Corp	Services and cost reimbursement	Campus programs	58,694	21,306
			$ 846,807	$ 27,306
Due from:				
University	Reimbursed services	Due from related parties	$ 6,148	$ 221,670
SM Corp	Reimbursed services	Due from related parties	378	367
			$ 6,526	$ 222,037
Due to:				
University	Salaries, benefits, and other expenses	Due to related parties	$ 293,177	$ 110,261
ASI	Programs, services and other	Due to related parties	5,253	-
SM Corp	Cost reimbursement	Due to related parties	127,998	136,749
			$ 426,428	$ 247,010

Note 9 – 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. The expenses that are allocated include salaries and benefits, which are allocated on the basis of estimates and time and effort. All other expenses are attributed directly to a program or supporting service.

Note 10 – Contingencies

Legal Proceedings

The Foundation may periodically be a party in litigation cases incidental to its activities. While any litigation or investigation has an element of uncertainty, management believes that the outcome of any of these matters will not have a materially adverse effect on its financial position, results of operations or liquidity.

SUPPLEMENTAL INFORMATION

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION
Schedule of Net Position
June 30, 2022
(for inclusion in the California State University)

Assets:	
Current assets:	
Cash and cash equivalents	$ 737,386
Short-term investments	2,308,388
Accounts receivable, net	17,107
Capital lease receivable, current portion	-
Notes receivable, current portion	-
Pledges receivable, net	1,071,671
Prepaid expenses and other current assets	3,090
Total current assets	4,137,642
Noncurrent assets:	
Restricted cash and cash equivalents	-
Accounts receivable, net	-
Capital lease receivable, net of current portion	-
Notes receivable, net of current portion	-
Student loans receivable, net	50,000
Pledges receivable, net	1,026,164
Endowment investments	31,187,653
Other long-term investments	8,668,767
Capital assets, net	480,000
Other assets	-
Total noncurrent assets	41,412,584
Total assets	45,550,226
Deferred outflows of resources:	
Unamortized loss on debt refunding	-
Net pension liability	-
Net OPEB liability	-
Leases	-
Others	-
Total deferred outflows of resources	-
Liabilities:	
Current liabilities:	
Accounts payable	518,593
Accrued salaries and benefits	-
Accrued compensated absences, current portion	74,683
Unearned revenue	-
Lease liabilities, current portion	-
Long-term debt obligations, current portion	-
Claims liability for losses and loss adjustment expenses, current portion	-
Depository accounts	-
Other liabilities	-
Total current liabilities	593,276
Noncurrent liabilities:	
Accrued compensated absences, net of current portion	-
Unearned revenue	-
Grants refundable	-
Lease liabilities, net of current portion	-
Long-term debt obligations, net of current portion	-
Claims liability for losses and loss adjustment expenses, net of current portion	-
Depository accounts	-
Net other postemployment benefits liability	-
Net pension liability	-
Other liabilities	-
Total noncurrent liabilities	-
Total liabilities	593,276
Deferred inflows of resources:	
Service concession arrangements	-
Net pension liability	-
Net OPEB liability	-
Unamortized gain on debt refunding	-
Nonexchange transactions	-
Leases	
Others	-
Total deferred inflows of resources	-
Net Position:	
Net investment in capital assets	480,000
Restricted for:	
Nonexpendable – endowments	23,700,315
Expendable:	
Scholarships and fellowships	3,821,061
Research	-
Loans	-
Capital projects	14,030
Debt service	-
Others	3,657,524
Unrestricted	13,284,020
Total net position	$ 44,956,950

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION
Schedule of Revenues, Expenses, and Net Position
Year Ended June 30, 2022
(for inclusion in the California State University)

Revenues:	
Operating revenues:	
Student tuition and fees, gross	$ -
Scholarship allowances	-
Grants and contracts, noncapital:	
Federal	-
State	-
Local	-
Nongovernmental	-
Sales and services of educational activities	178,059
Sales and services of auxiliary enterprises, gross	-
Scholarship allowances	-
Other operating revenues	-
Total operating revenues	178,059
Expenses:	
Operating expenses:	
Instruction	743,901
Research	143,767
Public service	604,614
Academic support	992,387
Student services	184,068
Institutional support	257,637
Operation and maintenance of plant	-
Student grants and scholarships	1,405,356
Auxiliary enterprise expenses	395,703
Depreciation and amortization	-
Total operating expenses	4,727,433
Operating income (loss)	(4,549,374)
Nonoperating revenues (expenses):	
State appropriations, noncapital	-
Federal financial aid grants, noncapital	-
State financial aid grants, noncapital	-
Local financial aid grants, noncapital	-
Nongovernmental and other financial aid grants, noncapital	-
Other federal nonoperating grants, noncapital	-
Gifts, noncapital	4,028,846
Investment income (loss), net	(774,890)
Endowment income (loss), net	(3,812,001)
Interest expense	-
Other nonoperating revenues (expenses) - excl. interagency transfers	-
Net nonoperating revenues (expenses)	(558,045)
Income (loss) before other revenues (expenses)	(5,107,419)
State appropriations, capital	-
Grants and gifts, capital	-
Additions (reductions) to permanent endowments	676,460
Increase (decrease) in net position	(4,430,959)
Net position:	
Net position at beginning of year, as previously reported	49,387,909
Restatements	-
Net position at beginning of year, as restated	49,387,909
Net position at end of year	$ 44,956,950

CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION
Other Information
June 30, 2022
(for inclusion in the California State University)

1 Cash and cash equivalents:

Portion of restricted cash and cash equivalents related to endowments	$ -
All other restricted cash and cash equivalents	-
Noncurrent restricted cash and cash equivalents	-
Current cash and cash equivalents	737,386
Total	$ 737,386

2.1 Composition of investments:

	Current	Noncurrent	Total
Money Market funds	$ -	$ -	$ -
Repurchase agreements	-	-	-
Certificates of deposit	-	-	-
U.S. agency securities	-	-	-
U.S. treasury securities	-	-	-
Municipal bonds	-	-	-
Corporate bonds	-	-	-
Asset backed securities	-	-	-
Mortgage backed securties	-	-	-
Commercial paper	-	-	-
Mutual funds	2,308,388	34,317,826	36,626,214
Exchange traded funds (ETFs)	-	-	-
Equity securities	-	2,821,405	2,821,405
Alternative investments:			
Private equity (including limited partnerships)	-	940,382	940,382
Hedge funds	-	1,776,807	1,776,807
Managed futures	-	-	-
Real estate investments (including REITs)	-	-	-
Commodities	-	-	-
Derivatives	-	-	-
Other alternative investment types	-	-	-
Other external investment pools	-	-	-
CSU Consolidated Investment Pool (formerly SWIFT)	-	-	-
State of California Local Agency Investment Fund (LAIF)	-	-	-
State of California Surplus Money Investment Fund (SMIF)	-	-	-
Other investments	-	-	-
Total investments	2,308,388	39,856,420	42,164,808
Less endowment investments	-	(31,187,653)	(31,187,653)
Total investments, net of endowments	$ 2,308,388	$ 8,668,767	$ 10,977,155

2.2 Fair value hierarchy in investments:

Investment Type	Fair Value	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Net Asset Value (NAV)
Money market funds	$ -	$ -	$ -	$ -	$ -
Repurchase agreements	-	-	-	-	-
Certificates of deposit	-	-	-	-	-
U.S. agency securities	-	-	-	-	-
U.S. treasury securities	-	-	-	-	-
Municipal bonds	-	-	-	-	-
Corporate bonds	-	-	-	-	-
Asset backed securities	-	-	-	-	-
Mortgage backed securities	-	-	-	-	-
Commercial paper	-	-	-	-	-
Mutual funds	36,626,214	36,626,214	-	-	-
Exchange traded funds	-	-	-	-	-
Equity securities	2,821,405	2,821,405	-	-	-
Alternative investments:					
Private equity (including limited partnerships)	940,382	-	-	-	940,382
Hedge funds	1,776,807	-	-	-	1,776,807
Managed futures	-	-	-	-	-
Real estate investments (including REITs)	-	-	-	-	-
Commodities	-	-	-	-	-
Derivatives	-	-	-	-	-
Other alternative investment types	-	-	-	-	-
Other external investment pools (excluding SWIFT)	-	-	-	-	-
CSU Consolidated Investment Pool (formerly SWIFT)	-	-	-	-	-
State of California Local Agency Investment Fund (LAIF)	-	-	-	-	-
State of California Surplus Money Investment Fund (SMIF)	-	-	-	-	-
Other investments	-	-	-	-	-
Total investments	$ 42,164,808	$ 39,447,619	$ -	$ -	$ 2,717,189

2.3 Investments held by the University under contractual agreements:

	Current	Noncurrent	Total
Investments held by the University under contractual agreements (e.g CSU Consolidated SWIFT Inv pool):	$ -	$ -	$ -

3.1 Composition of capital assets:

	Balance June 30, 2021	Reclassifications	Prior Period Additions	Prior Period Retirements	Balance June 30, 2021 (Restated)	Additions	Retirements	Transfer of	Balance June 30, 2022
Non-depreciable/Non-amortizable capital assets:									
Land and land improvements	$ -	$ -	$ -	$ -	$ -	$			
Works of art and historical treasures	-	-	-	-	-				
Construction work in progress (CWIP)	-	-	-	-	-				
Intangible assets:									
Rights and easements	-	-	-	-	-				
Patents, copyrights and trademarks	-	-	-	-	-				
Intangible assets in progress (PWIP)	-	-	-	-	-				
Licenses and permits	-	-	-	-	-				
Other intangible assets:									
	-	-	-	-	-				
	-	-	-	-	-				
	-	-	-	-	-				
	-	-	-	-	-				
Total Other intangible assets	-	-	-	-	-				
Total intangible assets	-	-	-	-	-				
Total non-depreciable/non-amortizable capital assets	-	-	-	-	-				
Depreciable/Amortizable capital assets:									
Buildings and building improvements	-	-	-	-	-				
Improvements, other than buildings	-	-	-	-	-				
Infrastructure	-	-	-	-	-				
Leasehold improvements	-	-	-	-	-				
Personal property:									
Equipment	-	-	-	-	-				
Library books and materials	-	-	-	-	-				
Intangible assets:									
Software and websites	-	-	-	-	-				
Rights and easements	-	-	-	-	-				
Patents, copyrights and trademarks	-	-	-	-	-				
Licenses and permits	-	-	-	-	-				
Other intangible assets:									
	-	-	-	-	-				
	-	-	-	-	-				
	-	-	-	-	-				
	-	-	-	-	-				
Total Other intangible assets	-	-	-	-	-				
Total intangible assets	-	-	-	-	-				
Total depreciable/amortizable capital assets	-	-	-	-	-				
Total capital assets	-	-	-	-	-				
Less accumulated depreciation/amortization:									
Buildings and building improvements	-	-	-	-	-				
Improvements, other than buildings	-	-	-	-	-				
Infrastructure	-	-	-	-	-				
Leasehold improvements	-	-	-	-	-				
Personal property:									
Equipment	-	-	-	-	-				
Library books and materials	-	-	-	-	-				
Intangible assets:									
Software and websites	-	-	-	-	-				
Rights and easements	-	-	-	-	-				
Patents, copyrights and trademarks	-	-	-	-	-				
Licenses and permits	-	-	-	-	-				
Other intangible assets:									
	-	-	-	-	-				
	-	-	-	-	-				
	-	-	-	-	-				
	-	-	-	-	-				
Total Other intangible assets	-	-	-	-	-				

480,000

Composition of lease assets:	Balance June 30, 2021	Additions	Remeasurements	Reductions	Balance June 30, 2022
Non-depreciable/Non-amortizable lease assets:					
Land and land improvements	-	-	-	-	-
Total non-depreciable/non-amortizable lease assets	-	-	-	-	-
Depreciable/Amortizable lease assets:					
Land and land improvements	-	-	-	-	-
Buildings and building improvements	-	-	-	-	-
Improvements, other than buildings	-	-	-	-	-
Infrastructure	-	-	-	-	-
Leasehold improvements	-	-	-	-	-
Personal property:	-	-	-	-	-
Equipment	-	-	-	-	-
Total depreciable/amortizable lease assets	-	-	-	-	-
Less accumulated depreciation/amortization:					
Land and land improvements	-	-	-	-	-
Buildings and building improvements	-	-	-	-	-
Improvements, other than buildings	-	-	-	-	-
Infrastructure	-	-	-	-	-
Leasehold improvements	-	-	-	-	-
Personal property:	-	-	-	-	-
Equipment	-	-	-	-	-
Total accumulated depreciation/amortization	-	-	-	-	-
Total lease assets, net	$ -	$ -	$ -	$ -	$ -

3.2 Detail of depreciation and amortization expense:

Depreciation and amortization expense related to capital assets	$ -
Amortization expense related to other assets	-
Total depreciation and amortization	$ -

4 Long-term liabilities:

	Balance June 30, 2021	Prior Period Adjustments/ Reclassifications	Balance June 30, 2021 (Restated)	Additions	Reductions	Balance June 30, 2022	Current Portion	Noncurrent Portion
1. Accrued compensated absences	$ 86,637	$ -	$ 86,637	$ 6,393	$ (18,347)	$ 74,683	$ 74,683	$ -
2. Claims liability for losses and loss adjustment expenses	-	-	-	-	-	-	-	-
3. Capital lease obligations:								
Gross balance	-	-	-	-	-	-	-	-
Unamortized net premium/(discount)	-	-	-	-	-	-	-	-
Total capital lease obligations	-	-	-	-	-	-	-	-
4. Long-term debt obligations:								
4.1 Auxiliary revenue bonds (non-SRB related)	-	-	-	-	-	-	-	-
4.2 Commercial paper	-	-	-	-	-	-	-	-
4.3 Notes payable (SRB related)	-	-	-	-	-	-	-	-
4.4 Others:								
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-
Total others	-	-	-	-	-	-	-	-
Sub-total long-term debt	-	-	-	-	-	-	-	-
4.5 Unamortized net bond premium/(discount)	-	-	-	-	-	-	-	-
Total long-term debt obligations	-	-	-	-	-	-	-	-
Total long-term liabilities	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

5 Lease Liabilities

Total long-term liabilities	-

	Balance June 30, 2021	Additions	Remeasurements	Reductions	Balance June 30, 2022	Current Portion	Noncurrent Portion
Lease liabilities							
Total	$ -	-	-	-	-	$ -	-

Lease Liabilities schedule

	Lease Liabilities related to SRB			All other capital lease obligations			Total lease liabilities		
	Principal Only	Interest Only	Principal and Interest	Principal Only	Interest Only	Principal and Interest	Principal Only	Interest Only	Principal and Interest
Year ending June 30:									
2023	-	-	-	-	-	-	-	-	-
2024	-	-	-	-	-	-	-	-	-
2025	-	-	-	-	-	-	-	-	-
2026	-	-	-	-	-	-	-	-	-
2027	-	-	-	-	-	-	-	-	-
2028 - 2032	-	-	-	-	-	-	-	-	-
2033 - 2037	-	-	-	-	-	-	-	-	-
2038 - 2042	-	-	-	-	-	-	-	-	-
2043 - 2047	-	-	-	-	-	-	-	-	-
2048 - 2052	-	-	-	-	-	-	-	-	-
Thereafter	-	-	-	-	-	-	-	-	-
Total minimum lease payments	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Less: amounts representing interest									-
Present value of future minimum lease payments									-
Unamortized net premium/(discount)									-
Total lease liabilities									-
Less: current portion									-
Lease liabilities, net of current portion									$ -

	Auxiliary revenue bonds (non-SRB related)			All other long-term debt obligations			Total long-term debt obligations		
	Principal Only	Interest Only	Principal and Interest	Principal Only	Interest Only	Principal and Interest	Principal Only	Interest Only	Interest
Long-term debt obligations, net of current portion									

7 Transactions with related entities:

Payments to University for salaries of University personnel working on contracts, grants, and other programs	$ 59,156
Payments to University for other than salaries of University personnel	1,176,402
Payments received from University for services, space, and programs	788,113
Gifts-in-kind to the University from discretely presented component units	-
Gifts (cash or assets) to the University from discretely presented component units	1,985,032
Accounts (payable to) University	(293,177)
Other amounts (payable to) University	-
Accounts receivable from University	6,148
Other amounts receivable from University	-

8 Restatements/Prior period adjustments:

Provide a detailed breakdown of the journal entries (at the financial statement line items level) booked to record each restatement:

		Debit/(Credit)
Restatement #1	Enter transaction description	-
		-
		-
		-
		-
		-
Restatement #2	Enter transaction description	-
		-
		-
		-
		-
		-

9 Natural classifications of operating expenses:

	Salaries	Benefits - Other	Benefits - Pension	Benefits - OPEB	Scholarships and fellowships	Supplies and other services	Depreciation and amortization	Total operating expenses
Instruction	$ 370,364	$ 80,109	$ -	$ -	$ -	$ 293,428	$ -	743,901
Research	62,871	862	-	-	-	80,034	-	143,767
Public service	163,809	23,089	-	-	-	417,716	-	604,614
Academic support	57,731	1,995	-	-	-	932,661	-	992,387
Student services	89,019	9,495	-	-	-	85,554	-	184,068
Institutional support	23,595	342	-	-	-	233,700	-	257,637
Operation and maintenance of plant	-	-	-	-	-	-	-	-
Student grants and scholarships	-	-	-	-	1,405,356	-	-	1,405,356
Auxiliary enterprise expenses	31,500	57	-	-	-	364,146	-	395,703
Depreciation and amortization	-	-	-	-	-	-	-	-
Total operating expenses	$ 798,889	$ 115,949	$ -	$ -	$ 1,405,356	$ 2,407,239	$ -	$ 4,727,433

10 Deferred outflows/inflows of resources:

1. Deferred Outflows of Resources

Deferred outflows - unamortized loss on refunding(s)	-
Deferred outflows - net pension liability	-
Deferred outflows - net OPEB liability	-
Deferred outflows - others:	
Sales/intra-entity transfers of future revenues	-
Gain/loss on sale leaseback	-
Loan originagation fees and costs	-
Change in fair value of hedging derivative instrument	-
Irrevocable split-interest agreements	-
Total deferred outflows - others	-
Total deferred outflows of resources	**$ -**

2. Deferred Inflows of Resources

Deferred inflows - service concession arrangements	-
Deferred inflows - net pension liability	-
Deferred inflows - net OPEB liability	-
Deferred inflows - unamortized gain on debt refunding(s)	-
Deferred inflows - nonexchange transactions	-
Deferred inflows - others:	
Sales/intra-entity transfers of future revenues	-
Gain/loss on sale leaseback	-
Loan originagation fees and costs	-
Change in fair value of hedging derivative instrument	-
Irrevocable split-interest agreements	-
Total deferred inflows - others	-
Total deferred inflows of resources	**$ -**

11 Other nonoperating revenues (expenses):

Other nonoperating revenues	-
Other nonoperating (expenses)	-
Total other nonoperating revenues (expenses)	**$ -**

Aldrich CPAs + Advisors LLP
7676 Hazard Center Drive, #1300
San Diego, California 92108

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
California State University San Marcos Foundation

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 California State University San Marcos Foundation, (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, and have issued our report thereon dated September 28, 2022.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered California State University San Marcos Foundation'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 California State University San Marcos Foundation's internal control. Accordingly, we do not express an opinion on the effectiveness of the California State University San Marcos Foundation'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 and 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 California State University San Marcos Foundation'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*.

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,* CONTINUED

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.

Aldrich CPAs + Advisors LLP

San Diego, California
September 28, 2022

2021

990

PUBLIC

DISCLOSURE

** PUBLIC DISCLOSURE COPY **

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.**

OMB No. 1545-0047

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
CALIFORNIA STATE UNIVERSITY SAN MARCOS FOUNDATION

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
333 S TWIN OAKS VALLEY RD

City or town, state or province, country, and ZIP or foreign postal code
SAN MARCOS, CA 92096

F Name and address of principal officer: JESSICA BERGER
SAME AS C ABOVE

D Employer identification number
80-0390564

E Telephone number
760-750-4400

G Gross receipts $ 16,558,194.

H(a) Is this a group return for subordinates? Yes [X] 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: [X] 501(c)(3) 501(c) ( ) ◀ (insert no.) 4947(a)(1) or 527

J Website: ▶ WWW.CSUSM.EDU/GIVING/FOUNDATION

K Form of organization: [X] Corporation Trust Association Other ▶

L Year of formation: 2009 **M** State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: PROVIDE SUPPORT FOR CALIFORNIA STATE UNIVERSITY SAN MARCOS IN FULFILLING ITS MISSION.

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	17
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	<3,159.>
b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.

Revenue

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	3,049,322.	4,705,306.
9	Program service revenue (Part VIII, line 2g)	117,423.	176,799.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,056,365.	1,522,149.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	<3,198.>	<120,703.>
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	4,219,912.	6,283,551.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	2,082,188.	2,084,673.
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)	649,382.	912,838.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 0.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	1,103,883.	1,750,165.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	3,835,453.	4,747,676.
19	Revenue less expenses. Subtract line 18 from line 12	384,459.	1,535,875.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	49,794,337.	45,550,226.
21	Total liabilities (Part X, line 26)	406,428.	593,276.
22	Net assets or fund balances. Subtract line 21 from line 20	49,387,909.	44,956,950.

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

▶ JESSICA BERGER, EXECUTIVE DIRECTOR
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check if self-employed	PTIN
		02/23/23		

Firm's name ▶ ALDRICH CPAS AND ADVISORS, LLP — Firm's EIN ▶

Firm's address ▶ 1903 WRIGHT PLACE, #180
CARLSBAD, CA 92008 — Phone no. (760) 431-8440

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes No

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:
THE CSUSM FOUNDATION SUPPORTS AND PROMOTES THE UNIVERSITY'S MISSION BY CULTIVATING AND MAXIMIZING PRIVATE CHARITABLE INVESTMENT, STEWARDING RESOURCES CAREFULLY, CREATING AND NURTURING MEANINGFUL REGIONAL RELATIONSHIPS AND PARTNERSHIPS, ENGAGING THE UNIVERSITY'S COMMUNITIES,

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 X 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 $ 1,405,356. including grants of $ 1,405,356.) (Revenue $)
RECEIPT OF ENDOWMENT GIFTS AND PROGRAM GIFTS. INVESTMENT OF THE CAMPUS ENDOWMENT FUNDS WHOSE EARNINGS ARE USED TO PROVIDE STUDENT SCHOLARSHIPS AND SUPPORT FOR VARIOUS CAMPUS PROGRAMS AND ACTIVITIES.

4b (Code:) (Expenses $ 2,807,570. including grants of $ 679,317.) (Revenue $ 176,799.)
RECEIPTS OF GIFTS AND DONATIONS FOR VARIOUS CAMPUS PROGRAM ACTIVITIES INCLUDING NON-ENDOWED SCHOLARSHIPS, THE ACE FOSTER YOUTH SCHOLARSHIP PROGRAM, THE KAISER FOUNDATION NURSING STUDENT LOAN PROGRAM, THE SPICER STUDENT LOAN PROGRAM, SUPPORT FOR THE CAMPUS VETERANS CENTER.

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 ▶ 4,212,926.

California State University
SAN MARCOS

University Police Department California State University San Marcos 333 S. Twin Oaks Valley Road San Marcos, CA 92096-0001

August 2, 2023

Dear Grant Administrators,

I am writing on behalf of the University Police Department at California State University, San Marcos (CSUSM), to express our strong support for the establishment and funding of a Crisis Response Team (CRT) on our campus. We firmly believe that adopting a trauma-informed response to psychiatric emergencies is essential for the safety and well-being of our students and campus community.

As Interim Chief of Police at CSUSM, I have witnessed the increased need for mental health resources on campus. As a member of the university community and an advocate for campus safety and well-being, I believe that the establishment of crisis intervention teams will undoubtedly enhance the overall safety and security of our campus community. The role of the university police force extends beyond law enforcement; it encompasses ensuring the welfare of students, faculty, and staff as they strive for academic excellence and personal growth.

Psychiatric crisis and emergencies can arise unexpectedly, and it is crucial to have a dedicated team of professionals trained to respond promptly and efficiently to these situations.
The CRT team will have specialized training and will enhance campus safety, foster a stronger connection and trust between the campus police and the university community, and will reduce stigma associated with seeking mental health treatment. At CSUSM we provide an environment that prioritizes the emotional and psychological needs of our students. A trauma-informed response to psychiatric emergencies goes beyond merely managing crisis. It entails understanding and recognizing the potential trauma experienced by students in distress and ensuring that our interventions are sensitive to their needs. The CRT will provide non-stigmatizing atmosphere which will encourage campus community members to seek help. They will assist in providing support and referrals to voluntary outpatient treatment and will help reduce use of emergency services and involuntary treatment.

The establishment of the CRT aligns with CSUSM's commitment to a culture of care and inclusive excellence and creating supportive environments for students to help close equity gaps. As a representative of the campus police department, we firmly believe that investing in the mental health of our campus community is an investment in their academic, professional, and personal success.

Thank you for giving serious consideration to the funding of the Crisis Response Team at California State University, San Marcos. With the support of this grant, we can collectively

foster a culture of care, and compassion that will have a positive and lasting impact on our entire campus community.

Sincerely,

Jesus A Flores
Interim Chief, University Police Department
CSU San Marcos Police Department

California State University
SAN MARCOS

Integrated Risk Management California State University San Marcos 333 S. Twin Oaks Valley Road San Marcos, CA 92096
Tel: 760.750.4516 risk@csusm.edu www.csusm.edu/risk

August 2, 2023

Dear Grant Administrators,

I am writing on behalf of California State University San Marcos to express my support for the establishment of a Crisis Response Team (CRT) on our campus. This has been something we have been wanting to implement for some time, and the main hurdle at the moment is appropriate funding. Sadly, as a public university, we just do not have the financial resources that we need to be able to do this properly without external funding. The CRT initiative is important enough to us that we eliminated one of our Police Officer positions in order to create funding to hire a full-time administrator to start the program, but we have very little budget to put towards the program elements, additional staff, etc.

As is happening across the nation, more and more students (and employees) are arriving to us with mental health challenges, and without adequate tools for dealing with those issues. This is especially true in the post-pandemic years. The establishment of a Psychiatric/Mental Health Crisis Response team will help with both prevention/early intervention, as well as with crisis response, both critical aspects of an effective mental health care program.

Thank you for your consideration of this request. Please feel free to reach out if you have any questions or would like any additional information to help support this request.

Sincerely,

Erin Fullerton
Director of Integrated Risk Management
(760) 750-4516
efullerton@csusm.edu

Fraternity House
20702 Elfin Forest Road
Escondido, CA 92029
(760) 736-0292 fax: (760) 736-0293

Michaelle House
687 Riviera Court
Vista, CA 92084
(760) 758-9165 fax: (760) 758-8371

October 4, 2023

San Marcos Community Foundation Board
1 Civic Center Dr
San Marcos, CA 92069

Dear San Marcos Community Foundation Board,

Fraternity House, Inc. has been around for well over 30 years, and we have proudly been supported, monetarily or otherwise, by the San Marcos Community Foundation for close to 20 of those years as we work to address the housing crisis for those who are chronically ill in our shared community. In recent years we have seen a dramatic increase in our programs to meet resident needs. We continue to see many residents graduating to semi-independent living situations and complete independence. We stay true to our initial work by supporting several residents with long-term care at our home in Elfin Forest, and we intend to provide them a dignified place to see out the rest of their days.

The San Marcos community is one that supports our mission tirelessly. From opportunities like the foundation grants, to volunteer support. Our residents regularly enjoy outings to the Farmer's Market, and the library. Institutions like the San Marcos Senior Center ensure our residents have access to systems to support them through filing taxes and accessing HICAP. During the COVID-19 pandemic many of these outings had to be paused to ensure the safety of our community, our staff, and ultimately the residents. Now that we have safety ensured, we can return to many of these activities. We have identified that our residents' mental health, and ability to cope with Substance Use Disorder are elevated by fostering and encouraging a sense of community.

In the aftermath of COVID-19, we are beginning to return to previous systems of fundraising with our donors, but we continue to see issues in event planning. We recognize that the world has significantly changed since COVID-19, and we are seeking the full foundation grant to ensure the continuation of resident transportation to essential community events and medical appointments while we adapt our fundraising techniques. While we acknowledge that the world is different now, our mission of serving the homeless and those who are most vulnerable due to multiple co-occurring health diagnoses, remains unchanged.

For over three decades, Fraternity House, Inc. has stepped in and stepped up to the HIV/AIDS epidemic and ensured that the foundation of housing has been met for those in our community. We have known since the beginning that it cannot stop at just housing, and therefore we support our residents with being equal citizens in their community here in San Marcos. That would not be possible without the resident transportation program.

Residents and staff alike are grateful to the San Marcos Community Foundation. We thank you for considering us, and your support in the past. If you have any questions or concerns, please feel free to contact me at executivedirector@fraternityhouse-inc.org

Sincerely,

Danni Hickey
Executive Director
Fraternity House, Inc.

Title

Fraternity House INC - Resident Transportation

10/04/2023

id. 44292325

by **Danni Hickey** in **San Marcos Community Foundation**
on behalf of **Fraternity House Inc**

executivedirector@fraternityhouse-inc.org

Original Submission

10/04/2023

	General Project Information
Please enter your organization's name and project name.	Fraternity House INC - Resident Transportation
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Fraternity House Inc Residents' Transportation
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	34.0
Total Number of People Served by this Project in San Marcos Only	8.0
Grant Amount Requested	10000.0
	Organization Details
Organization Name	Fraternity House, Inc.
Organization Street Address	20702 Elfin Forest Road

Organization City	Escondido
Organization State	California
Organization Zip Code	92029
Organization Website	https://fraternityhouse-inc.org/
Organization's EIN	33-0306861 200 Fraternity House, Inc. 2fc0d733-30f5-42ad-a1bc-153226d48013 20702 Elfin Forest Rd Escondido CA 92029 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-09-18T00:00:00 2023-10-02T00:00:00 501(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) 2023-09-18T00:00:00 1992 12
	Contact Information
Contact First Name	Danni
Contact Last Name	Hickey
Contact Title	Executive Director
Contact Phone	+17607360292
Contact Email	executivedirector@fraternityhouse-inc.org
	Project Details

Briefly describe your request for funds.	Fraternity House, Inc. requesting $10,000 from the San Marcos Community Foundation specifically to cover transportation services for our 8 Residents at our Elfin Forest housing plus 24-hour care program. These funds will cover the accessible van expenses including fuel, repairs/maint. and registration. We have staffing for our Project Dignity covered through other grant sources. The Dignity Project supports our Residents in getting out into the community for social service, medical and recreation/empowerment activities. This ranges from going to SSI office or DMV, to attending an AA/NA meeting, going to see a movie at our local Regal Theatre, a trip to Bowlero, or stopping by the San Marcos Library to check out a book.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	The transportation of residents is an expense our organization prioritizes as essential to the work we do. We can't facilitate the residents' well-being without providing realistic means for their transportation to and from. Eight of our beds are located in San Marcos, and money granted to us from the San Marcos Community ensures these residents have access to our van and staff for transportation to their respective social service and medical appointments and resident outings. We anticipate serving 8 San Marcos residents with access to transportation and the associated fees using these dollars. Community connection is also key building ties and moving forward to their own independent housing.
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.	Healthcare: TrueCare Clinic, Vista CC Referrals: Interfaith, Alpha Project, Choices, Palomar Health. Activities: Senior Center (taxes, HICAP), Service Learning: CSUSM, Palomar, St. Augustine, PIMA.
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.	We have been supported previously, Last grant 2019-2020, with COVID outings stopped, except medical and social service. We are thrilled to be getting back out into the local community again.

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 Fraternity House, Inc. is to provide warm and caring homes where vulnerable persons disabled by HIV/AIDS can receive comprehensive care and services in order to rebuild their health and return to independent living, or where they can spend their last days in comfort and dignity. Residents come to us with extraordinary medical prognoses and often disabled by their diagnoses. Six months after moving with us, we strive to have 100% of our residents linked with a primary care doctor, compliant with medical appointments and medication regiments, reach or maintain undetectable status, and assisted with the beginning stages of systemic navigation of services (obtaining I.D., income, public benefits, etc). Last year, we retained a 93% occupancy rate and we continue to transition applicable residents from our residential homes, and into our semi-independent apartments once they have reached health stability and shown skills necessary to be independent. 40% of our residents upon arrival were in need of immediate surgery, or long overdue for for some kind of medical procedure. Most of these residents require our assistance obtaining these appointments and facilitating their transportation to these appointments. Residents in San Marcos, are our highest need residents, typically with the most pervasive health requirements. These leads staff to facilitate many appointments for them. The residence is farther from public transportation, leading the residents to rely on agency support for the bulk of their needs for movement around the community.
Please upload any community letters or media in support of this project.	

Please upload the annual operating budget for your organization.

BudgetOverview2023-24Budget-FY24PL.pdf

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

FY22_Fraternity_House_Financial_Statements.pdf

Please attach the first two pages of your Federal 990.

990.pdf

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

SanMarcosCommunityFoundationLetter.pdf

Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total	122035.0

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?	We are requesting 8% of the budget for this program from San Marcos to support this project and ensure continuity.

	Source Name	Amount	C / CD / P
Additional Funding Source 1	San Diego HIV Funding Collaborative	8000	C and CD
Additional Funding Source 2	Resident Rent (Sliding Scale, Capped at 30%)	13000	C
Additional Funding Source 3	HOPWA	83535	C and CD
Additional Funding Source 4	County of San Diego Community Enhancement	10000	P and CD
Additional Funding Source 5	Donors	7500	C
Additional Funding Source 6			
Additional Funding Source 7			
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

FRATERNITY HOUSE INC.

Budget Overview: 2023-24 Budget - FY24 P&L

July 2023 - June 2024

	TOTAL
Revenue	
Donations Income	76,300.00
Grants - Govt	1,239,980.00
Grants - Private	36,480.00
Misc/Interest Income	600.00
Resident Income	88,180.00
Total Revenue	**$1,441,540.00**
GROSS PROFIT	**$1,441,540.00**
Expenditures	
Benefits	175,000.00
Dues, Education & Training	3,800.00
Household Expense	95,000.00
Insurance	32,000.00
Job Development	1,200.00
Marketing/Outreach	6,000.00
Office Expense	18,500.00
Payroll	628,120.00
Permits & Licenses	2,500.00
Postage and Delivery	1,000.00
Professional Fees	68,800.00
Special Event Expense	1,000.00
Utilities	48,000.00
Van expenses	35,000.00
Total Expenditures	**$1,115,920.00**
NET OPERATING REVENUE	**$325,620.00**
Other Expenditures	
Dignity Project Expenses	19,000.00
Independent Living Expenses	306,620.00
Total Other Expenditures	**$325,620.00**
NET OTHER REVENUE	**$ -325,620.00**
NET REVENUE	**$0.00**

Provide an itemized list of expenses for this project. Please ensure the tota	
Item	**Cost**
Van Fuel and Services	*$15,000.00*
Insurance and Registration	6000
Activity Staffing (1.5 FTE)	60320
Activity Staffing Benefits (Calculated at 36% of salary)	$21,715.00
Outing Tickets/Activity Supplies	$19,000.00
Total budget for this PROJECT:	122035

als are calculated correctly.
Notes (optional)
7,000 SM House
3,000 SM House
Other source of funds
Other source of funds
Other source of funds

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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.**

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 07/01/21 **, and ending** 06/30/22

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

C Name of organization
Fraternity House Inc.

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
20702 Elfin Forest Road

City or town, state or province, country, and ZIP or foreign postal code
Escondido CA 92029

D Employer identification number
33-0306861

E Telephone number
760-736-0292

G Gross receipts$ 1,144,372

F Name and address of principal officer:
Patrick Anderson
20702 Elfin Forest Road
Escondido CA 92029

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: ▶ www.fraternityhouse-inc.org

H(c) Group exemption number ▶

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

L Year of formation: 1988

M State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
Provide comprehensive care and services for men and women living with HIV/AIDS.

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	8
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	8
5 Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	29
6 Total number of volunteers (estimate if necessary)	6	250
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

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	989,988	993,395
9 Program service revenue (Part VIII, line 2g)	123,801	143,602
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)		5,375
12 Total revenue – add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,113,789	1,142,372

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
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	625,385	622,882
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) ▶ 0		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	468,199	544,966
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	1,093,584	1,167,848
19 Revenue less expenses. Subtract line 18 from line 12	20,205	-25,476

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	473,965	442,729
21 Total liabilities (Part X, line 26)	37,056	31,296
22 Net assets or fund balances. Subtract line 21 from line 20	436,909	411,433

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

DocuSigned by: Scott Guiltner — Signature of officer — Date: 1/12/2023

Scott Guiltner — Treasurer
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Hayley Geier	Hayley Geier (DocuSigned by: 55718B3BC44A4E9...)	01/12/23		P02489333

Firm's name ▶ Hayley Geier, CPA — Firm's EIN ▶ 87-1603957

Firm's address ▶ 23055 Sherman Way, #5002 West Hills, CA 91308 — Phone no. 412-638-9373

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

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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:

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 [X] 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 $ **1,071,672** including grants of$) (Revenue $)

See Schedule O

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

N/A

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

N/A

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

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

4e Total program service expenses ▶ **1,071,672**

September 18, 2023

Re: Nonprofit Tax-Exempt Status

To the San Marcos Community Foundation,

This letter confirms the authorization for the submission of this grant in the support for Fresh Start Surgical Gift's Surgery Weekend Program If you have any further questions, please don't hesitate to contact me directly at (760) 448-2010 or email at Margaret@freshstart.org.

Regards,

Margaret Phelan
Chief Financial Officer
Fresh Start Surgical Gifts
(760) 448-2010

Title

Fresh Start Surgical Gifts - Surgery Weekend Program

09/18/2023

id. 44123007

by **Xavier Phelan** in **San Marcos Community Foundation**
on behalf of **Fresh Start Surgical Gifts**

2011 Palomar Airport Road, Suite 206
Carlsbad, California
92011
CA
United States
7609447774
xavier@freshstart.org

Original Submission

09/18/2023

	General Project Information
Please enter your organization's name and project name.	Fresh Start Surgical Gifts - Surgery Weekend Program
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Surgery Weekend Program
Project Start Date	3/9/2024
Project End Date	3/10/2024
Date by Which Funds Will Be Expended:	3/10/2024
Total Number of People Served by this Project	350.0
Total Number of People Served by this Project in San Marcos Only	1.0
Grant Amount Requested	7500.0

	Organization Details
Organization Name	Fresh Start Surgical Gifts
Organization Street Address	2011 Palomar Airport Road, Suite 206
Organization City	Carlsbad
Organization State	CA
Organization Zip Code	92011
Organization Website	https://freshstart.org
Organization's EIN	33-0460177 200 Fresh Start Surgical Gifts 09ba3198-bc28-4bd5-a19b-071d99dfceac 2011 Palomar Airport Road Suite 206 Carlsbad CA 92011 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-08-14T00:00:00 2023-09-18T00:00:00 501(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) 2023-08-14T00:00:00 1996 02
	Contact Information
Contact First Name	Xavier
Contact Last Name	Phelan
Contact Title	National Grant Writer
Contact Phone	+17603307615
Contact Email	xavier@freshstart.org
	Project Details

Briefly describe your request for funds.	Fresh Start is respectfully requesting partial funding for one of our Surgery Weekend Programs, where we serve underserved children with physical deformities who have been rejected by traditional healthcare systems. Grant funds would only cover direct costs for the Surgery Weekend Program including medical and dental supplies, pharmaceuticals, overnight care, radiology, and other much-needed supplies and services. No amount of funds will ever be used for overhead costs. With your help, we can give these children the fresh start that they deserve.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	As our program is located at Rady Children's Hospital in San Diego, a majority of our patients come from the San Diego County area, including residents of San Marcos. All transportation and lodging during the program is also paid for by the program. Our program is designed to help those in need by lifting the burden of difficult financial decisions off the shoulders of the parents while giving their children the hope of a brighter, healthier childhood. No parent should have to choose between expensive surgery or feeding their children, and Fresh Start eliminates that choice. If a San Marcos parent has a child in need with a physical deformity, they are eligible to apply for our Program. We receive, on average, over 200 applications annually for the program, most of which come from San Diego County. We have treated San Marcos residents in the past, and will continue to do so.
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 collaboration with Rady Children's Hospital in San Diego allow us to have a dedicated operating space for our program. All transportation and lodging during the program is provided free of charge.
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.	We have received funding from the City of San Marcos in 2022, at $5,000 for the Surgery Weekend Program. That gift of $5,000 transformed into $43,345 with of transformative healthcare.
Please provide a	The late Dr. Dennis Nigro, M.D., our founder, incorporated Fresh Start

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 late Dr. Dennis Nigro, M.D., our founder, incorporated Fresh Start Surgical Gifts as a 501(c)3. in 1991.After his time providing special medical care to underserved populations abroad, Dr. Nigro took a look around his local community of San Diego and vowed to do the same for them. The suboptimal operating rooms, equipment, and conditions he worked in abroad made Dr. Nigro realize that all children deserved only the best high-quality care possible, especially for the kinds of delicate operations he specialized in, and wanted to provide that care to those who needed it most. Ultimately, his goal was to serve children with correctable physical deformities whose parents were unable to secure funds or access to care. And so, Fresh Start Surgical Gifts, and our mission to serve children in need, was founded. Fresh Start provides medical care for approximately 75 children during each Surgery Weekend Cycle. We conduct twelve eight-week cycles every year, providing high quality care to children. Each eight-week Surgery Weekend Cycle includes an intensive two-day Surgery Weekend at Rady Children's Hospital, where qualified volunteer medical professionals provide extensive reconstructive and neuro-surgeries. In addition to these major surgeries, Fresh Start holds dental clinics, provides laser treatments, speech therapy services, ophthalmology, health education, and many other health care services to ensure all patients receive necessary medical care specialized to their specific needs. The influx of patients requiring specialized care demonstrates there is a dire need for long-term, comprehensive medical care for these patients with physical deformities, and we at Fresh Start are here to provide that care. One Surgery Weekend Cycle includes: · 11-16 Major Surgeries · Consultations & Follow-Up Appointments · Restorative & Orthodontic Dental Clinics · Laser Hair Removal, Scar Revision, tattoo removal for human trafficking victims · Speech Therapy Services · Audiology, Ophthalmology, and Urology · Other Exams, Appointments, and Specialized Care as Needed Medical treatments are provided by an all-volunteer team of medical professionals, which have many years of experience serving our Program. In addition, housing, food, and transportation are provided at no cost to the family during the duration of their time in the Program. Fresh Start treats a wide variety of conditions that can require anywhere from just one surgery to multiple surgeries, coupled with neurosurgery, orthodontia, speech therapy, and many other specialty procedures. Fresh Start maintains long-term relationships with patients, with the majority receiving medical care for over seven years. We are committed to ensuring our patients stay healthy during their path into adulthood. The Surgery Weekend Program provides over 800 reconstructive surgeries, dental procedures, laser treatments, speech therapy services, and various other procedures and consultations to approximately 350 children annually. As of June 2023, Fresh Start has given nearly 9,000 unique patients the chance for a new beginning, with over 23,000 medical procedures valued at $54,672,976. Our continued success in providing free surgeries and medical care is thanks to the generosity of both our medical team as well as the individuals and foundations who contribute to our cause.

The Surgery Weekend Program impacts our patients both physically and emotionally, with 100% of patients reporting an increase in quality-of-life, happiness, and increased engagement in healthy habits post-treatment, 100% reporting an increase in overall health, and 97% of eligible patients currently enrolled in school or employed, with many of our long-term patients of 10 or more years currently pursuing careers in the medical field. The impact of our program cannot be understated; where there was once little room for hope for many of these families, now there is a chance for their children to grow up happy, healthy, and confident. Ultimately, Fresh Start gives the gift of a brighter outlook for the children who need it most.
To determine success of the program, Fresh Start Surgical Gifts gathers data upon entrance, during service delivery, and upon completion of the program. In addition to the number of children served and demographic data, the program records the numbers of procedures performed and the cost and determines program outcomes through patient surveys. Data collected is aggregated and used to prepare reports on the performance of the program, to inform programmatic changes, and to report impact on the community.
Aria, one of our youngest patients at just one year old, suffers from multiple conditions, including a bilateral complex cleft lip and palate, as well as a cranial anomaly called anophthalmia, which caused her to be born with only one eye. Aria has been in our care since 2022, receiving repairs for her cleft lip, nasal deformity, and gums. This year, she will receive the second part of her cleft lip surgery as well as extensive work on her soft palate, allowing her to move to a more solid diet as she grows. In the short time Aria has been with us, she's received visits from cranioplasty, maxillofacial, genetic, ophthalmology, and oculoplastic specialists, as well as an ear, nose, and throat specialist. Aria's transformation has been a collaborative effort across the entire Fresh Start team.
"Fresh Start's changed both of our lives so much," Aria's mother has told us. "I'm so happy that my baby is going to be okay. We can't thank Fresh Start enough for the second chance they've given us."

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

Please upload the annual operating budget for your organization.

Budget_23-24.pdf

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

Audited_Financials_22.pdf

Please attach the first two pages of your Federal 990.

990_21-22.pdf

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

CFO_Letter.docx

	Funding
Budget Worksheet	
San Marcos Community Foundation - Budget Worksheet.xlsx	
Project Budget Total	748065.0
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?	Fresh Start continually seeks funding from mission-aligned foundations and charities to help fund our project. We will still host the Surgery Weekend Program regardless of the SMCF's decision.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Volunteer & Patient Outreach	*$281,630*	
Clinic Rental	6949	
Patient Travel, Lodging, & Assistance	97700	
Volunteer & Patient Food	$24,900.00	
Rx, Pharmaceutical Supplies, & Supply Storage	$13,604.00	
Radiology, Interventional Radiology, & Lab Fees	$20,100.00	
Hospitalization	$132,500.00	
Medical & Dental Supplies	$58,300.00	
Medical Software & Communications	$40,764.00	
Facility Resource Labor & Services	$51,000.00	
Outside Professional Services	$12,000.00	
Medical Office Expenses	$7,268.00	
Employee Education & Training	$1,350.00	
Total budget for this PROJECT:	748065	

Fresh Start Surgical Gifts
Combined FY 2023-24 Budget (DRAFT)

	Jul '23 - Jun 24
Income	
Net Special Events	
Annual gala event	
Gala Income	
Gala Event Ticket Sales	13,550.00
Gala Gen. Donation	7,500.00
Gala Live Auction	30,000.00
Gala Silent Auction	20,000.00
Gala SAP/Medical Program	155,000.00
Gala Sponsorships & Tables	85,000.00
Total Gala Income	311,050.00
Gala Expense	
Gala - Miscellaneous	-1,200.00
Gala Audio/Visual	-35,000.00
Gala auction exp.	-5,000.00
Gala Decor	-1,000.00
Gala Entertainment	-7,500.00
Gala Marketing/Communications	-2,500.00
Gala Gen -Food & Bev	-68,000.00
Total Gala Expense	-120,200.00
Total Annual gala event	190,850.00
Celebrity Golf Classic	
Celebrity Golf Income	
Sponsor Income	85,000.00
Foursome	25,000.00
Individual Golf tickets	7,000.00
Dinner Tickets	1,000.00
Live Auction	20,000.00
Silent Auction	15,000.00
TeeSigns/Hole Sponsorship	2,500.00
Sponsor A Patient	65,000.00
Raffles/Mulligans	5,000.00
Total Celebrity Golf Income	225,500.00
Celebrity Golf Classic Exp	
Awards/Gift exp.	-8,600.00
Auction Exp.	-4,600.00
Green Fees	-7,500.00
Miscellaneous exp.	-2,500.00
Post Event Dinner	-8,000.00
Pre Event Dinner	-17,000.00
Printing	-1,200.00
Rentals	-1,400.00
Marketing/Communications	-500.00
Committee/Volunteer exp.	-100.00
Total Celebrity Golf Classic Exp	-51,400.00
Total Celebrity Golf Classic	174,100.00

			Community Partnerships	
			Golf Tournaments	170,000.00
			Community Partnerships - Other	75,000.00
			Total Community Partnerships	245,000.00
		Total Net Special Events		609,950.00
		Major Gifts/Branding		1,135,000.00
		Revenue and Support		
			Corporate Giving	12,000.00
			General donations	13,000.00
		Total Revenue and Support		25,000.00
		Fresh Start Foundation Support		898,084.00
		Grants		
			Expansion Grant-Chicago	175,000.00
			Expansion Grant- San Antonio	325,000.00
			Unrestricted Revenue	475,000.00
		Total Grants		975,000.00
	Total Income			3,643,034.00
Gross Profit				3,643,034.00
	Expense			
		Accounting		77,560.00
		Automobile		20,800.00
		Bank Charges		550.00
		Board of Directors		2,765.00
		Rent		
			Carlsbad	64,272.00
			Chicago	9,696.00
			Clinic	6,936.00
		Total Rent		80,904.00
		Computer/IT		39,352.00
		Credit Card Charges		18,000.00
		Depreciation		56,460.00
		Equipment Lease		23,424.00
		Donor Cultivation		24,000.00
		Dues, Fees and Subscriptions		3,254.00
		Employee Education & Training		1,950.00
		Legal		1,800.00
		Insurance		33,700.00
		Marketing		
			New Markering Campgain Opt 1	235,140.00
			Website/Internet Expenses	500.00
		Total Marketing		235,640.00
		Meals, Mtg & Entertainment		7,000.00
		Patient Outreach		
			Patient Outreach Travel	3,500.00
			Patient Outreach	235,140.00
		Total Patient Outreach		238,640.00

Fresh Start Surgical Gifts
Combined FY 2023-24 Budget (DRAFT)

Volunteer Outreach		
	Outreach	41,500.00
	Physician Credentialing	400.00
	Volunteer Processing	1,091.00
Total Volunteer Outreach		42,991.00
Office Expense		10,100.00
Patient Care - Dental		
	Dental Lab Fees	1,500.00
	Dental Supplies	3,500.00
	Food	3,000.00
	Professional Services	3,500.00
	Radiology	1,800.00
	Travel	1,200.00
Total Patient Care - Dental		14,500.00
Patient Care - Medical		
	Facility Resource Labor	51,000.00
	Food	21,900.00
	Hospitalization	132,500.00
	Laboratory Fees	3,500.00
	Lodging	50,000.00
	Medical Supplies/Equipment	54,800.00
	Patient Assistance	10,500.00
	Pharmaceutical Supplies	6,400.00
	Professional Services	6,000.00
	Radiology	5,800.00
	Interventional Radiology	7,500.00
	Travel	36,000.00
Total Patient Care - Medical		385,900.00
Payroll		
	Salaries	1,830,231.00
	Benefits	135,365.00
	403b Benefit	73,210.00
	Workers Comp	10,599.00
	Payroll Taxes	134,448.00
	Payroll Processing Fees	8,905.00
	Payroll Exp/Bonuses	0.00
***Total Payroll**		2,192,758.00
Postage		3,169.00
Professional Services		2,500.00
Self Storage		11,690.00
Taxes, Permits and Licenses		650.00
Telephone		18,300.00
Travel & Lodging		44,000.00
Utilities		3,435.00
Total Expense		3,595,792.00
Net Ordinary Income		**47,242.00**

Fresh Start Surgical Gifts
Combined FY 2023-24 Budget (DRAFT)

Other Income	
Donated Services and Supplies	
Med.Program Gen.	
General GIK	361,770.00
Total Med.Program Gen.	361,770.00
Total Dental Clinic GIK	
Dental fees	82,000.00
Total Total Dental Clinic GIK	82,000.00
Total Specialty Clinics	
Laser Hair Removal	8,000.00
Speech Therapy	3,900.00
V-Beam	9,000.00
Total Total Specialty Clinics	20,900.00
Total Surgical Procedures	
Anesthesiology	229,100.00
Facility Fees	2,541,838.00
Hospital/Charity Care Services	600,000.00
Surgeon's Fees	675,644.00
Total Total Surgical Procedures	4,046,582.00
Total Donated Services and Supplies	4,511,252.00
Total Other Income	4,511,252.00
Other Expense	
Donated Medical Program Costs	4,511,252.00
Total Other Expense	4,511,252.00
Net Other Income	0.00
Net Icome	**47,242.00**

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Bravo Foundation	15000	C
Additional Funding Source 2	Rest Haven	10000	C
Additional Funding Source 3	HEDCO	41600	C
Additional Funding Source 4	Louis & Harold Price Foundatio	10000	C
Additional Funding Source 5	Art Pratt Foundation	8310	C
Additional Funding Source 6	Hervey Family Fund	25000	P
Additional Funding Source 7	Conrad Prebys Foundation	100000	P
Additional Funding Source 8	Seth Sprague Foundation	7500	P
Additional Funding Source 9	William G Irwin Foundation	50000	P
Additional Funding Source 10			

PUBLIC DISCLOSURE COPY - STATE REGISTRATION NO. 1574064

Form **990**

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.

OMB No. 1545-0047

2021

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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
FRESH START SURGICAL GIFTS

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
2011 PALOMAR AIRPORT ROAD, SUITE 206

City or town, state or province, country, and ZIP or foreign postal code
CARLSBAD, CA 92011

F Name and address of principal officer: SHARI BRASHER
SAME AS C ABOVE

D Employer identification number
33-0460177

E Telephone number
760-944-7774

G Gross receipts $ 2,985,536.

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.FRESHSTART.ORG

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

L Year of formation: 1991 **M** State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: TO TRANSFORM THE LIVES OF DISADVANTAGED CHILDREN & YOUNG PEOPLE WITH PHYSICAL DEFORMITIES.

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	15
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	13
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	190
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

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	3,402,396.	2,331,905.
9	Program service revenue (Part VIII, line 2g)	0.	0.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	47,354.	40,467.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	364,570.	441,631.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	3,814,320.	2,814,003.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	292,402.
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)	1,529,206.	1,533,039.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 535,999.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	673,696.	855,175.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	2,202,902.	2,680,616.
19	Revenue less expenses. Subtract line 18 from line 12	1,611,418.	133,387.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	4,471,231.	4,142,027.
21	Total liabilities (Part X, line 26)	483,184.	242,019.
22	Net assets or fund balances. Subtract line 21 from line 20	3,988,047.	3,900,008.

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

▶ SHARI BRASHER, EXECUTIVE DIRECTOR/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
RICHARD HOTZ		12/20/22	☐	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

Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission:
TO TRANSFORM THE LIVES OF DISADVANTAGED CHILDREN & YOUNG PEOPLE WITH PHYSICAL DEFORMITIES CAUSED BY BIRTH DEFECTS, ACCIDENTS, ABUSE, OR DISEASE THROUGH RECONSTRUCTIVE PLASTIC SURGERY AND RELATED MEDICAL SERVICES.

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 $ 1,846,919. including grants of $ 292,402.) (Revenue $)
TO PROVIDE RECONSTRUCTIVE SURGERY PRIMARILY TO CHILDREN WHO SUFFER FROM PHYSICAL DEFORMITIES CAUSED BY BIRTH DEFECTS, ACCIDENTS, ABUSE OR DISEASE.

THE ORGANIZATION HELD SIX SURGERY WEEKENDS AND RECEIVED DONATED PHYSICIAN SERVICES AND FACILITES TOTALING $3,292,645.

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 ▶ 1,846,919.

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 Rev. Proc. 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*	11a	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*	11b	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*	11c		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*	11d		X
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e		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*	11f	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? *If "Yes," complete Schedule I, Parts I and III*	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? *If "Yes," complete Schedule J*	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? *If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a*	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? *If "Yes," complete Schedule L, Part 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? *If "Yes," complete Schedule L, Part 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? *If "Yes," complete Schedule L, Part II*	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? *If "Yes," complete Schedule L, Part III*	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? *If "Yes," complete Schedule L, Part IV*	28a		X
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		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*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		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*	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? *If "Yes," complete Schedule R, Part I*	33		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*	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)? *If "Yes," complete Schedule R, Part V, line 2*	35b		
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*	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? *If "Yes," complete Schedule R, Part VI*	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 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	1a	15		
b	Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c X	

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	5		
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			
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? If "Yes," see the instructions and file Form 4720, Schedule N.	15			X
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	16			X
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? If "Yes," complete Form 6069.	17			

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	1a	15		
	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	1b	13		
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, IL

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.

[X] Own website [ ] Another's website [X] 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 ▶

MARGARET PHELAN - 760-944-7774

2011 PALOMAR AIRPORT ROAD, SUITE 206, CARLSBAD, CA 92011

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check 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) SHARI BRASHER	40.00									
EXECUTIVE DIRECTOR/CEO		X		X				284,047.	0.	31,000.
(2) MICHELLE PIUS	40.00									
CHIEF DEVELOPMENT OFFICE				X				156,967.	0.	45,500.
(3) MARGARET PHELAN	40.00									
DIRECTOR OF OPERATIONS		X		X				119,823.	0.	19,500.
(4) UTICA GRAY	40.00									
OFFICER						X		121,904.	0.	14,952.
(5) CELENE NIGRO	40.00									
MEDICAL PROGRAM DIRECTOR				X				124,146.	0.	0.
(6) JEFFREY UMANSKY, MD	1.00									
PRESIDENT		X		X				0.	0.	0.
(7) IAN SELLS	1.00									
SECRETARY		X		X				0.	0.	0.
(8) ROBERT LAKE	1.00									
TREASURER		X		X				0.	0.	0.
(9) JEREMY HIRSHBERG	1.00									
VICE PRESIDENT		X		X				0.	0.	0.
(10) MICHAEL BRUCKER, MD	1.00									
DIRECTOR		X		X				0.	0.	0.
(11) ERIK MOORE	1.00									
DIRECTOR		X						0.	0.	0.
(12) TOMMY REYNOLDS	1.00									
DIRECTOR		X						0.	0.	0.
(13) MAGGIE SHOECRAFT	1.00									
DIRECTOR		X						0.	0.	0.
(14) FRANK FAZIO	1.00									
DIRECTOR		X						0.	0.	0.
(15) TYSON SIMON	1.00									
DIRECTOR		X						0.	0.	0.
(16) TRACI HOLLEY	1.00									
DIRECTOR		X						0.	0.	0.
(17) ALEX SHAHABE	1.00									
DIRECTOR		X						0.	0.	0.

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) ANTHONY ARNOLD DIRECTOR	1.00	X						0.	0.	0.
1b Subtotal ▶								806,887.	0.	110,952.
c Total from continuation sheets to Part VII, Section A ▶								0.	0.	0.
d Total (add lines 1b and 1c) ▶								806,887.	0.	110,952.

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 ▶ 5

		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
INNOVATION MARKETING GROUP 5961 KEARNY VILLA RD, SAN DIEGO, CA 92123	MARKETING	182,471.

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 ▶ 1

Part VIII Statement of Revenue

Check 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	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c	351,575.			
	d Related organizations	1d	821,466.			
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f	1,158,864.			
	g Noncash contributions included in lines 1a-1f	1g	$			
	h **Total.** Add lines 1a-1f		2,331,905.			
Program Service Revenue		Business Code				
	2a					
	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)		40,467.			40,467.
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
		(i) Real	(ii) Personal			
	6a Gross rents 6a					
	b Less: rental expenses 6b					
	c Rental income or (loss) 6c					
	d Net rental income or (loss)					
		(i) Securities	(ii) Other			
	7a Gross amount from sales of assets other than inventory 7a					
	b Less: cost or other basis and sales expenses 7b					
	c Gain or (loss) 7c					
	d Net gain or (loss)					
	8a Gross income from fundraising events (not including $ 351,575. of contributions reported on line 1c). See Part IV, line 18	8a	253,480.			
	b Less: direct expenses	8b	171,533.			
	c Net income or (loss) from fundraising events		81,947.			81,947.
	9a Gross income from gaming activities. See Part IV, line 19	9a				
	b Less: direct expenses	9b				
	c Net income or (loss) from gaming activities					
	10a Gross sales of inventory, less returns and allowances	10a				
	b Less: cost of goods sold	10b				
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
	11a MANAGEMENT FEES - FSCF	900099	359,684.	359,684.		
	b					
	c					
	d All other revenue					
	e **Total.** Add lines 11a-11d		359,684.			
	12 **Total revenue.** See instructions		2,814,003.	359,684.	0.	122,414.

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	292,402.	292,402.		
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	748,513.	423,439.	153,063.	172,011.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	784,526.	551,566.	50,172.	182,788.
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				
c Accounting				
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	9,651.		9,651.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	110,410.	61,490.	45,547.	3,373.
12 Advertising and promotion	94,124.			94,124.
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy	6,936.	6,936.		
17 Travel				
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	42,882.	37,072.	741.	5,069.
23 Insurance	28,743.	5,447.	21,747.	1,549.
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 PATIENT ASSISTANCE	181,236.	181,236.		
b TRANSPORTATION, LODGING	112,884.	102,502.	1,375.	9,007.
c RENT - OTHER	81,728.	56,016.	7,869.	17,843.
d SUPPLIES	70,229.	68,017.	257.	1,955.
e All other expenses	116,352.	60,796.	7,276.	48,280.
25 **Total functional expenses.** Add lines 1 through 24e	2,680,616.	1,846,919.	297,698.	535,999.
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 Sheet

Check 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	1,770,626.	1	1,766,723.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net	615,000.	3	400,000.
	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	55,827.	9	61,204.
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 1,431,667.			
	b	Less: accumulated depreciation — 10b: 1,257,588.	91,961.	10c	174,079.
	11	Investments - publicly traded securities		11	
	12	Investments - other securities. See Part IV, line 11	1,900,362.	12	1,701,167.
	13	Investments - program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	37,455.	15	38,854.
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)	4,471,231.	16	4,142,027.
Liabilities	17	Accounts payable and accrued expenses	198,532.	17	231,019.
	18	Grants payable		18	
	19	Deferred revenue	6,700.	19	11,000.
	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	277,952.	25	0.
	26	**Total liabilities.** Add lines 17 through 25	483,184.	26	242,019.
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	3,380,525.	27	3,298,745.
	28	Net assets with donor restrictions	607,522.	28	601,263.
		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		31	
	32	Total net assets or fund balances	3,988,047.	32	3,900,008.
	33	Total liabilities and net assets/fund balances	4,471,231.	33	4,142,027.

Part XI Reconciliation of Net Assets

Check 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	2,814,003.
2	Total expenses (must equal Part IX, column (A), line 25)	2	2,680,616.
3	Revenue less expenses. Subtract line 2 from line 1	3	133,387.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	3,988,047.
5	Net unrealized gains (losses) on investments	5	-221,426.
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	3,900,008.

Part XII Financial Statements and Reporting

Check 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?	2a		X
	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			
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
	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			
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?	2c	X	
	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?	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		

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	Employer identification number
FRESH START SURGICAL GIFTS	33-0460177

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? Yes	(iv) No	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
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.")	1,513,374.	1,295,493.	2,778,780.	3,402,396.	1,980,330.	10,970,373.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3	1,513,374.	1,295,493.	2,778,780.	3,402,396.	1,980,330.	10,970,373.
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)						6,755,639.
6 **Public support.** Subtract line 5 from line 4.						4,214,734.

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	1,513,374.	1,295,493.	2,778,780.	3,402,396.	1,980,330.	10,970,373.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	4,261.	16,832.	16,473.	24,523.	40,467.	102,556.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 **Total support.** Add lines 7 through 10						11,072,929.

12 Gross receipts from related activities, etc. (see instructions) ▶ 12 1,654,713.

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 38.06 %

15 Public support percentage from 2020 Schedule A, Part II, line 14 ▶ 15 36.00 %

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.*	1		
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).*	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.*	3a		
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.*	3b		
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.*	3c		
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.*	4a		
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.*	4b		
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.*	4c		
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).*	5a		
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?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
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.**	6		
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).*	7		
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).*	8		
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.**	9a		
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.**	9b		
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.**	9c		
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.*	10a		
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.)*	10b		

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 yea* **(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).*

			Yes	No
2	Activities Test. **Answer lines 2a and 2b below.**			
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).

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 - *provide details in* **Part VI**)	**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 - *explain in* **Part VI**). 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, *explain in* **Part VI.** See instructions.			
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, *explain in* **Part VI**. 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			

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.)

** PUBLIC DISCLOSURE COPY **

Schedule B
(Form 990)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ Attach to Form 990 or Form 990-PF.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2021

Name of the organization

FRESH START SURGICAL GIFTS

Employer identification number

33-0460177

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling $5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☒ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** $5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling $5,000 or more during the year ..... ▶ $ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization: FRESH START SURGICAL GIFTS

Employer identification number: 33-0460177

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1		$ 50,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
2		$ 50,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
3		$ 60,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
4		$ 62,711.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
5		$ 75,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
6		$ 165,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization: FRESH START SURGICAL GIFTS

Employer identification number: 33-0460177

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7		$ 167,520.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
8		$ 250,000.	Person [X] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)
		$	Person [ ] Payroll [ ] Noncash [ ] (Complete Part II for noncash contributions.)

Name of organization

FRESH START SURGICAL GIFTS

Employer identification number

33-0460177

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		$	

Name of organization

FRESH START SURGICAL GIFTS

Employer identification number

33-0460177

Part III **Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than $1,000 for the year from any one contributor.** Complete columns **(a)** through **(e) and** the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **$1,000 or less** for the year. (Enter this info. once.) ▶ $

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP + 4	Relationship of transferor to transferee

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990.
▶ 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
FRESH START SURGICAL GIFTS

Employer identification number
33-0460177

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).
☐ Preservation of land for public use (for example, recreation or education)
☐ Preservation of a historically important land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ _____

4 Number of states where property subject to conservation easement is located ▶ _____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ $ _____

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 ▶ $ _____

(ii) Assets included in Form 990, Part X ▶ $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ▶ $ _____

b Assets included in Form 990, Part X ▶ $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange program
e ☐ Other _____

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII and complete the following table:

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	82,522.	66,477.	68,881.	69,542.	68,184.
b Contributions					
c Net investment earnings, gains, and losses	-2,799.	19,354.	931.	2,612.	4,611.
d Grants or scholarships	3,092.	2,964.	2,990.	2,929.	2,904.
e Other expenditures for facilities and programs					
f Administrative expenses	368.	345.	344.	344.	349.
g End of year balance	76,263.	82,522.	66,477.	68,881.	69,542.

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment ▶ _____ %
b Permanent endowment ▶ _____ %
c Term endowment ▶ 100.0000 %

The percentages on lines 2a, 2b, and 2c should equal 100%.

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

		Yes	No
(i) Unrelated organizations	3a(i)	X	
(ii) Related organizations	3a(ii)		X
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment				
e Other		1,431,667.	1,257,588.	174,079.
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10c.)* ▶				174,079.

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) BENEFICIAL INTEREST IN		
(B) FOUNDATION	76,263.	END-OF-YEAR MARKET VALUE
(C) STOCK FUNDS	1,624,904.	END-OF-YEAR MARKET VALUE
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶	1,701,167.	

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 15.)* ▶	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 25.)* ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ... X

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	6,009,800.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	-221,426.		
b	Donated services and use of facilities	2b	3,292,645.		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d	171,533.		
e	Add lines **2a** through **2d**			2e	3,242,752.
3	Subtract line **2e** from line **1**			3	2,767,048.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	9,651.		
b	Other (Describe in Part XIII.)	4b	37,304.		
c	Add lines **4a** and **4b**			4c	46,955.
5	Total revenue. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 12.)*			5	2,814,003.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	6,097,839.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	3,292,645.		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d	171,533.		
e	Add lines **2a** through **2d**			2e	3,464,178.
3	Subtract line **2e** from line **1**			3	2,633,661.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	9,651.		
b	Other (Describe in Part XIII.)	4b	37,304.		
c	Add lines **4a** and **4b**			4c	46,955.
5	Total expenses. Add lines **3** and **4c.** *(This must equal Form 990, Part I, line 18.)*			5	2,680,616.

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART X, LINE 2:

THE ORGANIZATION FOLLOWS ACCOUNTING STANDARDS WHICH CLARIFY THE ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES RECOGNIZED IN THE ORGANIZATION'S 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 JUNE 30, 2022, THE ORGANIZATION HAS NOT ACCRUED INTEREST OR PENALTIES RELATED TO UNCERTAIN TAX POSITIONS.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

SPECIAL EVENT EXPENSES 171,533.

Part XIII Supplemental Information *(continued)*

PART XI, LINE 4B - OTHER ADJUSTMENTS:

SPECIAL EVENT DIRECT BENEFIT COSTS TO DONOR	37,304.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

SPECIAL EVENT EXPENSES	171,533.

PART XII, LINE 4B - OTHER ADJUSTMENTS:

SPECIAL EVENT DIRECT BENEFIT COSTS	37,304.

SCHEDULE G (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than $15,000 on Form 990-EZ, line 6a.

▶ **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

FRESH START SURGICAL GIFTS

Employer identification number

33-0460177

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

a ☐ Mail solicitations
b ☐ Internet and email solicitations
c ☐ Phone solicitations
d ☐ In-person solicitations
e ☐ Solicitation of non-government grants
f ☐ Solicitation of government grants
g ☐ Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? ☐ **Yes** ☐ **No**

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	**(ii)** Activity	**(iii)** Did fundraiser have custody or control of contributions? Yes	**(iii)** No	**(iv)** Gross receipts from activity	**(v)** Amount paid to (or retained by) fundraiser listed in col. **(i)**	**(vi)** Amount paid to (or retained by) organization
Total ▶						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II **Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than $15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than $5,000.

		(a) Event #1 ANNUAL GALA EVENT (event type)	(b) Event #2 CELEBRITY GOLF CLASSIC (event type)	(c) Other events NONE (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	1 Gross receipts	297,630.	307,425.		605,055.
	2 Less: Contributions	106,550.	245,025.		351,575.
	3 Gross income (line 1 minus line 2)	191,080.	62,400.		253,480.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs	52,400.	8,057.		60,457.
	7 Food and beverages	64,183.	22,397.		86,580.
	8 Entertainment				
	9 Other direct expenses	8,032.	16,464.		24,496.
	10 Direct expense summary. Add lines 4 through 9 in column (d) ▶				171,533.
	11 Net income summary. Subtract line 10 from line 3, column (d) ▶				81,947.

Part III **Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d) ▶				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d) ▶				

9 Enter the state(s) in which the organization conducts gaming activities: CA

a Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☒ No

b If "No," explain:

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? ☐ Yes ☒ No

b If "Yes," explain:

11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☒ No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☒ No

13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	**13a**	%
b An outside facility	**13b**	%

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ _____

Address ▶ _____

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☒ No

b If "Yes," enter the amount of gaming revenue received by the organization ▶ $ _____ and the amount of gaming revenue retained by the third party ▶ $ _____

c If "Yes," enter name and address of the third party:

Name ▶ _____

Address ▶ _____

16 Gaming manager information:

Name ▶ _____

Gaming manager compensation ▶ $ _____

Description of services provided ▶ _____

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☒ No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ $

Part IV **Supplemental Information.** Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

Part IV **Supplemental Information** *(continued)*

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to www.irs.gov/Form990 for the latest information.**

OMB No. 1545-0047

2021

Open to Public Inspection

Name of the organization
FRESH START SURGICAL GIFTS

Employer identification number
33-0460177

Part I **General Information on Grants and Assistance**

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☐ **Yes** ☒ **No**

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II **Grants and Other Assistance to Domestic Organizations and Domestic Governments.** Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	**(b)** EIN	**(c)** IRC section (if applicable)	**(d)** Amount of cash grant	**(e)** Amount of noncash assistance	**(f)** Method of valuation (book, FMV, appraisal, other)	**(g)** Description of noncash assistance	**(h)** Purpose of grant or assistance
FRESH START CARING FOR KIDS FOUNDATION - 2011 PALOMAR AIRPORT ROAD, STE 206 - CARLSBAD, CA 92011	46-4828915	501(C)3	292,402.	0.	BOOK		TO SUPPORT EXPANSION PROJECT.

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	**(b)** Number of recipients	**(c)** Amount of cash grant	**(d)** Amount of non-cash assistance	**(e)** Method of valuation (book, FMV, appraisal, other)	**(f)** Description of noncash assistance

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 23.**
▶ **Attach to Form 990.**
▶ **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

FRESH START SURGICAL GIFTS

Employer identification number

33-0460177

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	☐ First-class or charter travel	☐ Housing allowance or residence for personal use		
	☐ Travel for companions	☐ Payments for business use of personal residence		
	☐ Tax indemnification and gross-up payments	☐ Health or social club dues or initiation fees		
	☐ Discretionary spending account	☐ Personal services (such as maid, chauffeur, chef)		
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?	2		
3	Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.			
	☐ Compensation committee	☐ Written employment contract		
	☐ Independent compensation consultant	☒ Compensation survey or study		
	☐ Form 990 of other organizations	☒ Approval by the board or compensation committee		
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	4a		X
b	Participate in or receive payment from a supplemental nonqualified retirement plan?	4b		X
c	Participate in or receive payment from an equity-based compensation arrangement?	4c		X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	5a		X
b	Any related organization?	5b		X
	If "Yes" on line 5a or 5b, describe in Part III.			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	6a		X
b	Any related organization?	6b		X
	If "Yes" on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III	7		X
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8		X
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9		

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC and/or 1099-NEC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) SHARI BRASHER	(i)	284,047.	0.	0.	31,000.	0.	315,047.	0.
EXECUTIVE DIRECTOR/CEO	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) MICHELLE PIUS	(i)	156,967.	0.	0.	45,500.	0.	202,467.	0.
CHIEF DEVELOPMENT OFFICE	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
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	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

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

Name of the organization: FRESH START SURGICAL GIFTS

Employer identification number: 33-0460177

FORM 990, PART VI, SECTION B, LINE 11B:

THE ORGANIZATION'S AUDITED FINANCIALS AND 990 ARE REVIEWED BY BOTH THE FINANCE COMMITTEE AND THE BOARD OF DIRECTORS BEFORE IT IS FILED.

FORM 990, PART VI, SECTION B, LINE 12C:

EACH YEAR, ALL DIRECTORS, OFFICERS, AND BOARD MEMBERS ARE REQUIRED TO REVIEW THE CONFLICT OF INTEREST POLICY AND DISCLOSE ANY POSSIBLE CONFLICTS OF INTEREST.

FORM 990, PART VI, SECTION B, LINE 15:

THE CEO'S SALARY IS REVIEWED EACH YEAR BY THE EXECUTIVE COMMITTEE. ALL OTHER KEY EMPLOYEES ARE REVIEWED EACH YEAR BY THE CEO AND DIRECTOR OF OPERATIONS. SALARY SURVEYS ARE USED TO DETERMINE PEER GROUP SALARY RANGES.

FORM 990, PART VI, SECTION C, LINE 19:

THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS AVAILABLE VIA THEIR WEBSITE.

FORM 990, PART XII, LINE 2C

THERE WAS NO CHANGE DURING THE YEAR.

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

▶ Attach to Form 990.

▶ 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

FRESH START SURGICAL GIFTS

Employer identification number

33-0460177

Part I **Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II **Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) Section 512(b)(13) controlled entity? No
FRESH START SURGICAL GIFTS FOUNDATION - 87-0749239, P.O. BOX 721964, SAN DIEGO, CA 92172	SUPPORT FRESH START SURGICAL GIFTS	CALIFORNIA	501(C)3	509(A)(3)			X
FRESH START CARING FOR KIDS FOUNDATION - 46-4828915, 2011 PALOMAR AIRPORT ROAD, STE 206, CARLSBAD, CA 92011	NO COST MEDICAL SERVICES FOR KIDS WITH PHYSICAL DEFORMITIES	CALIFORNIA	501(C)3	509(A)(3)			X

Part III **Identification of Related Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity? Yes	(i) No

Part V **Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.		Yes	No
1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a		X
b Gift, grant, or capital contribution to related organization(s)	1b	X	
c Gift, grant, or capital contribution from related organization(s)	1c	X	
d Loans or loan guarantees to or for related organization(s)	1d		X
e Loans or loan guarantees by related organization(s)	1e		X
f Dividends from related organization(s)	1f		X
g Sale of assets to related organization(s)	1g		X
h Purchase of assets from related organization(s)	1h		X
i Exchange of assets with related organization(s)	1i		X
j Lease of facilities, equipment, or other assets to related organization(s)	1j		X
k Lease of facilities, equipment, or other assets from related organization(s)	1k		X
l Performance of services or membership or fundraising solicitations for related organization(s)	1l	X	
m Performance of services or membership or fundraising solicitations by related organization(s)	1m		X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n		X
o Sharing of paid employees with related organization(s)	1o		X
p Reimbursement paid to related organization(s) for expenses	1p		X
q Reimbursement paid by related organization(s) for expenses	1q	X	
r Other transfer of cash or property to related organization(s)	1r		X
s Other transfer of cash or property from related organization(s)	1s		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

	(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1)	FRESH START SURGICAL GIFTS FOUNDATION	C	821,466.	CASH METHOD
(2)	FRESH START CARING FOR KIDS FOUNDATION	Q	267,896.	CASH METHOD
(3)	FRESH START CARING FOR KIDS FOUNDATION	L	91,788.	CASH METHOD
(4)	FRESH START CARING FOR KIDS FOUNDATION	D	29,628.	CASH METHOD
(5)	FRESH START CARING FOR KIDS FOUNDATION	B	292,402.	CASH METHOD
(6)				

Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners sec. 501(c)(3) orgs.? Yes	(e) No	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) NO	(k) Percentage ownership

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

2021 DEPRECIATION AND AMORTIZATION REPORT

FORM 990 PAGE 10 990

Asset No.	Description	Date Acquired	Method	Life	Conv	Line No.	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
1	FIXED ASSETS	VARIOUS	200DB	7.00	HY	17	1,431,667.				1,431,667.	1,214,706.		42,882.	1,257,588.
	* TOTAL 990 PAGE 10 DEPR						1,431,667.				1,431,667.	1,214,706.		42,882.	1,257,588.

128111 04-01-21

(D) - Asset disposed

* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone

Form **4562**

Department of the Treasury
Internal Revenue Service (99)

Depreciation and Amortization
(Including Information on Listed Property)

990

▶ Attach to your tax return.

▶ Go to www.irs.gov/Form4562 for instructions and the latest information.

OMB No. 1545-0172

2021

Attachment Sequence No. **179**

Name(s) shown on return	Business or activity to which this form relates	Identifying number
FRESH START SURGICAL GIFTS	FORM 990 PAGE 10	33-0460177

Part I **Election To Expense Certain Property Under Section 179** **Note:** If you have any listed property, complete Part V before you complete Part I.

1	Maximum amount (see instructions)	1	1,050,000.
2	Total cost of section 179 property placed in service (see instructions)	2	
3	Threshold cost of section 179 property before reduction in limitation	3	2,620,000.
4	Reduction in limitation. Subtract line 3 from line 2. If zero or less, enter -0-	4	
5	Dollar limitation for tax year. Subtract line 4 from line 1. If zero or less, enter -0-. If married filing separately, see instructions	5	

6	(a) Description of property	(b) Cost (business use only)	(c) Elected cost

7	Listed property. Enter the amount from line 29	7	
8	Total elected cost of section 179 property. Add amounts in column (c), lines 6 and 7	8	
9	Tentative deduction. Enter the **smaller** of line 5 or line 8	9	
10	Carryover of disallowed deduction from line 13 of your 2020 Form 4562	10	
11	Business income limitation. Enter the smaller of business income (not less than zero) or line 5	11	
12	Section 179 expense deduction. Add lines 9 and 10, but don't enter more than line 11	12	
13	Carryover of disallowed deduction to 2022. Add lines 9 and 10, less line 12 ▶	13	

Note: Don't use Part II or Part III below for listed property. Instead, use Part V.

Part II **Special Depreciation Allowance and Other Depreciation (Don't** include listed property.**)**

14	Special depreciation allowance for qualified property (other than listed property) placed in service during the tax year	14	
15	Property subject to section 168(f)(1) election	15	
16	Other depreciation (including ACRS)	16	

Part III **MACRS Depreciation (Don't** include listed property. See instructions.)

Section A

17	MACRS deductions for assets placed in service in tax years beginning before 2021	17	42,882.
18	If you are electing to group any assets placed in service during the tax year into one or more general asset accounts, check here ▶ ☐		

Section B - Assets Placed in Service During 2021 Tax Year Using the General Depreciation System

	(a) Classification of property	(b) Month and year placed in service	(c) Basis for depreciation (business/investment use only - see instructions)	(d) Recovery period	(e) Convention	(f) Method	(g) Depreciation deduction
19a	3-year property						
b	5-year property						
c	7-year property						
d	10-year property						
e	15-year property						
f	20-year property						
g	25-year property			25 yrs.		S/L	
h	Residential rental property	/		27.5 yrs.	MM	S/L	
		/		27.5 yrs.	MM	S/L	
i	Nonresidential real property	/		39 yrs.	MM	S/L	
		/			MM	S/L	

Section C - Assets Placed in Service During 2021 Tax Year Using the Alternative Depreciation System

20a	Class life					S/L	
b	12-year			12 yrs.		S/L	
c	30-year	/		30 yrs.	MM	S/L	
d	40-year	/		40 yrs.	MM	S/L	

Part IV **Summary** (See instructions.)

21	Listed property. Enter amount from line 28	21	
22	**Total.** Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21. Enter here and on the appropriate lines of your return. Partnerships and S corporations - see instr.	22	42,882.
23	For assets shown above and placed in service during the current year, enter the portion of the basis attributable to section 263A costs	23	

Part V **Listed Property** (Include automobiles, certain other vehicles, certain aircraft, and property used for entertainment, recreation, or amusement.)

Note: For any vehicle for which you are using the standard mileage rate or deducting lease expense, complete **only** 24a, 24b, columns (a) through (c) of Section A, all of Section B, and Section C if applicable.

Section A - Depreciation and Other Information (Caution: See the instructions for limits for passenger automobiles.**)**

24a Do you have evidence to support the business/investment use claimed? ☐ **Yes** ☐ **No** **24b** If "Yes," is the evidence written? ☐ **Yes** ☐ **No**

(a) Type of property (list vehicles first)	(b) Date placed in service	(c) Business/ investment use percentage	(d) Cost or other basis	(e) Basis for depreciation (business/investment use only)	(f) Recovery period	(g) Method/ Convention	(h) Depreciation deduction	(i) Elected section 179 cost
25 Special depreciation allowance for qualified listed property placed in service during the tax year and used more than 50% in a qualified business use						**25**		
26 Property used more than 50% in a qualified business use:								
		%						
		%						
		%						
27 Property used 50% or less in a qualified business use:								
		%				S/L -		
		%				S/L -		
		%				S/L -		
28 Add amounts in column (h), lines 25 through 27. Enter here and on line 21, page 1						**28**		
29 Add amounts in column (i), line 26. Enter here and on line 7, page 1							**29**	

Section B - Information on Use of Vehicles

Complete this section for vehicles used by a sole proprietor, partner, or other "more than 5% owner," or related person. If you provided vehicles to your employees, first answer the questions in Section C to see if you meet an exception to completing this section for those vehicles.

	(a) Vehicle		(b) Vehicle		(c) Vehicle		(d) Vehicle		(e) Vehicle		(f) Vehicle	
30 Total business/investment miles driven during the year (**don't** include commuting miles)												
31 Total commuting miles driven during the year												
32 Total other personal (noncommuting) miles driven												
33 Total miles driven during the year. Add lines 30 through 32												
34 Was the vehicle available for personal use during off-duty hours?	**Yes**	**No**	**Yes**	**No**	**Yes**	**No**	**Yes**	**No**	**Yes**	**No**	**Yes**	**No**
35 Was the vehicle used primarily by a more than 5% owner or related person?												
36 Is another vehicle available for personal use?												

Section C - Questions for Employers Who Provide Vehicles for Use by Their Employees

Answer these questions to determine if you meet an exception to completing Section B for vehicles used by employees who **aren't** more than 5% owners or related persons.

	Yes	**No**
37 Do you maintain a written policy statement that prohibits all personal use of vehicles, including commuting, by your employees?		
38 Do you maintain a written policy statement that prohibits personal use of vehicles, except commuting, by your employees? See the instructions for vehicles used by corporate officers, directors, or 1% or more owners		
39 Do you treat all use of vehicles by employees as personal use?		
40 Do you provide more than five vehicles to your employees, obtain information from your employees about the use of the vehicles, and retain the information received?		
41 Do you meet the requirements concerning qualified automobile demonstration use?		

Note: If your answer to 37, 38, 39, 40, or 41 is "Yes," don't complete Section B for the covered vehicles.

Part VI **Amortization**

(a) Description of costs	(b) Date amortization begins	(c) Amortizable amount	(d) Code section	(e) Amortization period or percentage	(f) Amortization for this year
42 Amortization of costs that begins during your 2021 tax year:					
43 Amortization of costs that began before your 2021 tax year				**43**	
44 **Total.** Add amounts in column (f). See the instructions for where to report				**44**	

2022 DEPRECIATION AND AMORTIZATION REPORT

- NEXT YEAR FEDERAL - FRESH START SURGICAL GIFTS

Asset No.	Description	Date Acquired	Method	Life	Unadjusted Cost Or Basis	* Reduction In Basis	Basis For Depreciation	Accumulated Depreciation	Amount Of Depreciation
1	FIXED ASSETS	VARIES	200DB	7.00	1,431,667.		1,431,667.	1,257,588.	174,079.
	* TOTAL 990 PAGE 10 DEPR				1,431,667.		1,431,667.	1,257,588.	174,079.

(D) - Asset disposed * ITC, Section 179, Salvage, HR 3090, Commercial Revitalization Deduction, GO Zone

FRESH START SURGICAL GIFTS
FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

FRESH START SURGICAL GIFTS

		Pages
I	Index	1
II	Independent auditor's report	2 - 3
III	Statements of financial position	4
IV	Statements of activities and changes in net assets	5 - 6
V	Statements of functional expenses	7 - 8
VI	Statements of cash flows	9
VII	Notes to the financial statements	10 - 23

CONSIDINE CONSIDINE
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Fresh Start Surgical Gifts

Opinion

We have audited the accompanying financial statements of Fresh Start Surgical Gifts, 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 Fresh Start Surgical Gifts 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 Fresh Start Surgical Gifts 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 Fresh Start Surgical Gifts 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 Fresh Start Surgical Gifts 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 Fresh Start Surgical Gifts 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.

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CONSIDINE & CONSIDINE
An accountancy corporation

October 7, 2022

FRESH START SURGICAL GIFTS
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2022 AND 2021

	2022	2021
ASSETS		
CURRENT ASSETS		
Cash	$ 1,766,723	$ 1,492,674
Custodial funds held	-	277,952
Grant receivable (Note 12)	175,000	175,000
Contributions receivable	50,000	90,000
Prepaid expenses and other current assets	61,204	55,827
Related party receivable (Note 12)	29,628	29,709
	2,082,555	2,121,162
PROPERTY AND EQUIPMENT (Note 3)	174,000	90,941
OTHER ASSETS		
Investments (Notes 5 and 7)	1,624,904	1,817,840
Grant receivable (Note 12)	175,000	350,000
Beneficial interest in foundation (Notes 6, 7 and 9)	76,263	82,522
Fresh start clinic (Notes 4 and 13)	79	1,020
Deposits	9,226	7,746
	1,885,472	2,259,128
TOTAL ASSETS	4,142,027	4,471,231
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	49,995	41,403
Accrued liabilities	181,024	157,129
Custodial funds held	-	277,952
Deferred revenue	11,000	6,700
	242,019	483,184
NET ASSETS (Note 8)		
Without donor restrictions	3,298,745	3,380,525
With donor restrictions	601,263	607,522
TOTAL NET ASSETS	3,900,008	3,988,047
TOTAL LIABILITIES AND NET ASSETS	$ 4,142,027	$ 4,471,231

See accompanying notes

FRESH START SURGICAL GIFTS
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2022

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
SUPPORT AND REVENUE			
Donated medical services and supplies	$ 3,292,645	$ -	$ 3,292,645
Contributions - Public support	1,158,864	-	1,158,864
Contributions - Foundation (Note 12)	821,466	-	821,466
Special events (Net direct benefits to donors of $37,304 - Note 10)	567,751	-	567,751
Management fee (Note 12)	359,684	-	359,684
Investment return (Note 5)	(187,443)	-	(187,443)
Change in beneficial interest in foundation	-	(3,167)	(3,167)
	6,012,967	(3,167)	6,009,800
NET ASSETS RELEASED FROM RESTRICTIONS (Note 8)	3,092	(3,092)	-
TOTAL SUPPORT AND REVENUE	6,016,059	(6,259)	6,009,800
EXPENSES			
Medical program	4,847,162	-	4,847,162
Supporting services:			
General and administrative	288,047	-	288,047
Development	962,630	-	962,630
	6,097,839	-	6,097,839
OPERATING CHANGE IN NET ASSETS	(81,780)	(6,259)	(88,039)
NET ASSETS, BEGINNING	3,380,525	607,522	3,988,047
NET ASSETS, ENDING	$ 3,298,745	$ 601,263	$ 3,900,008

See accompanying notes

FRESH START SURGICAL GIFTS
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2021

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
SUPPORT AND REVENUE			
Donated medical services and supplies	$ 2,134,825	$ -	$ 2,134,825
Contributions - Public support	1,983,774	-	1,983,774
Contributions - Foundation (Note 12)	798,812	525,000	1,323,812
Special events (Net direct benefits to donors of $13,248 - Note 10)	111,887	-	111,887
Management fee (Note 12)	356,449	-	356,449
Investment return (Note 5)	188,477	-	188,477
Change in beneficial interest in foundation	-	19,009	19,009
	5,574,224	544,009	6,118,233
NET ASSETS RELEASED FROM RESTRICTIONS (Note 8)	2,964	(2,964)	-
TOTAL SUPPORT AND REVENUE	5,577,188	541,045	6,118,233
EXPENSES			
Medical program	3,512,797	-	3,512,797
Supporting services:			
General and administrative	305,203	-	305,203
Development	525,693	-	525,693
	4,343,693	-	4,343,693
OPERATING CHANGE IN NET ASSETS	1,233,495	541,045	1,774,540
NET ASSETS, BEGINNING	2,147,030	66,477	2,213,507
NET ASSETS, ENDING	$ 3,380,525	$ 607,522	$ 3,988,047

See accompanying notes

FRESH START SURGICAL GIFTS
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022

		Supporting Services		
	Medical Program	General and Administrative	Development	Total
Bank charges	$ 37	$ 759	$ 15,813	$ 16,609
Computer services and expenses	25,085	3,276	9,850	38,211
Depreciation and amortization	37,072	741	5,069	42,882
Donated medical services and supplies	3,292,645	-	-	3,292,645
Donor cultivation	-	-	14,372	14,372
Dues and subscriptions	734	483	555	1,772
Event - Facilities	-	-	60,457	60,457
Event - Food and beverage	-	-	86,580	86,580
Event - Other	-	-	24,496	24,496
Grant (Note 12)	-	-	292,402	292,402
Insurance	5,447	21,747	1,549	28,743
Marketing and public relations	-	-	94,124	94,124
Patient assistance	181,236	-	-	181,236
Postage	1,058	124	969	2,151
Professional fees	61,490	45,547	3,373	110,410
Rent - Clinic	6,936	-	-	6,936
Rent - Other	56,016	7,869	17,843	81,728
Salaries and related costs	975,005	203,235	354,799	1,533,039
Supplies	68,017	257	1,955	70,229
Taxes and licenses	553	335	36	924
Telephone	11,216	1,386	2,444	15,046
Transportation, lodging and food	102,502	1,375	9,007	112,884
Utilities	3,555	557	1,041	5,153
Volunteer outreach	13,262	-	-	13,262
Other	5,296	356	3,200	8,852
	4,847,162	288,047	999,934	6,135,143
Less: Event direct benefit cost	-	-	(37,304)	(37,304)
	$ 4,847,162	$ 288,047	$ 962,630	$ 6,097,839

See accompanying notes

FRESH START SURGICAL GIFTS
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021

		Supporting Services		
	Medical Program	General and Administrative	Development	Total
Bank charges	$ 3	$ 542	$ 7,191	$ 7,736
Computer services and expenses	24,630	3,526	8,522	36,678
Depreciation and amortization	31,282	75	5,350	36,707
Donated medical services and supplies	2,134,825	-	-	2,134,825
Donor cultivation	-	-	12,027	12,027
Dues and subscriptions	481	632	-	1,113
Event - Facilities	-	-	6,160	6,160
Event - Food and beverage	-	-	6,446	6,446
Event - Other	-	-	9,598	9,598
Insurance	6,220	20,760	1,773	28,753
Marketing and public relations	-	-	46,123	46,123
Patient assistance	108,112	-	-	108,112
Postage	637	89	452	1,178
Professional fees	2,892	57,345	-	60,237
Rent - Clinic	83,330	-	-	83,330
Rent - Other	81,386	12,974	23,591	117,951
Salaries and related costs	923,432	204,441	401,333	1,529,206
Supplies	30,928	1,735	879	33,542
Taxes and licenses	43	475	161	679
Telephone	10,005	1,129	2,097	13,231
Transportation, lodging and food	56,817	554	3,142	60,513
Utilities	3,698	590	1,072	5,360
Volunteer outreach	9,090	-	-	9,090
Other	4,986	336	3,024	8,346
	3,512,797	305,203	538,941	4,356,941
Less: Event direct benefit cost	-	-	(13,248)	(13,248)
	$ 3,512,797	$ 305,203	$ 525,693	$ 4,343,693

See accompanying notes

FRESH START SURGICAL GIFTS
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2022	2021
CASH FLOWS PROVIDED/(USED) BY OPERATING ACTIVITIES		
Change in net assets	$ (88,039)	$ 1,774,540
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO NET CASH PROVIDED/(USED) BY OPERATING ACTIVITIES		
Unrealized (Gain)/Loss on Investments	221,426	(166,575)
Change in beneficial interest in foundation	3,167	(19,009)
Depreciation and amortization	42,882	36,707
Changes in operating assets and liabilities:		
Custodial funds held	(277,952)	60,096
Pledges receivable	40,000	(74,730)
Grants receivable	175,000	(525,000)
Leasehold Deposit	(1,480)	-
Prepaid expenses and other current assets	(5,377)	(23,090)
Related party receivable	81	(411)
Accounts payable	8,592	35,254
Accrued liabilities	23,895	(1,372)
Deferred revenue	4,300	6,700
	234,534	(671,430)
NET CASH PROVIDED BY OPERATING ACTIVITIES	146,495	1,103,110
CASH FLOWS PROVIDED/(USED) BY INVESTING ACTIVITIES		
Purchase of property and equipment	(125,000)	(4,127)
Purchase of investments	(67,414)	(1,524,523)
Net proceeds from sale of investments	38,924	316,553
Distributions from beneficial interest in foundation	3,092	2,964
NET CASH USED BY INVESTING ACTIVITIES	(150,398)	(1,209,133)
NET DECREASE IN CASH	(3,903)	(106,023)
CASH AND CUSTODIAL FUNDS HELD AT BEGINNING OF YEAR	1,770,626	1,876,649
CASH AND CUSTODIAL FUNDS HELD AT END OF YEAR	$ 1,766,723	$ 1,770,626

See accompanying notes

NOTE 1 THE ORGANIZATION

Fresh Start Surgical Gifts (the "Organization") was formed in April 1991 in the State of California as a nonprofit organization to transform the lives of disadvantaged children and young people with physical deformities caused by birth defects, accidents, abuse, or disease through the gift of a fresh start. The Organization's program services are supported primarily by the donated services of medical professionals and donated medical facilities and supplies. The Organization operates in a facility located in Carlsbad, CA.

The Organization is looking for opportunities to expand to other areas of the country using the same model. In 2014, the Organization teamed up with Plastic Surgery Foundation to establish a facility in Chicago, IL that is operated by Fresh Start Caring for Kids Foundation ("Caring for Kids"), a related party organization (See notes 12 and 13).

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.

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 - Net assets without donor restrictions consist of assets which are fully available, at the discretion of management and the Board of Directors, for the Organization to utilize in its program 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.

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 and disclosures. Actual results could differ from these estimates.

Cash - The Organization considers financial instruments with a fixed maturity date of less than three months to be cash equivalents. The Organization maintains its cash and cash equivalents in bank accounts, which, at times, exceed the federally insured deposit limits. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on its cash and cash equivalents.

Contributions receivable - Contributions receivable 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 contributions receivable using the allowance method. The allowance is determined based on management's experience and collection efforts. All receivables are short-term and therefore, no discount to present value is recorded. Management has determined the receivables to be fully collectible at June 30, 2022 and 2021.

Prepaid expenses - Prepaid expenses are stated at cost less applicable amortization and includes expenses prepaid for events that will occur in the next fiscal year and for insurance premiums, which are expensed over their useful lives using the straight-line method.

Property and equipment - Property and equipment are carried at cost or, if donated, at approximate value at the date of the gift. The Organization follows the practice of capitalizing expenditures in excess of $1,000. Expenditures for repairs and maintenance are charged against operations. Depreciation is computed using the straight-line method over the estimated useful lives of the assets of three to seven years.

Fresh start clinic - The Organization entered into an agreement with Rady Children's Hospital ("Rady") to construct the Fresh Start at Rady Children's Hospital Clinic ("Clinic"), which was completed in September 2009. The accumulated costs of the Clinic are being amortized over the term of the contract. At July 1, 2013, management reviewed Clinic leases and revised the estimated Clinic useful life from 5 to 10 years.

Investments - Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statements of financial position. Gains and losses are included in the statements of activities and changes in net assets.

Beneficial interest in foundation - The Organization has an endowment fund at San Diego Foundation. The Organization records this as a beneficial interest in a foundation at fair value and recognizes changes in beneficial interest at fair value on the statements of activities and changes 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.

Revenue recognition - Contributions received are recorded as either without donor restrictions, or 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. 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 and changes in net assets as net assets released from restrictions. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as unrestricted support in that period.

Donated materials and services - Donated materials and medical facilities 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 fair market value of contributed professional services is reported as support and expense in the period in which the services are performed.

The following schedule summarizes donated medical services and supplies shown in the statements of activities and changes in net assets for the years ended June 30:

	2022	2021
Facilities and supplies	$ 2,733,477	$ 1,735,455
Professional medical services	559,168	399,370
	$ 3,292,645	$ 2,134,825

There are numerous other individuals who volunteer their time and perform a variety of tasks to assist the Organization with the medical program, development, and administrative support. No amounts have been reflected in the financial statements for these donated services as they do not meet the criteria for recognition as contributions.

Functional expenses – The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities and changes in nets assets. Expenditures which can be identified with a program 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, and estimates made by the Organization’s management.

Grant agreements - The Organization awards grant agreements to various foundations to expand the Organization's operating model. The grant agreements sometimes include compliance with budgets or other conditions. The related expenditure is recorded once the funds are subject to payment per terms of the grant agreements and any conditions are satisfied (See notes 12 and 13).

Custodial funds held – During the year ended June 30 2020, the Organization opened a bank account for an unrelated organization, to provide accounting support for that organization’s golf tournament. A corresponding liability is recognized on the balance sheet for these funds held. As of June 30, 2022, all remaining custodial funds had been returned to the unrelated organization.

Income taxes - The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and comparable state laws in California and Illinois. The Organization, however, may be subject to tax on income which is not related to its exempt purpose. For the years ended June 30, 2022 and 2021, no such unrelated business taxable income was reported and, therefore, no provision for income taxes has been made. The Organization is not a private foundation.

The Organization follows accounting standards which clarify the accounting for uncertainty in income taxes recognized in the Organization's 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 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 States of California and Illinois.

Recent accounting pronouncements

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 812): 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 PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	2022	2021
Furniture and equipment	$ 342,725	$ 242,725
Transportation equipment	81,682	81,682
Website Platform	25,000	-
Leasehold improvements	10,066	10,066
	459,473	334,473
Accumulated depreciation	(285,473)	(243,532)
	$ 174,000	$ 90,941

For the years ended June 30, 2022 and 2021, depreciation expense was $41,941 and $35,766, respectively.

NOTE 4 FRESH START CLINIC

Fresh Start Clinic consists of the following:

	2022	2021
Clinic equipment	$ 819,983	$ 819,983
Telephone equipment	57,441	57,441
Office furniture	50,797	50,797
Medical program equipment	27,293	27,293
Computer equipment	16,680	16,680
	972,194	972,194
Accumulated amortization	(972,115)	(971,174)
	$ 79	$ 1,020

Amortization expense for the years ended June 30, 2022 and 2021 was $941 and $941, respectively.

NOTE 5 INVESTMENTS

Cost and fair value of available-for-sale securities are as follows:

	2022	
	Cost	Fair Value
Stock funds:		
Large cap	$ 1,473,225	$ 1,382,919
Small cap	136,396	124,098
Mid cap	18,030	22,257
Real estate securities:		
Mid cap	96,370	95,630
	$ 1,724,021	$ 1,624,904

	2021	
	Cost	Fair Value
Stock funds:		
Large cap	$ 1,406,819	$ 1,528,414
Small cap	134,482	150,965
Mid cap	18,030	26,824
Real estate securities:		
Mid cap	96,370	111,637
	$ 1,655,701	$ 1,817,840

The following schedule summarizes the investment return of the assets shown above and the Organization's interest bearing bank accounts for the years ended June 30:

	2022	2021
Net realized and unrealized gain/(loss) on investments	$ (221,426)	$ 166,575
Interest and dividend income	43,634	24,523
Investment fees	(9,651)	(2,621)
	$ (187,443)	$ 188,477

NOTE 6 BENEFICIAL INTEREST IN FOUNDATION

In prior years, the Organization had invested $55,656 with the San Diego Foundation Endowment Fund. A total of $17,840 was donated upon donor requests and the other $37,816 was donated by the Organization. The contribution to the foundation created a beneficial interest to Fresh Start Surgical Gifts and is stated at fair value of $76,263 and $82,522 as of June 30, 2022 and 2021, respectively. Investment decisions and annual distributions are determined at the sole discretion of San Diego Foundation. Investments are held in various securities including equities, alternative investments, and fixed income securities, as determined and defined by San Diego Foundation. The invested amounts will be held in perpetuity with the San Diego Foundation and all distributions received by Fresh Start Surgical Gifts may be used at their discretion (See note 9).

NOTE 7 FAIR VALUE MEASUREMENT

The Organization follows the methods 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.

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.

Investments including equities, stock funds, and real estate securities are in actively traded markets and are classified as Level 1.

The beneficial interest in foundation is measured using values provided by the San Diego Foundation. The values are based on the fair market value of the underlying cash, securities and other investments. Although the Organization classifies its investments as Level 3, the investments held in the foundation are comprised of Level 1, 2 and 3 investments as reported by the foundation. The Organization has not contributed funds to San Diego Foundation since the initial contribution. Net purchases, sales, issues, and settlements shown below in the reconciliation solely relate to the distributions received by the Organization each year.

There were no changes in methods used to measure fair value at June 30, 2022 and 2021.

The Organization's policy is to recognize transfers of investments into or out of level 3 as of the date of the event or change in circumstances that caused the transfer. For the years ended June 30, 2022 and 2021, there were no transfers of investments into or out of level 3.

Financial assets and liabilities carried at fair value measured on a recurring basis at June 30, 2022 are classified in one of the three categories previously described:

	Level 1	Level 2	Level 3	Total
Assets				
Investments				
Stock funds				
Large cap	$ 1,382,919	$ -	$ -	$ 1,382,919
Small cap	124,098	-	-	124,098
Mid cap	22,257	-	-	22,257
Real estate securities				
Mid cap	95,630	-	-	95,630
Beneficial interest in foundation	-	-	76,263	76,263
	$ 1,624,904	$ -	$ 76,263	$ 1,701,167

Changes in Level 3 financial instruments during the year ended June 30, 2022 were as follows:

Fair value, beginning	$ 82,522
Total gains or losses (realized/unrealized)	(3,167)
Net purchases, sales, issues, and settlements	(3,092)
Fair value, ending	$ 76,263

Financial assets and liabilities carried at fair value measured on a recurring basis at June 30, 2021 are classified in one of the three categories described above:

	Level 1	Level 2	Level 3	Total
Assets				
Investments				
Stock funds				
Large cap	$ 1,528,414	$ -	$ -	$ 1,528,414
Small cap	150,965	-	-	150,965
Mid cap	26,824	-	-	26,824
Real estate securities				
Mid cap	111,637	-	-	111,637
Beneficial interest in foundation	-	-	82,522	82,522
	$ 1,817,840	$ -	$ 82,522	$ 1,900,362

Changes in Level 3 financial instruments during the year ended June 30, 2021 were as follows:

Fair value, beginning	$ 66,477
Total gains or losses (realized/unrealized)	19,009
Net purchases, sales, issues, and settlements	(2,964)
Fair value, ending	$ 82,522

NOTE 8 NET ASSETS

Net assets consist of the following at June 30:

	2022	2021
Without donor restrictions:		
Undesignated	$ 3,298,745	$ 3,380,525
With donor restrictions:		
Perpetual in nature	55,656	55,656
Purpose restricted for program services	20,607	26,866
Purpose restricted for expansion project	525,000	525,000
	601,263	607,522
Total net assets	$ 3,900,008	$ 3,988,047

Net assets released from donor restrictions by satisfying the restricted purposes by the donors during the years ended June 30, 2022 and 2021 was $3,092 and $2,964, respectively.

NOTE 9 ENDOWMENT FUND

Effective January 23, 2008, the District of Columbia enacted the Uniform Prudent Management of Institutional Funds Act ("UPMIFA"), the provisions of which apply to endowment funds existing on or established after that date. Based on its interpretation of the provisions of UPMIFA, the Organization is required to act prudently when making decisions to spend or accumulate donor-restricted endowment assets and in doing so to consider a number of factors including the duration and preservation of its donor-restricted endowment funds. The Organization classifies a portion of the donor-restricted endowment fund that is comprised of the original value of gifts donated to be held in perpetuity as net assets with donor restrictions. The remaining portion of the donor-restricted endowment fund is temporarily classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA.

Amounts were given by donors and the Organization to San Diego Foundation for the establishment of an endowment fund for the sole benefit of the Organization (See note 6). The nature of the donations required the amounts to be classified as net assets with donor restrictions. These funds are to help support the general purpose of the Organization in perpetuity. San Diego Foundation makes all investment decisions related to the endowment fund.
The current distribution policy of San Diego Foundation is to allow for 5% of a three year rolling average of the fund equity to be distributed annually. If the market value of the fund is less than the initial contributions, then distributions will be limited to interest and dividends received. All distributions from the investment may be used at the discretion of Fresh Start Surgical Gifts.

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 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.

Endowment assets are reported as beneficial interest in foundation in the statements of financial position at June 30, 2022 and 2021 and are held entirely by San Diego Foundation.

Composition of and changes in endowment net assets for the year ended June 30, 2022 are as follows:

	Without donor restrictions	With donor restrictions	Total endowment net assets
Endowment net assets,			
Beginning of year	$ -	$ 82,522	$ 82,522
Earnings on investment	-	(2,799)	(2,799)
Investment fees	-	(368)	(368)
Distribution	-	(3,092)	(3,092)
Endowment net assets,			
End of year	$ -	$ 76,263	$ 76,263

Composition of and changes in endowment net assets for the year ended June 30, 2021 are as follows:

	Without donor restrictions	With donor restrictions	Total endowment net assets
Endowment net assets,			
Beginning of year	$ -	$ 66,477	$ 66,477
Earnings on investment	-	19,354	19,354
Investment fees	-	(345)	(345)
Distribution	-	(2,964)	(2,964)
Endowment net assets,			
End of year	$ -	$ 82,522	$ 82,522

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor requires the Organization to retain as a fund of perpetual duration. At June 30, 2022 and 2021, the Organization did not have a deficiency associated with the donor-restricted endowment funds.

NOTE 10 SPECIAL EVENTS

Special event revenues and expenses directly related to the golf and gala event for the year ended June 30, 2022, and the golf event for the year ended June 30, 2021, are as follows:

	2022	2021
Revenue:		
Sponsorship	$ 344,525	$ 94,810
Donations	140,150	-
Auction proceeds	70,770	7,175
Ticket sales	40,700	17,500
Miscellaneous	8,910	5,650
	605,055	125,135
Expenses:		
Facility rental	60,457	6,160
Food and beverage	86,580	6,446
Other expenses	24,496	9,598
	171,533	22,204
Special events income	$ 433,522	$ 102,931

As a result of the pandemic, the gala event for the year ended June 30, 2021 was cancelled.

NOTE 11 EMPLOYEE RETIREMENT PLAN

The Organization sponsors a 403(b) plan that covers substantially all employees. The Organization matches 100% of eligible employees' contributions up to 4% of gross pay. The Organization's contribution to the retirement plan for the years ended June 30, 2022 and 2021 was $46,383 and $49,072, respectively, and is included with salaries and related costs on the statements of functional expenses.

NOTE 12 RELATED PARTY TRANSACTIONS

The Organization receives contributions from Fresh Start Surgical Gifts Foundation ("Fresh Start Foundation"), a related party through common board members. The Organization's board designates the contributions for use toward general and administrative and development costs, with any excess to be used for program costs. During the years ended June 30, 2022 and 2021, the Organization received $821,466 and $1,323,812, respectively, in donations from Fresh Start Foundation to cover substantially all general and administrative and development costs, excluding direct benefit costs related to special events that are paid for by event participants.

The Organization received a multiple year grant with annual payment amounts of $175,000 from Fresh Start Foundation. The grant was made to assist in the Organization’s goal of expanding programs outside of San Diego, California. As of June 30, 2022 and 2021, the outstanding on the grant receivable was $350,000 and $525,000, respectively.

In 2020, the Organization received a conditional grant of $1,625,000 from Fresh Start Foundation to assist with the goal of expansion into three cities. As a conditional grant, the Organization has not recorded a grant receivable at June 30, 2021. The grant income will be recorded and received as conditions are met and amounts are approved by the Foundation. The grant funds are intended to become available as expansion cities are identified and come on line. The access to grant funds is set to expire after 5 years. At the conclusion of the grant, any unpaid grant funds will be considered unavailable to the Organization. As of June 2022 and 2021, the Organization has not requested or received any of the conditional grant funds.

During the year ended June 30, 2022 the Organization contributed $292,402 to Caring for Kids, as part of the expansion project.

The Organization receives management fees from Caring for Kids for reimbursed payroll expenses and a general monthly management fee. During the year ended June 30, 2022, the Organization received management fees of $359,684, consisting of $267,896 of payroll expense reimbursements and $91,788 of monthly management fees. During the year ended June 30, 2021, the Organization received management fees of $356,449, consisting of $264,661 of payroll expense reimbursements and $91,788 of monthly management fees. As of June 30, 2022 and 2021, the Organization had amounts due from Caring for Kids related to the management fees of $29,628 and $29,709, respectively.

NOTE 13 COMMITMENTS

The Organization entered into an agreement with Rady Children's Hospital - San Diego in August 2008 to develop and support a clinic. Total funding for improvements and equipment under this agreement is $972,194 through June 30, 2022. As part of its agreement that became effective September 2009, the Organization is obligated to pay for use of the clinic. In March 2021, the both parties agreed to a renewal option for an additional 120 months, resulting in an expiration date of March 2031. The lease calls for monthly payments of $578. The monthly payment under the previous lease was $8,333. Total rent expense related to this lease for the years ended June 30, 2022 and 2021 was $6,936 and $83,330, respectively.

The Organization entered into an agreement for office space in Carlsbad, CA in June 2004. This agreement was amended in July 2011 to extend the expiration date to August 2016. This agreement was amended again in February 2021 to extend the expiration date to August 2026. In addition to the extension agreed to in February 2021, the monthly base rent was changed to $4,809 per month beginning September 2021 with annual 3% increases (previous base rent was $7,303 per month beginning September 2012 with annual 3% increases) and rentable square footage decreased from 4,426 to 2,510. Total rental payments related to the office lease were $63,238 and $105,403 for the years ended June 30, 2022 and 2021, respectively.

Minimum future lease payments related to the clinic and office space, excluding the effect of straight-line rent, are due as follows for the years ended June 30:

2023	$	66,083
2024		67,857
2025		69,685
2026		71,567
	$	275,191

The Organization has entered into two operating leases for equipment. One lease expired in March 2019 and was not renewed, the other lease will expire in March 2024. Minimum future rental 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	$	7,309
2024		5,482
	$	12,791

Rental expense for equipment under operating leases was $12,957 and $12,548 for the years ended June 30, 2022 and 2021, respectively.

NOTE 14 LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

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 and reserves 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 reserves to provide reasonable assurance that long-term obligations will be discharged.

The following reflects the Organization's financial assets as of June 30, 2022, reduced by any amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date:

Financial assets, at year-end:	
Cash	$ 1,766,723
Contributions receivable	50,000
Grant receivable	175,000
Related party receivable	29,628
Investments	1,624,904
Beneficial interest in foundation	76,263
Total financial assets	3,722,518
Less those unavailable for general expenditures within one year, due to contractual or donor-imposed restrictions:	
Perpetual in nature	(55,656)
Restricted by purpose	(545,607)
Total amounts unavailable to be used within one year	(601,263)
Financial assets available to meet cash needs for general expenditures within one year	$ 3,121,255

NOTE 15 SUBSEQUENT EVENTS

Management has evaluated subsequent events through October 7, 2022, the date the financial statements were available to be issued. There were no material subsequent events which affected the amounts or disclosures in the consolidated financial statements.

THE HOMEMORE PROJECT

September 18, 2023

I, Zac Clark, Founder, Executive Director, and President affirm that HomeMore Project Inc., DBA The HomeMore Project, EIN 85-2644419 still has 501c3 status as recognized by the State of California and the IRS. I can certify that the Internal Revenue Service has not revoked or changed our organization's tax exempt status since the issuance of the favorable IRS ruling.

I also authorize and am excited to submit a grant application to support our Makeshift Traveler to the San Marcos Community Foundation.

Sincerely,

Zac Clark
Executive Director

678-654-7070
San Francisco, CA 94109
zac@homemoreproject.org
www.thehomemoreproject.org

Title

The HomeMore Project- 'Makeshift Traveler' backpack for the Homeless Community

09/18/2023

id. 44120256

by **Zac Clark** in **San Marcos Community Foundation**
on behalf of **HomeMore Project Inc**

737 Post Street
Suite 1219
San Francisco, California
94109
California
United States
6786547070
zac@homemoreproject.org

Original Submission

09/18/2023

	General Project Information
Please enter your organization's name and project name.	The HomeMore Project- 'Makeshift Traveler' backpack for the Homeless Community
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	'Makeshift Traveler' backpack for the Homeless Community of San Marcos
Project Start Date	1/1/2024
Project End Date	4/15/2024
Date by Which Funds Will Be Expended:	4/1/2024
Total Number of People Served by this Project	50.0
Total Number of People Served by this Project in San Marcos Only	50.0

Grant Amount Requested	5000.0
	Organization Details
Organization Name	HomeMore Project Inc., dba The HomeMore Project
Organization Street Address	737 Post Street, Suite 1219
Organization City	San Francisco
Organization State	California
Organization Zip Code	90024
Organization Website	https://thehomemoreproject.org
Organization's EIN	85-2644419 200 HomeMore Project Inc 21c53de0-de50-4980-816d-2e65222431e7 737 Post St Suite 1219 San Francisco CA 94109 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-05-08T00:00:00 2023-05-22T00:00:00 501(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) 2023-05-08T00:00:00 2020 10
	Contact Information
Contact First Name	Zac
Contact Last Name	Clark
Contact Title	Executive Director
Contact Phone	+16284448094
Contact Email	zac@homemoreproject.org

	Project Details
Briefly describe your request for funds.	It is crucial to leverage technology, innovation, and creativity to address the daily obstacles and long-term impacts faced by individuals experiencing homelessness. We aimed to address these challenges in one backpack we spent 18 months developing called our Makeshift Traveler, a backpack specifically tailored to the needs of an individual experiencing homelessness. The pack was designed sustainably with a goal to serve as premium storage until obtaining permanent housing. The pack is made from recycled water bottles, creating a waterproof and robust hardshell to make up the outer portion of the pack. Notably, the pack features a solar panel with a battery pack and USB charging port, as nearly 70% of those without homes rely on their phones to connect with loved ones and access critical services. The bottom of the pack also features a nylon pillow, which can puff out by inserting a t-shirt. This is both a comfort feature and a security feature, as theft is a common occurrence during the evening hours. We include a sleeping bag, poncho, radio, flashlight, ID card, socks, hygiene kit, water bottle, and an informational brochure listing over 15 partner services with other organizations and agencies in San Francisco, California.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	Each Makeshift Traveler costs us $100 to manufacture, equip with the belongings, and deliver to someone experiencing homelessness. Therefore, requesting $5,000 would support changing the lives of 50 individuals experiencing homelessness in San Marcos.
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.	Partnerships play a vital role in the successful implementation of our program. Collaborating with partners enables us to effectively reach diverse sub-communities within the unhoused population.

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.	This is The HomeMore Project's first time applying for 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.	The HomeMore Project was founded in July 2020, months after the COVID-19 pandemic began. Our founder, Zac Clark, was in his second year at the University of San Francisco when he moved into his first apartment in a neighborhood called the "Tenderloin" in San Francisco, California. It is home to roughly 30-40% of San Francisco's homeless population, spanning only 16 blocks. During the pandemic, there were no tourists, and most corporate workers had left. Therefore, the only individuals that Clark interacted with were those experiencing homelessness. These interactions are what led Clark to found "The HomeMore Project." The journey of The HomeMore Project has been marked by a deliberate and strategic approach to creating impactful solutions for individuals experiencing homelessness. While our ultimate goal has always been our Transitional Housing Program, we recognized the importance of starting with smaller initiatives to better understand the community we serve and effectively build our organization. Our initial step involved the conceptualization and development of the Transitional Housing Program, which represents our long-term vision. However, aware that launching such a comprehensive program required significant resources, we decided to embark on smaller endeavors to learn, engage, and grow. One of these was our Education Program, a dynamic platform that includes short films, a LearnMore Blog, and even a children's book. Through these mediums, we aimed to raise awareness and foster understanding about the complex issues surrounding homelessness. The next stride we took was with our Makeshift Traveler Program, a backpack tailored to meet the practical needs of individuals experiencing homelessness. This initiative not only provided immediate aid but also enabled us to establish meaningful connections and insights into the community's daily challenges and aspirations. The Makeshift Traveler program, marked by its innovation and responsiveness, has been a vital stepping stone in our journey. Launched in the Fall of 2022, we have distributed over 450 packs with an aim to deliver 1,000 in 2024. As far as measuring goals and evaluating them, we utilize a five-goal framework to outline the strategic objectives of our Makeshift Traveler program: <u>Goal 1: Providing Short-Term Tools and Aid</u> The first and most simplistic goal related to the tangible items built-in and

included in our Makeshift Traveler. Each Makeshift Traveler will consist of tangible goods and tools that someone experiencing homelessness can utilize until entering a temporary shelter, treatment center, or program to alleviate homelessness.

Goal 2: Learning and Sharing the Stories of those we Serve

Outreach for us is not a simple "hello, here's a flier of what we do." Outreach for us is sometimes an hour to an hour and a half conversation, meeting people where they live in their community.

Goal 3: Data Collection

With so many challenges to acquiring consistent data within the homeless population, distribution will allow us to obtain specific data from each individual related to their demographics and a general perspective of the experiences of being homeless. This data received is important in updating case manager files and better positioning someone to receive support.

Goal 4: Connecting Recipients to Existing Services

Each Makeshift Traveler will include an Informational Brochure listing various services, organizations, and government-provided programs, including food, shelter, mental health treatment, substance abuse treatment, and entertainment. The HomeMore Project has partnered with over 15 organizations listed in the Informational Brochure to facilitate connections between recipients and these services.

Goal 5: Feedback & Building Connections for our future Transitional Housing Program

Obtaining feedback on our future Transitional Housing Program will be an essential part of primary research for the program. For example, if we conclude that many recipients do not believe a particular part of the program would benefit them, we will adjust our plans. Coinciding with this, we are compiling a list of individuals interested in partaking in a Proof of Concept version in 2024.

As we look ahead, our Transitional Housing Program is poised for its proof of concept launch in 2025. This ambitious endeavor aims to provide an all-encompassing solution to homelessness, offering not just shelter but a holistic approach that addresses mental and physical health, education, employment training, and more. By initially developing smaller programs, we've cultivated a deep understanding of the community, fine-tuned our strategies, and laid the groundwork for the ultimate realization of our transformative vision – a future where homelessness is genuinely tackled at its core.

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

FireShot_Capture_014_-_S.F._entrepreneur_aims_to_bring_free_solar_power_to_the_unhoused_-_CB__-_www.cbsnews.com_1.pdf

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Please upload the annual operating budget for your organization.

2023_HomeMore_Operating_Budget_1_copy_1.pdf

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

2023_Financial_Status_08_31_2023__The_HomeMore_Project_1.pdf

Please attach the first two pages of your Federal 990.

990EZ_Form_First_Two_Pages.pdf

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

Authorization_Letter_for_The_San_Marcos_Community_Foundation.pdf

	Funding
Budget Worksheet	
San Marcos Community Foundation - Budget Worksheet.xlsx	
Project Budget Total	770000.0
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?	Our funding efforts are divided into three committees: Individual Relations, Corporate Relations, and Government Affairs which will assist with raising the funds if we don't receive our grant request.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
50 Makeshift Traveler Units at $42.80 each	*$2,140.00*	
50 Radio and Headphone Sets at $7.25 each	$362.50	
50 Flash Lights at $1.50 each	$75.00	
50 Ponchos at $.50 each	$25.00	
50 Sleeping Bags at $6.24 each	$312.00	
50 Water Bottles at $1.98 each	$99.00	
50 Solar Panel (3W) Sets and installation at $19.24 each	$962.00	
50 Informational Brochures at $.99 each	$49.50	
50 Sticker Sets (5 Per MT) at $2 per pack	$100.00	
50 Identification Cards at $.99 each	$49.50	
50 Instruction Manuals at $.14 each	$7.00	
Logistics: Transportation, Shipping, and Volunteer Assistance	$768.50	
Total budget for this PROJECT:	$5,000	This is for serving San Marcos. The remaining $77,000 of the project budget serves other parts of California.

The HomeMore Project Budget Compliments of

2023 Proposed Organizational Operating Budget

January 1, 2023- December 31, 2023

Expenses: Human Resources (minimal required)	**Total Cost for 2023**	**Annual Salary (if app)**
Finance and Accounting (contracted)	$2,500	NA
Nonprofit Attorney (contracted)	$2,500	NA
Executive Assistant (Part-time 20 hours)- Begins Q3	$15,000	$30,000
Executive Assistant (Part-time 20 hours)- Begins Q3	$15,000	$30,000
Intern, Specialist & Associate Stipends (5-10 hours per week)	$4,700	NA
Estimated Payroll Taxes and Added Expenses for Human Resources	$15,000	NA
Total Expenses for Human Resources in 2023:	**$54,700**	NA

Expenses: Makeshift Traveler Program (750 Purchased/250 On Hand)		
Makeshift Traveler Unit	$37,500	
Makeshift Traveler Included Materials	$11,850	
Makeshift Traveler Prototyping and Pre-Manufactured Setup	$3,750	
Packaging for Shipping and Transporation	$750	
Shipping	$11,250	
Transportation	$1,500	
Storage	$2,250	
Distribution	$900	
Retention Efforts; Events, Outreach	$3,000	
Total Expenses for Makeshift Traveler in 2023:	**$72,750**	

Expenses: General and Administrative		
Office Location ($1,500 per month)- Begins Q3	$9,000	
Insurance (liability, directors & officers)	$1,900	
New Designed Website and Branding Materials- Begins Q3	$5,000	
Supplies (office and field)	$1,500	
HomeMore Merchandise for Volunteers and Team Members	$500	
DonorBox/Donation Platform Fees	$1,000	
In-Person Board Meeting Event	$1,500	
Total Expenses for GA in 2023:	**$20,400**	

Expenses: Fundraising		
Digital Advertising and Marketing	$1,000	
Technology Supporting Donation Database	$1,500	
Print Promotional Materials	$500	
Total Expenses for Fundraising in 2023:	**$3,000**	

Total Expenses for 2023:	$150,850	

Anticipated Revenue		
Individual Contributions (memberships, one-time donations)	$60,000	

Corporate Contributions	$30,000	
Foundation Grants	$30,000	
Government Grants	$0	
Contracted Services	$60,000	
Partnership Events	$5,000	
Merchandise Sales	$500	
Total Anticipated Revenue for 2023:	**$185,500**	

Our budget was 2024 will not be approved until our Board Meeting on August 30, 2023. Outlined above is our current budget for 2023 and we do not anticipate any major variance for our budget in our next fiscal year from 01/01/2024- 12/31/2024. The major variable, depending on funding available is our Makeshift Traveler program. In the budget provided, it includes a purchase order of 750 units. For example, next year, if greater funding is available, we may do a purchase order of 1,000 or 1,500 units.

	Source Name	Amount	C / CD / P
Additional Funding Source 1	MartinFederal Grant	5000	Confirmed
Additional Funding Source 2	Palo Alto Veteran Affairs	$10,000	Confirmed
Additional Funding Source 3	Madewell Clothing Fundraising	$2,500	Confirmed
Additional Funding Source 4	Costco Local Community Grant	$1,000	Confirmed
Additional Funding Source 5	Connie and Bob Lurie Foundati	$1,000	Confirmed
Additional Funding Source 6	John W. Porter Trust Grant	$5,000	Confirmed
Additional Funding Source 7	Robert Craig Foundation	$2,000	Confirmed
Additional Funding Source 8	Bridge to Association Realtors F	$2,500	Confirmed
Additional Funding Source 9	Individual Relations: Donations	$25,000	Confirmed
Additional Funding Source 10			

Taxpayer Copy | TIN:

Form **990EZ**

Department of the Treasury
Internal Revenue Service

Short Form
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/Form990EZ* for instructions and the latest information.**

OMB No. 1545-0047

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 01-01-2022 , and ending 12-31-2022

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

C Name of organization
HOMEMORE PROJECT INC

Number and street (or P. O. box, if mail is not delivered to street address) | Room/suite
737 Post Street Unit 1219

City or town, state or province, country, and ZIP or foreign postal code
San Francisco, CA 94109

D Employer identification number
85-2644419

E Telephone number
(678) 654-7070

F Group Exemption Number ▶

G Accounting Method: ☑ Cash ☐ Accrual Other (specify) ▶

H Check ▶ ☑ if the organization is **not** required to attach Schedule B (Form 990, 990-EZ, or 990-PF).

I Website: ▶thehomemoreproject.org

J Tax-exempt status (check only one) - ☑ 501(c)(3) ☐ 501(c) ( ) ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

K Form of organization: ☑ Corporation ☐ Trust ☐ Association ☐ Other

L Add lines 5b, 6c, and 7b to line 9 to determine gross receipts. If gross receipts are $200,000 or more, or if total assets (Part II, column (B) below) are $500,000 or more, file Form 990 instead of Form 990-EZ . . . . . ▶ $ 37,481

Part I **Revenue, Expenses, and Changes in Net Assets or Fund Balances** (see the instructions for Part I)
Check if the organization used Schedule O to respond to any question in this Part I . . . . . ☑

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	36,980
	2	Program service revenue including government fees and contracts		2	
	3	Membership dues and assessments		3	
	4	Investment income		4	
	5a	Gross amount from sale of assets other than inventory	5a		
	b	Less: cost or other basis and sales expenses	5b		
	c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)		5c	
	6	Gaming and fundraising events			
	a	Gross income from gaming (attach Schedule G if greater than $15,000)	6a		
	b	Gross income from fundraising events (not including $ _____ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds $15,000)	6b	501	
	c	Less: direct expenses from gaming and fundraising events	6c		
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)		6d	501
	7a	Gross sales of inventory, less returns and allowances	7a		
	b	Less: cost of goods sold	7b		
	c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)		7c	
	8	Other revenue (describe in Schedule O)		8	
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8 ▶		9	37,481
Expenses	10	Grants and similar amounts paid (list in Schedule O)		10	0
	11	Benefits paid to or for members		11	0
	12	Salaries, other compensation, and employee benefits		12	0
	13	Professional fees and other payments to independent contractors		13	0
	14	Occupancy, rent, utilities, and maintenance		14	2,065
	15	Printing, publications, postage, and shipping		15	444
	16	Other expenses (describe in Schedule O)		16	61,997
	17	**Total expenses.** Add lines 10 through 16 ▶		17	64,506
Net Assets	18	Excess or (deficit) for the year (Subtract line 17 from line 9)		18	-27,025
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	49,591
	20	Other changes in net assets or fund balances (explain in Schedule O)		20	0
	21	Net assets or fund balances at end of year. Combine lines 18 through 20		21	22,566

Part II **Balance Sheets** (see the instructions for Part II)
Check if the organization used Schedule O to respond to any question in this Part II . . . . . ☐

	(A) Beginning of year		(B) End of year
22 Cash, savings, and investments	49,591	**22**	22,566
23 Land and buildings	0	**23**	0
24 Other assets (describe in Schedule O)	0	**24**	0
25 Total assets	49,591	**25**	22,566
26 Total liabilities (describe in Schedule O)	0	**26**	0
27 Net assets or fund balances (line 27 of column (B) **must** agree with line 21)	49,591	**27**	22,566

Part III **Statement of Program Service Accomplishments** (see the instructions for Part III)
Check if the organization used Schedule O to respond to any question in this Part III . . ☐

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations; optional for others.)

What is the organization's primary exempt purpose?
Our Mission is to uplift the homeless community in San Francisco by building a culture of transparent and genuine relationships while focusing on the centralization of resources and providing realistic yet innovative solutions to an ongoing crisis.

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

28 Makeshift Traveler: This program launched in October, 2022. We supported 150 individuals experiencing homelessness through this program. The Makeshift Traveler is a backpack specifically tailored towards the needs of an individual experiencing homelessness. **28a** 61,275

(Grants $ 6,000) If this amount includes foreign grants, check here . . . ▶ ☐

29 Transitional Housing Program: The Transitional Housing Program is a long-term project of the organization, which will require significant funding in the near future. However, as of 2022, we have not received any grants or incurred any costs regarding this project. **29a** 0

(Grants $ 0) If this amount includes foreign grants, check here . . . ▶ ☐

30 LearnMore Blog: The blog displayed on our website and social medias as a way to educate people about the current situation of homelessness in San Francisco and globally. There are no costs associated with this program. **30a** 0

(Grants $ 0) If this amount includes foreign grants, check here . . . ▶ ☐

31 Other program services (describe in Schedule O) **31a**

(Grants $) If this amount includes foreign grants, check here . . . ▶ ☐

32 Total program service expenses (add lines 28a through 31a) . . . . . ▶ **32** 61,275

Part IV **List of Officers, Directors, Trustees, and Key Employees** (list each one even if not compensated ; see the instructions for Part IV)
Check if the organization used Schedule O to respond to any question in this Part IV . . . . . ☐

(a) Name and title	**(b)** Average hours per week devoted to position	**(c)** Reportable compensation (Forms W-2/1099-MISC) **(if not paid, enter -0-)**	**(d)** Health benefits, contributions to employee benefit plans, and deferred compensation	**(e)** Estimated amount of other compensation
Zac Clark Executive Director and President	50.00	0	0	0
Devyn Kiszewski Secretary	3.00	0	0	0
Shelley London Vice President	7.00	0	0	0
Peter Mertz Treasurer	3.00	0	0	0
Keith Meyer Board Member	3.00	0	0	0
Jim Lawrence Board Member	33.00	0	0	0
Srinivas Inala Board Member	3.00	0	0	0
Samuel Castelan Board Member	3.00	0	0	0
Scott Macdonald Board Member	3.00	0	0	0
Michael Smith Board Member	3.00	0	0	0
Anais Broer-Burton Board Member	3.00	0	0	0
Matt Atkin Board Member	3.00	0	0	0

2023 Financial Status: 08/31/2023

Scope

This Financial Report contains all information related to HomeMore Project Inc (“Organization"), a nonprofit corporation exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. This report encompasses the Organization's Financials during 2023, updated most recently on August 31, 2023.

Objectives

This report is prepared with the following objectives:

1. Present the financial position of the Organization for Q1/Q2/Q3 of 2023.
2. Depict the cash flow of the Organization.

Statements of Financial Position

Description	As of 08/31/2023	As of 12/31/2022	As of 12/31/2021
Cash	**$32,100**	**$22,566**	**$49,591**
Other Assets	$60,200	$0	$0
Total Assets	$92,300	$22,566	$49,591
Total Liabilities	$0	$0	$0
Net Assets without Donor Restrictions	$78,600	$22,566	$49,591

HOMEMORE

2023 Financial Status: 08/31/2023

Statements of Activities

Description	01/01/2023-08/31/2023	01/01/2022-12/31/2022	01/01/2021-12/31/2021
Gross Receipts			
Contributions- Cash	$13,382	$30,980	$64,479
Contributions- In-Kind	$41,060	$0	$0
Grants	$5,000	$6,000	$0
Government Funding	$9,998	$0	$0
Fundraising Events	$2,157	$501	$0
Total Gross Receipts	**$71,597**	**$37,481**	**$64,479**
Expenses			
G&A Expenses	$2,645	$2,509	$946
Program Expenses	$15,414	$61,261	$15,200
Fundraising Expenses	$831	$736	$683
Total Expenses	**$18,890**	**$64,506**	**$16,829**
Change in Net Assets	**$52,707**	**$-27,025**	**$47,650**

Notes to Financial Statements

1. The Organization uses a cash basis of accounting for revenue and expenses.
2. This Financial Report was prepared by Executive Director, Zac Clark.
3. This Financial Report was reviewed by Treasurer, Peter Mertz.

I, Zac Clark, Executive Director of HomeMore Project Inc., certify that these financials are accurate.

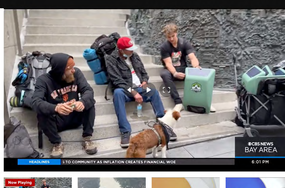
Zac Clark

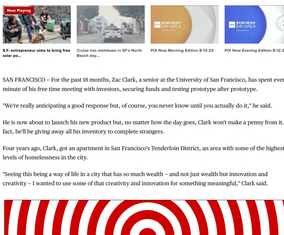
Back to school with their best smile
Philips Sonicare HX6 power toothbrushes.

S.F. entrepreneur aims to bring free solar power to the unhoused

BAY AREA

BY: CLAY KUO
UPDATED ON: NOVEMBER 25, 2022 / 7:29 PM / CBS SAN FRANCISCO





SAN FRANCISCO – For the past 18 months, Zac Clark, a senior at the University of San Francisco, has spent every minute of his free time meeting with investors, securing funds and testing prototype after prototype.

"We're really anticipating a good response but, of course, you never know until you actually do it," he said.

He is now about to launch his new product but, no matter how the day goes, Clark won't make a penny from it. In fact, he'll be giving away all his inventory to complete strangers.

Four years ago, Clark, got an apartment in San Francisco's Tenderloin District, an area with some of the highest levels of homelessness in the city.

"Seeing this being a way of life in a city that has so much wealth – and not just wealth but innovation and creativity – I wanted to use some of that creativity and innovation for something meaningful," Clark said.

That's when he and his friends came up with an idea: a high-tech backpack they call the Makeshift Traveler. It comes with a sleeping bag, a flashlight and a radio as well as a list of services for those living on the streets.

The one the thing that really sets it apart is a solar panel designed specifically to charge mobile phones.

A 2018 study showed 72 percent of homeless people living the Bay Area have cellphones. They connect the unhoused to essential services but keeping the devices charged can be a challenge.

Leonard Easley has been living on the streets for almost two years. A U.S. Army veteran, he's been working on getting a subsidized apartment but keeping in touch with the VA has been difficult.

"You can have a phone but if it's not on it can't help you," he said.

As soon as he plugged his cellphone into one of Clark's backpacks, it came to life.

"Wow! This is amazing!" he said.

The reception Clark got was bigger than anything he had imagined. Although he won't take any money from the homeless for his backpack, he will accept other forms of payment.

Wendell McKay was so grateful for the backpack, he offered to play him a song. Clark, visibly emotional, took it all in.

"To be honest, I'm still at an all-time high right now," he said choking back tears. "I have yet to process it but I know that, once we get home later today, it's going to be pretty emotional."

WEBLINK

Makeshift Traveler

More from CBS News

Big name acts benefit small businesses at Outside Lands music festival

Annual Aloha Festival in San Mateo focuses on Hawaii aid

Harmonic Brewing to close its original San Francisco location

"It's troubling": Sacramento County Sheriff talks homeless outreach stats

In: Homelessness Solar Power San Francisco

First published on November 25, 2022 / 6:24 PM

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More from CBS News

Big name acts benefit small businesses at Outside Lands music festival

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"It's troubling": Sacramento County Sheriff talks homeless outreach stats

In: Homelessness Solar Power San Francisco

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Mick Fleetwood says his restaurant has been lost in Maui wildfires: "We are heartbroken"
The rock legend says the "main priority is the safety of our dear staff and team members."

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Heart Surgeon Begs Americans: "Stop Doing This To Your Avocados"

SAN DIEGO FOOD BANK

October 2, 2023

San Marcos Community Foundation
c/o City of San Marcos
1 Civic Center Drive
San Marcos CA 92069

Dear San Marcos Community Foundation:

The Jacobs & Cushman San Diego Food Bank is grateful for the opportunity to submit this request for support of our emergency food relief efforts in San Marcos and North County San Diego. We are respectfully requesting your consideration of a grant of $3,000 to purchase food, especially fresh produce, for our neighbors facing food insecurity.

We are so honored by your past support of the Food Bank and appreciate your review of this request. The Food Bank continues to feed large numbers of families throughout the northern portion of our county due to the high cost of living and the elimination of emergency aid benefits for many of our community members.

As you know, the San Diego Food Bank and our North County Food Bank chapter mission is to provide nutritious food to people in need, advocate for the hungry, and educate the public about hunger-related issues. Our primary goal is to eliminate hunger in San Diego County.

Our mission goes beyond simply providing food. We are addressing hunger by increasing public awareness, connecting recipients seeking emergency food assistance with federal benefits, and advocating for federal and state programs and policies that support low-income Americans. To that end, last fiscal year, the Food Bank distributed 45 million pounds of nutritious food to San Diego residents struggling with hunger – of these pounds, 13 million were fresh produce.

With support from the San Marcos Community Foundation, we will continue to see that the critically-needed food remains available at our Client Choice Pantry in North County and our local Neighborhood Distribution Programs for hard-working families, like those calling San Marcos home.

I appreciate your consideration of this request for the support of the Jacobs & Cushman San Diego Food Bank. If I can answer any questions or provide additional clarification, please do not hesitate to call me at 858-863-5116.

Respectfully,

Casey Castillo
Chief Executive Officer

Title

Jacobs & Cushman San Diego Food Bank - Emergency Food Relief in North County

10/03/2023

id. 44283149

by **Michael Minjares** in **San Marcos Community Foundation**
on behalf of **Jacobs & Cushman San Diego Food Bank**

9850 Distribution Avenue
San Diego, California
92121
CA
United States
8588635192
mminjares@sandiegofoodbank.org

Original Submission

10/03/2023

	General Project Information
Please enter your organization's name and project name.	Jacobs & Cushman San Diego Food Bank - Emergency Food Relief in North County
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Emergency Food Relief in North County
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	100000.0
Total Number of People Served by this Project in San Marcos Only	5000.0

Grant Amount Requested	3000.0
	Organization Details
Organization Name	Jacobs & Cushman San Diego Food Bank
Organization Street Address	9850 Distribution Avenue
Organization City	San Diego
Organization State	California
Organization Zip Code	92121
Organization Website	www.SanDiegoFoodBank.org
Organization's EIN	20-4374795 200 Jacobs & Cushman San Diego Food Bank 210b5ee8-9bba-4675-9639-22a49bb0b773 9850 Distribution Ave San Diego CA 92121 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2022-12-12T00:00:00 2023-03-06T00:00:00 501(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) 2023-02-14T00:00:00 2006 05
	Contact Information
Contact First Name	Michael
Contact Last Name	Minjares
Contact Title	Director, Grants Management
Contact Phone	+18588635192
Contact Email	mminjares@sandiegofoodbank.org
	Project Details

Briefly describe your request for funds.	The Jacobs & Cushman San Diego Food Bank and its North County Food Bank chapter is requesting $3,000 to be used for the purchase of approximately 16,000 pounds of fresh produce and other food items. This nutritious and vitally important food will be distributed to San Marcos and North County low-income residents through our Neighborhood Distributions, our 170+ North County-based non-profit partners, and our Client Choice Pantry at the North County Food Bank.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	The families the Food Banks serves face many challenges including unpaid rent, high household debt, soaring inflation, and high cost of living for low-wage workers. One way we assist is with our Client Choice Pantry at our North County Food Bank. The Client Choice Pantry at the North County Food Bank, chapter of the San Diego Food Bank, is set up like a neighborhood grocery store. The pantry offers a variety of fresh fruits, fresh vegetables, meats, dairy products, baked goods, non-perishable canned food items, diapers for infants & toddlers, and period supplies. Pantry clients shop by appointment and self-select foods that best meet their dietary needs and preferences. Clients can stock up on enough food items to feed their families for two weeks. The pantry is currently serving over 2,000 households per month (approximately 4,300+ people). We are distributing over 100,000 pounds of food per month (including approx. 38,000 pounds of fresh produce). Since the pantry opened in late June 2022, this is double the amount of households and food distributed. Support from San Marcos Community Foundation will be used to ensure the Client Choice Pantry shelves are stocked with shelf-stable food, fresh produce, protein and other basic needs.
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 San Diego Food Bank collaborates with more than 500 non-profit partners across the county, including many in San Marcos such as churches to educational institutions and community agencies.

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 Food Bank received a $1,000 grant award from the San Marcos Community Foundation last year using those funds to purchase thousands of pounds of fresh produce for distribution to local 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.	At our core, the Food Bank is an organization intent on meeting our community's most basic needs. Our programs are strategic both in design and location. We partner with agencies throughout San Diego County and work to ensure we are in areas with access to fewer resources, but with great need. Established in 1977, the Food Bank remains the critical link to basic needs for seniors, working-poor families with children, the homeless, and nearly 39,000 active-duty military, their families, and veterans. With the help of 540 nonprofit partners, including emergency shelters, food pantries, soup kitchens, mobile distribution pantries, and schools we provide nutritious food, hope, and dignity to 400,000 San Diego residents per month who are hungry. Currently, 1 in 3 individuals in San Diego are nutrition insecure: they are unable to provide three meals per day for themselves and/or their families. This is up from approximately 1 in 4 San Diegans in 2019, the lowest rate since the great recession. The COVID-19 pandemic erased many of the gains made since the last recession, and disproportionately impacted low-income workers and those working in the informal economy. The Food Bank's goal is to break the cycle of poverty, and that begins with access to nutritious food. But the Food Bank recognizes that food insecurity, poverty, and its antecedents, are due to a complexity of issues. We recognize that proper and healthy nutrition are fundamental to working one's way out of poverty, but it alone is not enough. The Food Bank complements its food distribution activities with a diaper bank, began in 2017, and a period supply program, in 2021, to make it possible for vulnerable women and parents to not miss school or work for want of basic needs. The Food Bank is currently undergoing a Strategic Planning process where one of the significant elements of the plan is to increase the percentage of produce we distribute, from 30% to 50% of all food distributed. Healthy food and nutrition are the way that we refuel our bodies and have the energy necessary to address life's tasks and challenges. Replacement of nutrients in our bodies with a new supply, such as fats, proteins, and carbohydrates, is necessary every day. Maintaining a healthy intake of key vitamins and minerals are important to maintaining good health. For

children, pregnant women, working adults, and adults over 50, vitamins such as vitamin D and minerals, like calcium and iron, are especially important, as are their availability and consumer education on proper diet.
The provision of healthy foods for healthy diets is a hallmark of the Food Bank's commitment to the San Diego community. This is why fresh food, hygiene and household supplies are distributed to more than 400,000 low-income residents each month, which spiked to 600,000 during the pandemic. Compounding access to healthy foods, the CalFresh Emergency Allotment, which provided an extra $95 per month, was terminated March 2023, causing increased demand for free and low-cost items.
The Food Bank's commitment to advancing health and wellness through food is embedded in several innovative outreach and service programs. This work is highlighted in our Client Choice Pantry at the North County Food Bank, our monthly Neighborhood Distribution programs and the distributions facilitated by our non-profit partners.
Last year, the Food Bank distributed 45 million pounds of food with more than one-third of that food being in the form of fresh produce. Our goals for FY 2023-2024 are to distribute 48 million pounds of food, with fruits and vegetables accounting for 50% of the food we distribute.
To reach these lofty goals, the Food Bank is actively seeking financial support from foundations, corporations, government entities and individual donors.

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

Please upload the annual operating budget for your organization.

JCSDFB_FY_23-24_Operational_Budget.pdf

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

Jacobs_Cushman_San_Diego_Food_Bank_6.30.22_Audited_Financial_Statements.pdf

Please attach the first two pages of your Federal 990.

JCSDFB_990_End_June_2022_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.

San_Marcos_Community_Foundation_CoverLtr_JCSDFB.pdf

Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total	1400000.0
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?	The bulk of the expenses outlined represent costs to purchase & distribute food to low-income families. The other expenses provided are the administrative costs. We can still run w/out full funding.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Fresh produce acquisition and distribution	*$1,200,000*	
Personnel expenses	$125,000	
Occupancy expenses	$25,000	
Administrative transport	$50,000.00	
Total budget for this PROJECT:	1400000	

Accrual Basis

Jacobs & Cushman San Diego Food Bank
Approved Budget
FY2023-2024

	FY 2023/2024 Budget
Ordinary Income/Expense	
Income	
Total Government Contracts	9,020,000.00
Total Business Enterprise	420,000.00
Total Private Donations	16,665,000.00
Total Special Events Fundraising	1,045,000.00
Total Investments	750,000.00
Gross Income	27,900,000.00
Expense	
Total Fundraising Expenses	3,215,000.00
Total Food Acquisition & Distribution	13,320,000.00
Total Personnel Expenses	8,900,000.00
Total Occupancy Expenses	1,567,000.00
Total Administrative	2,248,000.00
Total Expense	29,250,000.00
Net Ordinary Income	(1,350,000.00)

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Price Philanthropies	$75,000	C
Additional Funding Source 2	Wells Fargo	25000	C
Additional Funding Source 3	Spectrum	10000	C
Additional Funding Source 4	Hunter Industries	10000	C
Additional Funding Source 5	Watkins Wellness	25000	C
Additional Funding Source 6	Delta Dental	100000	P
Additional Funding Source 7	Kohl's	25000	P
Additional Funding Source 8			
Additional Funding Source 9			
Additional Funding Source 10			

PUBLIC DISCLOSURE COPY - STATE REGISTRATION NO. 2801904

Form **990**

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.

OMB No. 1545-0047

2021

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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
JACOBS & CUSHMAN SAN DIEGO FOOD BANK

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) 9850 DISTRIBUTION AVENUE

Room/suite

City or town, state or province, country, and ZIP or foreign postal code SAN DIEGO, CA 92121

F Name and address of principal officer: CASEY CASTILLO
SAME AS C ABOVE

D Employer identification number
20-4374795

E Telephone number
619-231-1977

G Gross receipts $ 101,473,196.

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.SANDIEGOFOODBANK.ORG

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

L Year of formation: 2005 **M** State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: PROVIDE FOOD TO PEOPLE IN NEED, ADVOCATE FOR THE HUNGRY AND EDUCATE THE PUBLIC ABOUT HUNGER ISSUES.

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	23
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	22
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	109
6	Total number of volunteers (estimate if necessary)	6	9449
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

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	124,611,817.	94,564,442.
9	Program service revenue (Part VIII, line 2g)	428,843.	352,129.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	287,319.	592,453.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	168,917.	234,195.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	125,496,896.	95,743,219.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	1,752,516.	5,000.
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)	5,631,461.	6,144,697.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 3,172,294.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	98,573,945.	74,075,438.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	105,957,922.	80,225,135.
19	Revenue less expenses. Subtract line 18 from line 12	19,538,974.	15,518,084.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	60,844,619.	73,494,609.
21	Total liabilities (Part X, line 26)	1,773,459.	2,800,687.
22	Net assets or fund balances. Subtract line 21 from line 20	59,071,160.	70,693,922.

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

▶ CASEY CASTILLO, 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
RICHARD HOTZ		05/12/23	☐	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

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:
TO PROVIDE NUTRITIOUS FOOD TO PEOPLE IN NEED, ADVOCATE FOR THE HUNGRY, AND EDUCATE THE PUBLIC ABOUT HUNGER-RELATED ISSUES.

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 X 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 $ 50,284,710. including grants of $ 5,000.) (Revenue $ 352,129.)
THE SAN DIEGO FOOD BANK PROVIDES FOOD AND NONFOOD ITEMS TO HUNGER RELIEF CHARITIES THROUGHOUT SAN DIEGO COUNTY. NONPROFITS PROGRAM.

4b (Code:) (Expenses $ 6,276,950. including grants of $) (Revenue $)
SENIOR FOOD PROGRAM PROVIDES MONTHLY SUPPLEMENTAL FOOD PACKAGES TO INCOME-ELIGIBLE SENIOR CITIZENS AGED 60 AND OVER. COMMODITY SUPPLEMENTAL FOOD PROGRAM (CSFP).

4c (Code:) (Expenses $ 16,099,489. including grants of $) (Revenue $)
THE EMERGENCY FOOD ASSISTANCE PROGRAM (EFAP) IS A FEDERAL PROGRAM THAT PROVIDES MONTHLY EMERGENCY AND SUPPLEMENTAL FOOD PACKAGES TO INDIVIDUALS AND FAMILIES WHO MEET THE INCOME GUIDELINES SET BY THE FEDERAL GOVERNMENT.

4d Other program services (Describe on Schedule O.)
(Expenses $ 2,398,061. including grants of $) (Revenue $)

4e Total program service expenses ▶ 75,059,210.

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
A NONPROFIT ORGANIZATION
CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
A NONPROFIT ORGANIZATION

		Pages
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CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Jacobs & Cushman San Diego Food Bank

Opinion

We have audited the accompanying consolidated financial statements of Jacobs & Cushman San Diego Food Bank (a nonprofit organization) and subsidiary, which comprise the consolidated statements of financial position as of June 30, 2022 and 2021, and the related consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Jacobs & Cushman San Diego Food Bank and subsidiary as of June 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 Jacobs & Cushman San Diego Food Bank 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 consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Jacobs & Cushman San Diego Food Bank's ability to continue as a going concern within one year after the date that the combined 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 consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with 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 consolidated 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 consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the combined 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 Jacobs & Cushman San Diego Food Bank'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 combined financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Jacobs & Cushman San Diego Food Bank'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.

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An Accountancy Corporation

March 10, 2023

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2022 AND 2021

	2022	2021
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	$ 735,421	$ 1,626,105
Certificates of deposit	839,000	400,007
Investments (note 7)	35,951,088	31,938,178
Accounts receivable (note 3)	2,090,059	1,183,129
Contributions receivable (note 4)	8,175,653	57,000
Inventory (note 5)	6,922,056	8,322,582
Prepaid expenses and other current assets	748,132	171,525
	55,461,409	43,698,526
PROPERTY AND EQUIPMENT (note 6)	15,613,482	15,998,658
NONCURRENT ASSETS		
Certificates of deposit	2,331,003	1,051,007
Other assets	88,715	96,428
	2,419,718	1,147,435
TOTAL ASSETS	73,494,609	60,844,619
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	1,368,398	932,731
Accrued liabilities (note 9)	666,638	710,246
Customer advances	126,817	130,482
Deferred revenue	638,834	-
TOTAL LIABILITIES	2,800,687	1,773,459
NET ASSETS		
Without donor restrictions		
Undesignated	33,165,743	57,012,551
Board designated (note 11)	35,951,088	-
Total without donor restrictions	69,116,831	57,012,551
With donor restrictions (note 12)	1,577,091	2,058,609
TOTAL NET ASSETS	70,693,922	59,071,160
TOTAL LIABILITIES AND NET ASSETS	$ 73,494,609	$ 60,844,619

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
CONSOLIDATED STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2022

	Without donor Restrictions	With donor Restrictions	Total
REVENUES, GAINS AND OTHER SUPPORT			
Business enterprise (note 14)	$ 57,975,458	$ -	$ 57,975,458
Private donations	28,536,762	1,614,454	30,151,216
Government contracts	6,327,592	-	6,327,592
In-kind contributions	209,610	-	209,610
	93,049,422	1,614,454	94,663,876
Special events (note 15)			
Special events revenue	1,173,311	-	1,173,311
Direct benefits to donors	(197,319)	-	(197,319)
	975,992	-	975,992
NET ASSET RESTRICTION TRANSFERS			
Revenue released from restriction	2,095,972	(2,095,972)	-
TOTAL REVENUE	96,121,386	(481,518)	95,639,868
EXPENSES			
Program services:			
Government programs	23,475,122	-	23,475,122
Non-Government programs	51,584,088	-	51,584,088
Total program services	75,059,210	-	75,059,210
Supporting services:			
Management and general	1,993,631	-	1,993,631
Fundraising	3,661,396	-	3,661,396
Total supporting services	5,655,027	-	5,655,027
	80,714,237	-	80,714,237
OTHER INCOME			
Investment return	(3,306,459)	-	(3,306,459)
Other income	3,590	-	3,590
	(3,302,869)	-	(3,302,869)
CHANGE IN NET ASSETS	12,104,280	(481,518)	11,622,762
NET ASSETS, BEGINNING OF YEAR	57,012,551	2,058,609	59,071,160
NET ASSETS, END OF YEAR	$ 69,116,831	$ 1,577,091	$ 70,693,922

See accompanying notes

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
CONSOLIDATED STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2021

	Without donor Restrictions	With donor Restrictions	Total
REVENUES, GAINS AND OTHER SUPPORT			
Business enterprise (note 14)	$ 76,306,537	$ -	$ 76,306,537
Private donations	31,674,946	1,491,442	33,166,388
Government contracts	10,838,132	-	10,838,132
Inkind contributions	30,000	-	30,000
	118,849,615	1,491,442	120,341,057
Special events (note 15)			
Special events revenue	751,541	-	751,541
Direct benefits to donors	(148,314)	-	(148,314)
	603,227	-	603,227
NET ASSET RESTRICTION TRANSFERS			
Revenue released from restriction	1,968,534	(1,968,534)	-
TOTAL REVENUE	121,421,376	(477,092)	120,944,284
EXPENSES			
Program services:			
Government programs	23,853,744	-	23,853,744
Non-Government programs	72,181,219	-	72,181,219
Total program services	96,034,963	-	96,034,963
Supporting services:			
Management and general	1,007,140	-	1,007,140
Fundraising	4,651,726	-	4,651,726
Total supporting services	5,658,866	-	5,658,866
	101,693,829	-	101,693,829
OTHER INCOME			
Investment return	2,554,532	-	2,554,532
Other income	13,702	-	13,702
	2,568,234	-	2,568,234
CHANGE IN NET ASSETS	22,295,781	(477,092)	21,818,689
NET ASSETS, BEGINNING OF YEAR	34,716,770	2,535,701	37,252,471
NET ASSETS, END OF YEAR	$ 57,012,551	$ 2,058,609	$ 59,071,160

See accompanying notes

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022

	Program Services			Supporting Services			
	Government Programs	Non-Government Programs	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total
Administrative support	$ 483	$ 457	$ 940	$ 3,007	$ -	$ 3,007	$ 3,947
Bad debt expense	-	-	-	497,000	-	497,000	497,000
Bank charges	-	4,367	4,367	35,306	207,259	242,565	246,932
Contract services	122,003	131,920	253,923	275,073	328,579	603,652	857,575
Depreciation and amortization	405,252	638,579	1,043,831	85,963	98,243	184,206	1,228,037
Direct mail and marketing	150	4,378	4,528	5,170	1,918,122	1,923,292	1,927,820
Dues and subscriptions	3,878	17,988	21,866	15,456	15,202	30,658	52,524
Equipment rental	39,721	38,489	78,210	4,543	105,416	109,959	188,169
Food acquisition and distribution	20,195,488	46,405,701	66,601,189	13,045	1,141	14,186	66,615,375
Insurance	14,450	21,704	36,154	26,730	3,403	30,133	66,287
Meeting expenses	773	1,477	2,250	7,386	2,509	9,895	12,145
Miscellaneous expenses	-	30,016	30,016	200,000	-	200,000	230,016
Personnel expenses	1,932,583	2,818,142	4,750,725	761,311	857,041	1,618,352	6,369,077
Printing and mailing	24,417	27,308	51,725	3,177	76,582	79,759	131,484
Repairs and maintenance	64,275	183,220	247,495	12,830	26,419	39,249	286,744
Supplies	57,142	345,600	402,742	14,806	164,266	179,072	581,814
Telephone	13,247	30,327	43,574	11,397	2,633	14,030	57,604
Travel	14,724	14,995	29,719	1,093	22,273	23,366	53,085
Warehouse expenses	586,536	869,420	1,455,956	20,338	29,627	49,965	1,505,921
	23,475,122	51,584,088	75,059,210	1,993,631	3,858,715	5,852,346	80,911,556
Less: Direct benefits to donors at special events included in revenue	-	-	-	-	(197,319)	(197,319)	(197,319)
Total expenses included in the expense section of the statement of activities	$ 23,475,122	$ 51,584,088	$ 75,059,210	$ 1,993,631	$ 3,661,396	$5,655,027	$ 80,714,237

See accompanying notes

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021

	Program Services			Supporting Services			
	Government Programs	Non-Government Programs	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total
Administrative support	$ 56	$ 844	$ 900	$ 2,915	$ -	$ 2,915	$ 3,815
Bank charges	-	2,663	2,663	47,218	324,379	371,597	374,260
Contract services	175,844	276,563	452,407	67,391	288,879	356,270	808,677
Depreciation and amortization	366,709	573,094	939,803	82,537	88,898	171,435	1,111,238
Direct mail and marketing	-	58,703	58,703	2,210	2,649,430	2,651,640	2,710,343
Dues and subscriptions	1,824	30,214	32,038	10,262	19,599	29,861	61,899
Equipment rental	28,824	26,929	55,753	3,889	8,022	11,911	67,664
Food acquisition and distribution	20,996,458	65,721,249	86,717,707	4,137	4,702	8,839	86,726,546
Grant expense	-	1,762,516	1,762,516	-	-	-	1,762,516
Insurance	11,729	20,246	31,975	22,861	3,009	25,870	57,845
Meeting expenses	24	1,264	1,288	12,254	1,924	14,178	15,466
Personnel expenses	1,580,223	2,360,351	3,940,574	646,624	1,190,644	1,837,268	5,777,842
Printing and mailing	35,915	65,727	101,642	7,224	69,576	76,800	178,442
Repairs and maintenance	119,724	247,829	367,553	29,583	41,706	71,289	438,842
Supplies	50,503	283,093	333,596	27,740	81,336	109,076	442,672
Telephone	14,375	30,805	45,180	8,155	3,132	11,287	56,467
Travel	12,722	10,409	23,131	203	1,731	1,934	25,065
Warehouse expenses	458,814	708,720	1,167,534	31,937	23,073	55,010	1,222,544
	23,853,744	72,181,219	96,034,963	1,007,140	4,800,040	5,807,180	101,842,143
Less: Direct benefits to donors at special events included in revenue	-	-	-	-	(148,314)	(148,314)	(148,314)
Total expenses included in the expense section of the statement of activities	$ 23,853,744	$ 72,181,219	$ 96,034,963	$ 1,007,140	$ 4,651,726	$ 5,658,866	$ 101,693,829

See accompanying notes

JACOBS & CUSHMAN SAN DIEGO FOOD BANK
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2022	2021
CASH FLOWS PROVIDED BY OPERATING ACTIVITIES		
Change in net assets	$ 11,622,762	$ 21,818,689
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation expense	1,228,037	1,111,238
Gain on disposal of equipment	(3,590)	(12,502)
Net realized and unrealized investment gain	3,897,445	(2,230,042)
In-kind investment contributions	(576,889)	(557,558)
Change in contributed food inventory	560,238	(2,288,317)
Increase in allowance for contributions receivable	497,000	-
Change in operating assets and liabilities:		
Accounts receivable	(906,930)	851,210
Contributions receivable	(8,615,653)	114,522
Inventories	840,288	(1,174,292)
Prepaid expenses and other current assets	(576,607)	30,636
Other assets	7,713	(47,256)
Accounts payable	435,667	88,089
Accrued expenses	(43,608)	28,966
Customer advances	(3,665)	35,863
Deferred revenue	638,834	-
NET CASH PROVIDED BY OPERATING ACTIVITIES	9,001,042	17,769,246
CASH FLOWS USED BY INVESTING ACTIVITIES		
Cash paid for purchases of fixed assets	(867,771)	(1,935,942)
Cash paid for purchases of investments	(21,503,752)	(31,542,677)
Proceeds on sale of investments	12,451,297	14,743,283
Proceeds on sale of equipment	28,500	12,500
	(9,891,726)	(18,722,836)
NET DECREASE IN CASH	(890,684)	(953,590)
CASH, BEGINNING OF YEAR	1,626,105	2,579,695
CASH, END OF YEAR	$ 735,421	$ 1,626,105
SUPPLEMENTAL DISCLOSURES		
Interest paid	$ -	$ -
Taxes paid	$ -	$ -

See accompanying notes

NOTE 1 THE ORGANIZATION

Jacobs & Cushman San Diego Food Bank (the "Organization"), incorporated under the laws of the State of California, operates as a nonprofit public-benefit organization that provides food assistance and resources to people in need, advocates for the hungry, connects the population it serves to a range of health and human service providers, and educates the public about hunger in San Diego County. The Organization operates as a central repository and distribution point for USDA commodities and donated food. Through its own direct distributions and through a network of over 500 nonprofit hunger-relief organizations, Jacobs & Cushman San Diego Food Bank distributes approximately 43 million pounds of food annually to people in need throughout San Diego County. In November 2011, the Organization transferred the building to The Jacobs & Cushman San Diego Food Bank Building, LLC which is 100% owned by the Jacobs & Cushman San Diego Food Bank.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting – The accompanying consolidated financial statements are prepared using the accrual method of accounting in conformity with generally accepted accounting principles.

Consolidations – The accompanying consolidated financial statements include the accounts of Jacobs & Cushman San Diego Food Bank and its 100% owned subsidiary, The Jacobs & Cushman San Diego Food Bank Building, LLC. All significant intercompany transactions and accounts have been eliminated.

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

Financial statement presentation – The Organization follows the Financial Accounting Standards Board's (FASB) Financial Statements of Not-for-Profit Organizations for presentation of its financial statements which requires that net assets, support, revenue and gains, expenses and losses be classified as without donor restrictions or with donor restriction.

Net assets without restrictions – Net assets without restrictions consist 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. The Board of Directors has designated, from net assets without donor restrictions for specific purposes, see note 11.

Net assets with restrictions – Net assets with restrictions are those which are restricted by donors for specific operating purposes and are not currently available for use in the Organization's operations until commitments regarding their use have been fulfilled.

Cash – The Organization considers financial instruments with a fixed maturity date of less than three months to be cash equivalents. The Organization maintains several bank accounts with Wells Fargo, which at times may exceed the federally insured deposit limits. The Organization has not experienced any losses in such accounts and management believes it is not exposed to any significant risk on cash.

Contributions receivable – Contributions receivable consist of donor promises to give. It is the Organization's policy to charge off uncollectible contributions receivable when management determines the receivable will not be collected. All contributions receivable are short-term and therefore, no present value discounting was recorded.

Inventory – Inventory consists of food products received through government programs sponsored by the USDA (Emergency Food Assistance Program and Commodity Supplemental Food Program), purchased and donated food products. The Organization records contributed food received from the USDA based on actual food product prices provided by the corresponding USDA program. During the years ended June 30, 2022 and 2021, the USDA Emergency Food Assistance Program food product prices averaged $1.16 and $1.06 per pound, respectively, and USDA Commodity Supplemental Food Program food product prices averaged $0.92 and $0.87 per pound, respectively. All other contributed food items are valued using an average cost based on the industry standard of $1.74 per pound for the years ended June 30, 2022 and 2021. See note 14 for noncash food receipt contributions during the years ended June 30, 2022 and 2021.

Property and equipment – Property and equipment are carried at cost, or if donated, at fair value. The Organization capitalizes nonroutine improvements over $5,000. Depreciation is computed using the straight-line method of depreciation over the assets estimated useful lives of five to thirty-nine 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.

Investments – Investments in marketable securities with readily determinable fair values are valued at their fair values in the statements of financial position. Unrealized gains and losses are included in the change in net assets.

Fair value measurement – The Organization follows accounting standards which define fair value, establish a framework for measuring fair value and expand disclosures about fair value measurements for all financial assets and liabilities.

Revenue recognition – Revenue is recognized when earned, which may be when cash is received, unconditional promises made, ownership of other assets transferred, or services rendered. Gifts of cash and other assets are reported as restricted support if they are received with donor stipulations that limit the use of the donated amounts. Revenues from reimbursable expenses are recognized when all requirements are met and the Organization is entitled to the revenue. Shared maintenance fees represent amounts charged to agencies for food from the marketplace for a nominal per pound fee.

In-kind contributions - In-kind contributions are reflected as contributions at their fair value at date of donation and are reported as unrestricted support unless explicit donor stipulations specify how donated assets must be used. The Organization benefited from donated facility space which were valued at $0 and $20,000 during the years ended June 30, 2022 and 2021. These amounts have been reported as both in-kind contribution revenue and in-kind occupancy expense on the statements of activities. In addition the Organization received donated goods of $194,050 and $10,000 during the years ended June 30, 2022 and 2021. The Organization recognizes the fair value of contributed services received if such services a) create or enhance nonfinancial assets or b) require specialized skills that are

provided by individuals possessing those skills and would typically need to be purchased if not contributed. The Organization has recognized $15,560 and $0 in revenue from donated services for the years ended June 30, 2022 and 2021, respectively. The Organization receives services from a large number of volunteers who give significant amounts of their time to the Organization's programs and fundraising campaigns but which do not meet the criteria for financial statement recognition.

Concentrations – In the current period, a significant amount of food receipts and grants were provided by government contracts. It is always considered reasonably possible that benefactors, grantors or contributors might be lost in the near term.

Functional expenses – The costs of providing the various programs and other activities have been summarized on a functional basis in the consolidated statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited based on management estimates. Directly identifiable expenses are charged to program and supporting services. General operating costs across nearly all natural categories are allocated among the program and supporting services on a reasonable basis. The Organization allocates expenses using four different formulas based on the type of expense and update this allocation on a quarterly basis based on the pounds of food distributed by category. For the years ended June 30, 2022 and 2021 program expenses were 92.99% and 94.44%, management and general were 2.47% and 0.99%, and fundraising were 4.54% and 4.57%, respectively.

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 consolidated financial statements.

The Organization follows accounting standards which clarify the accounting for uncertainty in income taxes recognized in the consolidated financial statements and prescribes a recognition threshold and measurement attribute for the consolidated financial statements and 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 expected to be taken in a tax return. 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 2021, 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 812): 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 statement of financial position 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 ACCOUNTS RECEIVABLE

Accounts receivable consists of the following:

	2022	2021
Government contracts receivable	$ 2,070,035	$ 1,073,305
Marketplace food purchases	20,024	109,824
	$ 2,090,059	$ 1,183,129

Management assesses the collectability of all accounts receivable at the close of each period and records an allowance for doubtful accounts based on specific identification. Management has determined all receivables were collectible at June 30, 2022 and 2021.

Government contracts receivable relates to reimbursements under government programs that have not been received from the respective government agency. It represents the amount due through the years ended June 30, 2022 and 2021, respectively.

NOTE 4 CONTRIBUTIONS RECEIVABLE

Contributions receivable consist of the following:

	2022	2021
Bequests	$ 8,602,190	$ -
Other Contributions	70,463	57,000
	8,672,653	57,000
Allowance for doubtful accounts	(497,000)	-
	$ 8,175,653	$ 57,000

Bequests are usually received within a two-year period following the death of donor, and are typically subject to court proceedings and the probate process. Management has estimated an allowance for doubtful accounts for amounts relating to potential amounts not to be received as the trustee is finalizing the trust.

NOTE 5 INVENTORY

Inventory consists of the following:

	2022	2021
Marketplace		
Donated	$ 3,200,749	$ 3,499,876
Purchased	1,219,323	1,639,467
	4,420,072	5,139,343
CSFP government contract	1,719,112	1,626,164
EFAP government contract	782,872	1,557,075
	$ 6,922,056	$ 8,322,582

NOTE 6 PROPERTY AND EQUIPMENT

Property and equipment are summarized as follows:

	2022	2021
Building improvements	$ 8,650,829	$ 8,160,624
Building	5,578,840	5,578,840
Land	4,378,000	4,378,000
Warehouse equipment	2,782,882	2,633,029
Transportation equipment	1,850,276	1,967,367
Furniture and office equipment	654,983	637,831
Leasehold Improvements	94,309	7,611
	23,990,119	23,363,302
Accumulated depreciation	(8,560,505)	(7,453,208)
	15,429,614	15,910,094
Construction in progress	183,868	88,564
	$ 15,613,482	$ 15,998,658

Depreciation expense was $1,228,037 and $1,111,238 for the years ended June 30, 2022 and 2021, respectively.

Construction in progress at June 30, 2022 related to a walk-in cooler replacement at the north county facility. The total cost was approximately $184,000 and was completed in October 2022.

Construction in progress at June 30, 2021 related to the storefront project. The total cost was approximately $230,000 and was completed in October 2021.

NOTE 7 INVESTMENTS

The Organization invests funds in a professionally managed portfolio that may include various types of fixed income investments. Some of these investments are exposed to various risks, such as fluctuations in market value, interest rate, or credit risk. Therefore, the Organization's investments may be subject to significant fluctuations in fair value. As a result, the investment balances reported in the accompanying financial statements may not be reflective of the portfolio's value during subsequent periods.

Investments recorded at cost included certificates of deposit. Investments carried at cost are not required to be classified in one of the levels prescribed by the fair value hierarchy.

Cost and fair value of available-for-sale securities are as follows:

	2022	
	Cost	Fair Value
Corporate stocks	$ 27,770,493	$ 26,797,750
Mutual funds	1,795,952	1,770,859
Corporate bonds	7,546,935	7,176,463
Foreign bonds	209,478	206,016
	$ 37,322,858	$ 35,951,088

	2021	
	Cost	Fair Value
Corporate stocks	$ 20,439,469	$ 23,288,039
Mutual funds	7,512,789	7,515,122
Corporate bonds	1,043,528	1,032,537
Foreign bonds	103,645	102,480
	$ 29,099,431	$ 31,938,178

Investment income is included in other income on the consolidated statements of activities and consists of the following:

	2022	2021
Interest and dividends	$ 590,986	$ 324,490
Realized losses	$ (2,123)	$ (49,673)
Unrealized (losses)/gains	$ (3,895,322)	$ 2,279,715

The Board of Directors has designated 100% of the total investment balance for specific purposes, see note 11.

NOTE 8 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.

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 are classified below in one of three categories described above. The table below presents the balances of assets measured at fair value on a recurring basis.

	Level 1	Level 2	Level 3	Total
Assets				
Investments				
Corporate stocks	$ 26,797,750	$ -	$ -	$ 26,797,750
Mutual funds	1,770,859	-	-	1,770,859
Corporate bonds	7,176,463	-	-	7,176,463
Foreign bonds	206,016	-	-	206,016
	$ 35,951,088	$ -	$ -	$ 35,951,088

Financial assets and liabilities carried at fair value at June 30, 2021 are classified below in one of three categories described above. The table below presents the balances of assets measured at fair value on a recurring basis.

	Level 1	Level 2	Level 3	Total
Assets				
Investments				
Corporate stocks	$ 23,288,039	$ -	$ -	$ 23,288,039
Mutual funds	7,515,122	-	-	7,515,122
Corporate bonds	1,032,537	-	-	1,032,537
Foreign bonds	102,480	-	-	102,480
	$ 31,938,178	$ -	$ -	$ 31,938,178

The tables above exclude investments in certificates of deposits which are accounted for on the cost basis of $3,170,003 and $1,451,014 at June 30, 2022 and 2021, respectively, which are not subject to ASC 820.

The investments in corporate stocks and mutual funds are valued at market prices in active markets and are classified as level 1.

NOTE 9 ACCRUED LIABILITIES

Accrued liabilities consist of the following:

	2022	2021
Accrued payroll	$ 167,700	$ 435,101
Accrued vacation	279,950	275,145
Other accrued expenses	218,988	-
	$ 666,638	$ 710,246

NOTE 10 LINE OF CREDIT

In April 2021, the Organization entered into a revolving credit line against one of their brokerage accounts. The loanable value is based on each class of eligible securities. The Organization has not drawn upon the line of credit as of June 30, 2022. The line of credit does not have a maturity date and bears a variable interest rate equal to the WSJ prime rate minus 2.00% (2.75% and 1.25% at June 30, 2022 and 2021, respectively). The line of credit is secured by the Organization's investment account and balances are repayable on demand.

The Organization has a $1,000,000 line of credit with Wells Fargo. The Organization has not drawn upon the line of credit as of June 30, 2022 and 2021. The line has a maturity date of July 15, 2023 and bears interest at the Wells Fargo prime rate plus 0.25% as of June 30, 2022 and 2021 (5.00% and 3.50% at June 30, 2022 and June 30, 2021) with a 5% and 4% floor, respectively. The line of credit is secured by the Organization's inventory and accounts receivable.

NOTE 11 BOARD DESIGNATED NET ASSETS

Net assets designated by the board of directors consists of the following at June 30:

	2022
Food purchases	$ 13,951,088
Reserves and covid - disaster recovery	12,000,000
Building acquisition	10,000,000
Total board designated funds	$ 35,951,088

There were no board designated net assets at June 30, 2021.

NOTE 12 NET ASSETS WITH DONOR RESTRICTIONS

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 donors during the years ended June 30 are as follows:

	2022	2021
Satisfaction of purpose restrictions:		
Backpack	$ 866,705	$ 828,755
Farm to family	231,640	283,900
FEED	204,735	-
Hunger Is	173,439	162,666
Diaper bank	113,481	178,853
College hunger relief & grab-n-go pantries	100,339	214,597
Supervisor grants	100,000	26,675
USO	99,383	-
CalFresh	97,024	-
Operation gobble	53,852	61,678
Gift card grants	25,165	25,016
Food boxes	15,745	-
Solar	14,464	-
Nourishing neighbors	-	87,444
Pantries	-	40,000
NBCUniversal	-	38,950
Van	-	20,000
	$ 2,095,972	$ 1,968,534

Net assets with donor restrictions consist of the following at June 30:

	2022	2021
Subject to expenditure for specified purpose:		
Backpack program	$ 978,785	$ 1,513,430
FEED	177,803	-
Gift card grant	149,819	149,984
CalFresh	108,532	60,556
Solar	86,681	101,145
College hunger relief & grab-n-go pantries	50,471	97,810
Supervisor grants	25,000	100,000
USO	-	25,000
Diaper bank	-	10,684
	$ 1,577,091	$ 2,058,609

NOTE 13 LIQUIDITY AND AVAILABILITY OF RESOURCES

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 or donor-imposed restrictions within one year of the balance sheet date.

Financial assets at year-end:		
Cash and cash equivalents	$ 735,421	$ 1,626,105
Accounts receivable	2,090,059	1,183,129
Contributions receivable	8,175,653	57,000
Certificates of deposit	3,170,003	1,451,014
Investments	35,951,088	31,938,178
	$ 50,122,224	$ 36,255,426
Less:		
Board designated funds unavailable for general expenditure	35,951,088	-
Donor imposed restrictions making financial assets unavailable for general expenditure	1,577,091	2,058,609
	37,528,179	2,058,609
Financial assets available to meet general expenditure within one year	$ 12,594,045	$ 34,196,817

The Organization is partially supported by restricted contributions. Due to donor restrictions requiring 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. In addition, the Organization sets aside cash in excess of daily requirements

in its reserve and investment accounts. In the event of an unanticipated liquidity need, the Organization also could draw upon its lines of credit (see note 10). The Organization also owns the building it operates in San Diego, CA debt free that it could borrow against if necessary.

NOTE 14 BUSINESS ENTERPRISE

Business enterprise revenue consists of the following:

	2022	2021
Non-cash food receipt contributions		
Donated	$ 39,445,850	$ 54,856,235
Government - EFAP	13,162,453	15,663,500
Government - CSFP	4,933,685	5,333,923
	57,541,988	75,853,658
Shared maintenance fees	352,129	428,843
Recycling and energy rebate	81,341	24,036
	$ 57,975,458	$ 76,306,537

NOTE 15 SPECIAL EVENTS

Special event revenues and expenses are directly related to several events including galas, blues festival and golf tournaments and consist of the following for the years ended June 30:

	2022	2021
Revenue		
Sponsorship	$ 660,793	$ 429,225
Donations	177,896	196,644
Ticket sales	173,319	112,872
Merchandise and auctions proceeds	118,101	12,800
Food and beverage	43,202	-
	1,173,311	751,541
Expenses:		
Direct benefits to donors	197,319	148,314
Other expenses	489,102	208,162
	686,421	356,476
Total net income	$ 486,890	$ 395,065

Special events expenses are included in the consolidated statements of functional expenses as follows:

	2022	2021
Contract services	$ 249,266	$ 172,066
Supplies	156,890	63,876
Equipment rental	100,224	6,765
Direct mail and marketing	87,804	87,337
Other fundraising accounts	70,198	20,354
Printing and mailing	22,039	6,078
	$ 686,421	$ 356,476

NOTE 16 RETIREMENT PLAN

The Organization sponsors a 403(b) plan which covers all eligible employees. The Organization makes a matching contribution equal to the lesser of 200% of the employee contribution or 3% of the employee's compensation. The Organization's contribution to the 403(b) for the years ended June 30, 2022 and 2021 was $190,639 and $160,452, respectively.

NOTE 17 COMMITMENTS

The Organization leases equipment, trucks and facilities under operating leases that expire between February 2022 and October 2025. Minimum future payments under non-cancelable operating lease having remaining terms in excess of one year for the years ended June 30 are as follows:

2023	$ 801,450
2024	816,008
2025	833,736
2026	277,523
	$ 2,728,717

Equipment and facility lease expense under these leases for the years ended June 30, 2022 and 2021 were approximately $980,000 and $743,000, respectively.

In addition, one of the leases includes costs for common area operating expenses at 66.19% of costs. For the years ended June 30, 2022 and 2021 these costs were approximately $72,000 and $0, respectively.

NOTE 18 RELATED PARTY TRANSACTIONS

The former President of the Organization was also a board member of the Board of California Association of Food Banks ("Association") during the year ended June 30, 2021. The Organization purchases food from the Association for various programs. For the year ended June 30, 2021, the Organization paid $1,573,831 to the Association for food purchases. In addition, the Organization paid $23,837 in annual membership dues for the year ended June 30, 2021. At June 30, 2021, the

Organization owed the Association $161,206 and is included in accounts payable on the statement of financial position.

The Association is also the pass-through agency for the SNAP program. For the year ended June 30, 2021, the Organization was reimbursed $51,222 through the SNAP program. At June 30, 2021, the Organization had amounts due from the Association of $13,191 and is included in accounts receivable on the statement of financial position.

NOTE 19 LITIGATION

The Organization is subject to lawsuits and claims, which arise out of the normal course of business. The Organization is subject to a former employee dispute. Management believes that this will be settled in 2023 and estimates the contingency at $200,000. This contingency has been included in accrued liabilities on the balance sheet at June 30, 2022 and in miscellaneous expenses on the consolidated statement of functional expenses for the year ended June 30, 2022. In the opinion of management, based upon the opinions of legal counsel, management is unaware of additional lawsuits and claims.

NOTE 20 SUBSEQUENT EVENT

Management has evaluated subsequent events through March 10, 2023, the date the financial statements were available to be issued. There were no material subsequent events which affected the amounts or disclosures in the consolidated financial statements.

September 28, 2023

Dear San Marcos Community Foundation Friends,

This letter is to verify that the Kids for Peace Board of Directors wholeheartedly and enthusiastically supports the submission of a grant to support The Great Kindness Challenge. We would be honored to have your support.

Thank you kindly for your thoughtful consideration!

Respectfully,

Jackie Papazian Brown
President – Kids for Peace Board of Directors

Title

Kids for Peace, Inc. - The Great Kindness Challenge Serving All SMUSD Schools

09/28/2023

id. 44218708

by **Jill McManigal** in **San Marcos Community Foundation**
on behalf of **Kids for Peace Inc**

jill@kidsforpeaceglobal.org

Original Submission

09/28/2023

	General Project Information
Please enter your organization's name and project name.	Kids for Peace, Inc. - The Great Kindness Challenge Serving All SMUSD Schools
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	The Great Kindness Challenge Serving All SMUSD Schools
Project Start Date	1/8/2024
Project End Date	6/21/2024
Date by Which Funds Will Be Expended:	6/3/2024
Total Number of People Served by this Project	11106.0
Total Number of People Served by this Project in San Marcos Only	11106.0
Grant Amount Requested	8250.0
	Organization Details
Organization Name	Kids for Peace, Inc.
Organization Street Address	1302 Pine Avenue
Organization City	Carlsbad
Organization State	California
Organization Zip Code	92008
Organization Website	www.idsforpeaceglobalorg

Organization's EIN	26-1564351 200 Kids for Peace, Inc. e6ead985-fed2-4074-bac8-3405a2da8ec3 1302 Pine Avenue Carlsbad CA 92008 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-09-18T00:00:00 2023-09-25T00:00:00 501(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) 2023-09-18T00:00:00 2009 04
	Contact Information
Contact First Name	Jill
Contact Last Name	McManigal
Contact Title	Co-founder & Executive Director
Contact Phone	+17608460608
Contact Email	jill@kidsforpeaceglobal.org
	Project Details
Briefly describe your request for funds.	Kindness has the power to uplift, heal and unite. Kindness is a necessity, not just a nicety. It must be taught, practiced and remain intentional. Kindness stands as a potent remedy for many of the societal challenges we encounter today. Whether we're mitigating the detrimental impacts of the recent pandemic or tackling the widespread issue of loneliness and anxiety among our youth, cultivating a culture grounded in kindness, compassion, and interpersonal connections is more crucial than ever. With our yearly, expansive, well-organized and immersive kindness week, we enhance students' social and emotional well-being while fostering avenues for meaningful connections. We are instilling hope and spreading joy throughout schools and communities. We humbly ask the SMCF to support The Great Kindness Challenge implemented at 19 San Marcos schools. Our goals for the 13th Annual Great Kindness Challenge: • Provide GKC checklists to students in 19 SM schools • Provide a bundle of needed supplies to each SM school ensuring a successful GKC week • Distribute GKC – Family Edition checklists to SM families through schools and public libraries • Facilitate volunteer opportunities for San Marcos Kindness Certified Companies at local schools • Host a post event celebration at City Council with all 19 schools

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	San Marcos Unified School District is one of our *Kindness Certified School Districts* and has enthusiastically participated in The Great Kindness Challenge for the past decade. To date, there are 19 San Marcos schools with 11,106 students who have accepted the challenge and worked to create a culture of kindness, unity and respect on their campus and beyond. We anticipate serving all 19,767 students in SMUSD's 19 schools. Through the years, we have supported the San Marcos Unified School District with our online tools and training, but now we would like to magnify our support by offering additional tools, materials and incentives for their students and staff. With this enhanced support, The Great Kindness Challenge can have an even greater impact and help uplift our students and schools. Additionally, in 2022, the San Marcos Chamber of Commerce joined our kindness movement and became a Kindness Certified Chamber with 10 San Marcos businesses leading with kindness. Through this grant, we will facilitate volunteer opportunities for local businesses to serve at their local schools during The Great Kindness Challenge week. Together, we will help the entire San Marcos community join together and demonstrate that KINDNESS MATTERS!
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.	Yes, collaboration is key! In San Marcos, we collaborate with the San Marcos Unified School District, the San Marcos Chamber of Commerce and we partner with the CA Dept. of Ed, to name a few.
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, we have not previously 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.	Kids for Peace is a youth empowerment organization based in Carlsbad, CA. Founded in 2006 by a mom and a high school student, Kids for Peace has grown from a backyard club of caring kids into a worldwide movement of over 19 million passionate & empowered young people. Our Mission: We are building a worldwide community of kind, compassionate and empowered young people. We fulfill our important mission thru our 5 programs: The Peace Pledge Program, The Great Kindness Challenge, Care for Our Earth, Global Friends & Community Builders. Our Peace Pledge Program is implemented by KfP chapters made of youth from all backgrounds & demographics. Kids meet regularly to put the words of our Peace Pledge into action in ways that are personally meaningful & culturally relevant. Our PEACE PLEDGE I pledge to use my words to speak in a kind way. I pledge to help others as I go throughout my day. I pledge to care for our earth with my healing heart and hands. I pledge to respect people in each and every land. I pledge to join together as we unite the big and small. I pledge to do my part to create peace for one and all. The Great Kindness Challenge is a positive & proactive SEL-focused kindness program

implemented in schools, at home and in businesses. We launched the program with three Carlsbad schools in 2012 and in 2023, 39,068 schools with 19,367,024 students in all 50 states participated in The GKC. This phenomenal growth happened mostly due to word of mouth because this program is highly impactful and educators love to share programs that work with other educators. We also have the full endorsement and support of the San Diego County Office of Education and the California Department of Education which has catapulted our reach and impact.

Care for Our Earth is an environmental stewardship program where kids put the 3rd line of our Peace Pledge into action. From cleanups, recycling & composting to awareness campaigns & educational endeavors, our youth do all they can to help our hurting planet.

Global Friends provides youth opportunities to make friends around the world & support them in times of need.

Community Builders empowers youth to serve & support their local community.

We're a humble nonprofit doing mighty work! We operate with 3 staff members, 3 contractors, 4 college interns, a dedicated board of directors & over 70,000 adult volunteers.

With optimism & tenacity, we joyfully work to implement our mission & vision. Together we are uplifting our world through love & action!

MILESTONE ACHIEVEMENTS

Besides the previously mentioned Great Kindness Challenge numbers, we have several other notable achievements including:

1. We launched a 50 lesson kindness classroom curriculum thanks to a grant from the County of San Diego, K-12 Community Grant Program. To date 5619 schools use this curriculum.
2. Through our Kind Coins campaigns, youth have raised money to build schools in Kenya and Pakistan, a health clinic in Liberia, playgrounds in Puerto Rico and provide laptops for more than 100 students in Peru.
3. We went on a cross-country Kindness Matters Bus Tour in a renovated bus, doing acts of kindness from coast to coast.
4. We've presented our Peace Pledge on the House Floor of Congress, at the United Nations and at the US Institute of Peace.
5. We've received several awards including Carlsbad Chamber's Nonprofit of the Year, Rotary's Peacemaker Award, CISV's Founder's Award, and many more.
6. We've received lots of media attention both locally and nationally, including a weeklong feature on Good Morning America.

TESTIMONIALS ABOUT THE GREAT KINDNESS CHALLENGE

"I extend my sincerest gratitude to school staff statewide for all that you give to our California students, especially for ensuring safe school environments and for promoting social-emotional wellness. I encourage all California schools to participate in The Great Kindness Challenge. Let's start the new year with kindness, knowing it has the power to create a safe and positive school environment. Your kindness matters."

-Tony Thurmond, California State Superintendent in a letter to all California public schools

"I think that every school in America should participate in The Great Kindness Challenge. It not only helps to elevate the school climate, it's a highly effective tool in engaging all students, staff and community members. So simple, so powerful."

-Garry Grotke, 2013 California Elementary Principal of the Year

"The Great Kindness Challenge provided an opportunity for our students to care for each other in ways that went above and beyond their normal interactions. As a result, we noticed a real impact on the school's culture with a decrease in bullying and an increase in compassion, unity and respect."

- Chad Lund, Elementary School Principal

"Our campus is seeing some radical change. Smiles, thoughtfulness, and a much more positive attitude can be seen around the Cottonwood Canyon Elementary campus. Thank you for coordinating this amazing event."

-Shelley Carlisle, teacher

"Not only were there more smiles on campus, there were also zero behavioral referrals to my office during the Great Kindness Challenge week. I believe in all my years as an administrator that has never before happened. True success!"

- Rita Powell, Elementary School Principal

THANK YOU FOR TAKING THE TIME TO REVIEW OUR APPLICATION. WE ARE VERY GRATEFUL. YOUR KINDNESS MATTERS!

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

The_2023_Great_Kindness_Challenge_Week_-_Endorsement_Letter_CA_Dept_of_Education.pdf

Kids_for_Peace_Media_Coverage.docx

Please upload the annual operating budget for your organization.

2023_2024_Approved_Budget.pdf

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

Audited_Financials_Statement_Kids_for_Peace.pdf

Please attach the first two pages of your Federal 990.

K4P_2021-22_Tax_Returns_PUBLIC_DISCLOSURE_2Pages.pdf

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

Kids_for_Peace_San_Marco_Community_Foundation_Grant_Endorsement_Letter_Jackie_Papazian.pdf

	Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total	9415.0
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?	The funds are for supplies to be used in the SMUSD. The GKC checklists are essential & the pencils are incentives to encourage kids. If we don’t get the full grant, we can adapt the level of support.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Great Kindness Challenge Checklist Printing - School & Family Edition	*$2,350.00*	*30,000 checklists*
Kindness Matters Pencils	2840	10,000 pencils for incentives
Kindness Matters Canvas Bags	300	100 bags for supplies
Great Kindness Challenge Banners	$1,425.00	19 banners - 1 for each school
Staff - Training & Support	$2,500.00	Program Dir. & ED
Total budget for this PROJECT:	9415	

Kids for Peace

Organizational Budget for July 2023 through June 2024

Expenses	2023/2024 Projected Yearly Expenses	Income	2023/2024 Projected Yearly Income
Personnel		**Donations**	
Executive Director	**77,025**	Individual Donations	**53,000**
Programs Director	**74,055**	Board Donations	**7,500**
Peace Pledge Director (part-time)	**37,772**	Business Donations	**10,000**
Payroll taxes and fees & Workers Comp Insurance	**15,218**	Sponsorships	**105,000**
Kindness Certified Company Director	**6,720**	Kindness Certified Company Fees	**22,500**
Social Media Specialist - Consultant	**0**	GKC Green Edition Sponsorship	**20,000**
Accountant for 990 - Consultant	**1,700**	**Grants**	**100,000**
Bookkeeper - Consultant	**7,000**	**Fundraising Events**	
Health Insurance	**12,336**	Peace Hero	**250,000**
New retirement plan	**6,000**	Board Member Give or Get Events	**15,000**
Operations & Fundraising		Pacific Coast Spirits Speakeasy	**65,000**
Storage	**6,000**	**Merchandise Sales**	**35,000**
Insurance (general & D&O)	**1,200**	**Domestic Chapter Income**	**10,000**
Postage/Shipping	**3,500**	**Misc. Revenue (shipping)**	**2,000**
Legal	**2,500**	**Kenya Volunteer Tour**	**37,500**
State Registration Fees	**500**	**In Kind Donations**	**5,000**
Systems Infrastructure	**17,000**		
IT Infrastructure Overhaul	**20,000**		
KfP Marketing/Outreach	**7,450**		
Office Expenses	**750**		
Fundraising Expenses	**102,000**		
Advisory Council Recruitment & Gifts	**1,000**		
Travel & Meals	**500**		
Electronics	**200**		
Internet, Phone, Utilities	**2,400**		
Bank Service Charges & Fees	**4,000**		
Programs & Events			
The Peace Pledge Program	**900**		
Kids for Peace School of Kenya Volunteer Tour	**30,000**		
The Great Kindness Challenge Program			
GKC Checklists Printing	**1,200**		
GKC Kick Off (Create Kindness Fair)	**4,000**		
GKC Kick Off Video	**750**		
Kind Coins for Mexico (2nd payment)	**40,000**		
Kind Coins For Our Earth	**10,000**		
GKC Merchandise	**10,000**		
KCC Certification Fee Donation	**1,500**		
KCC Seals & Certificates	**500**		
Domestic Chapter Expenses	**10,000**		
Projected Expenses	**515,676**	**Projected Income**	**737,500**

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Ooly	$50,000	C -But for all 39K schools
Additional Funding Source 2	Nordson	10000	P -But for all 39K schools
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			

PUBLIC DISCLOSURE

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.

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 7/01 , 2021, and ending 6/30 , 20 2022

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

C
Kids for Peace
1302 Pine Ave.
Carlsbad, CA 92008

D Employer identification number
26-1564351

E Telephone number
760-730-3320

G Gross receipts $ 367,556.

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: ► www.kidsforpeaceglobal.org

H(c) Group exemption number ►

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ► **L** Year of formation: 2007 **M** State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: We are building a worldwide community of kind, compassionate and empowered young people. Our five programs are: The Peace Pledge Program, The Great Kindness Challenge, Care for Our Earth, Community Builders and Global Friends.

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	14
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	13
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	3
6	Total number of volunteers (estimate if necessary)	6	74,000
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

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	201,073.	334,705.
9	Program service revenue (Part VIII, line 2g)	1,302.	1,080.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	314.	
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	11,324.	7,468.
12	Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12)	214,013.	343,253.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	10,000.	107,124.
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)	184,948.	175,823.
16a	Professional fundraising fees (Part IX, column (A), line 11e)		
b	Total fundraising expenses (Part IX, column (D), line 25) ► 17,229.		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	85,999.	79,754.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	280,947.	362,701.
19	Revenue less expenses. Subtract line 18 from line 12	-66,934.	-19,448.

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	56,131.	95,938.
21	Total liabilities (Part X, line 26)	63,264.	120,799.
22	Net assets or fund balances. Subtract line 21 from line 20	-7,133.	-24,861.

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

Jill McManigal — Executive Director
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
Erin Sacco Pineda	Erin Sacco Pineda			P01551072

Firm's name ► ESP Accounting
Firm's address ► 1286 University Ave. #428, San Diego, CA 92103
Firm's EIN ► 90-1074514
Phone no. 619-432-2459

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

PUBLIC DISCLOSURE

Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission:

We are building a worldwide community of kind, compassionate and empowered young people. Our five programs are: The Peace Pledge Program, The Great Kindness Challenge, Care for Our Earth, Community Builders and Global Friends.

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 $ 190,375. including grants of $ 107,124.) (Revenue $ 1,080.)

During our 11th annual Great Kindness Challenge, we engaged 16,810,592 students in 33,256 schools who accomplished over half a billion acts of kindness. We launched a new virtual edition, providing resources and support for schools who were learning online due to the pandemic. To bring hope and unity during these trying times, we mobilized youth from all 50 states to create Linked by Love, the world's longest recycled paperchain. This 18 mile masterPEACE will live on forever to remind us that we are all linked by love and kindness indeed has the power to unite us all.

4b (Code:) (Expenses $ 100,927. including grants of $) (Revenue $)

Through our chapter-based Peace Pledge Program, young people actively engage in socially conscious leadership, community service, arts, environmental stewardship and global friendships. Each chapter, made of boys and girls of all demographics and backgrounds, puts our Peace Pledge into action in ways that are personally meaningful and culturally relevant. Since 2007, Kids for Peace has launched over 550 interconnected chapters around the world. These trailblazing kids are changing the world for good!

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 ► 291,302.

Audited Financials

We do not have audited financials.

Because our income is under $500K, we are not obligated to have our financials audited. We hope this will not prevent us from receiving your support.

Thank you!!

Kids for Peace Media

We've been featured in USA Today, Good Housekeeping, Family Fun, San Diego Union Tribune, Women's Day, The Huffington Post, Edutopia, Carlsbad Magazine, San Diego Family Magazine, Coast News & so many more!

Please check out our extensive media coverage on our Great Kindness Challenge website.

https://thegreatkindnesschallenge.com/press

This 2017 media reel captures the joy and the impact of The Great Kindness Challenge.

https://www.youtube.com/watch?v=9VN7kFumW7c

The Good Morning America Kickoff Segment

https://www.youtube.com/watch?v=uQ4AFb317ic&t=2s

Launching Our Kindness Matters Bus Tour on GMA

https://www.youtube.com/watch?v=mVaJRSkyLX8

CBS 8 San Diego

https://www.youtube.com/watch?v=T2eF6kKbIR4

California Department of Education
Official Letter

December 14, 2022

Dear County and District Superintendents, Charter School Administrators, and Principals:

The Great Kindness Challenge Week: January 23–27, 2023

The California Department of Education (CDE), in partnership with The Great Kindness Challenge® (GKC), encourages all teachers, staff, students, and families of California schools to participate in the GKC, **January 23–27, 2023**.

As the State Superintendent of Public Instruction and as a part of my Transforming Schools Initiative, I am committed to sharing resources that can support you in helping our students to heal, recover, and thrive in post-pandemic education; the GKC is one of these resources. The GKC is a global campaign that promotes kindness, social-emotional health, and bullying prevention in pre-kindergarten through grade twelve. The GKC provides many **free** resources to support California's students and educators. Two notable resources being offered this school year are:

- **The GKC Checklist and Toolkit.** During this powerful, unifying, and uplifting week, students are challenged to complete as many acts of kindness as possible using customizable checklists. The GKC gives every student an opportunity to model kindness and develop key social-emotional skills that are vital for school, work, and life success. PDFs of sample GKC checklists are available at https://thegreatkindnesschallenge.com/wp-content/uploads/2022/09/Checklist-Preview-Page_2022-2023.pdf.

- **The new GKC Classroom Curriculum** to use year-round. This multi-week kindness program for grades one through eight features a new classroom kindness checklist and 50 corresponding kindness lessons. The lessons are designed to support social-emotional learning and provide opportunities for interaction and reflection—but also fun! Lessons include kindness quotes, interesting facts, physical energizers, and activities to improve students' well-being and inspire them to extend kindness out into the world. For access to the GKC Classroom Curriculum, visit the GKC

Classroom Curriculum Tools web page at https://www.greatkindnesschallengeclassroom.org/.

If you participated in the GKC challenge last year, you were among great company. More than 4.5 million California students participated, representing 7,389 schools across 50 school districts and sharing over 230 million acts of kindness! I am so proud of your efforts to nurture the transformative powers of kindness among our schools and students.

Anytime is a good time to spread kindness. I encourage all California schools to participate in the GKC from January 23–27, 2023, and beyond. Sign up for free and get all the tools you need for a successful GKC on the GKC website at https://thegreatkindnesschallenge.com.

Thank you for all that you do to create a safe and positive school environment for our students. Your kindness matters.

Sincerely,

Tony Thurmond
State Superintendent of Public Instruction

TT:dr

Last Reviewed: Wednesday, December 14, 2022

health inside. Welcome in.
truecare™

September 26, 2023

San Marcos Community Foundation
1 Civic Center Dr.
San Marcos, CA 92069

Dear San Marcos Community Foundation (SMCF),

On behalf of North County Health Project, Inc., d.b.a. TrueCare, I am pleased to extend executive leadership support for grant funding request for a prenatal Non-Stress Test (NST) fetal monitor. The monitor will be used at our San Marcos Health Center to monitor fetal well-being before the onset of labor. The non-invasive assessment tool is used for baseline fetal heart rate and antepartum fetal surveillance.

For the last 51 years, TrueCare has dedicated its efforts to achieving whole-person, patient-centered care to further its mission "to improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable, and culturally sensitive." In alignment with, and as previous awardees of SMCF, TrueCare's leadership has fully embraced this opportunity to continue to support the health and wellness of our vulnerable community members.

We thank you for the opportunity to apply for the equipment needed to care for infants in San Marcos. We look forward to working together.

Sincerely,

Michelle D. Gonzalez, MPA
President & CEO

RECOGNIZED NCQA PATIENT-CENTERED MEDICAL HOME

Corporate Office: 150 Valpreda Road, San Marcos, CA 92069 | T (760) 736-6700 | F (760) 736-6753
Patient Navigation Center: T (760) 736-6767 | F (760) 566-1501 | **Website:** truecare.org

Title

North County Health Project, Inc., d.b.a. TrueCare - Fetal Heart Monitoring with NST – San Marcos Infant and Maternal Care

09/27/2023

id. 44202250

by **Kjerstie Bourne** in **San Marcos Community Foundation**

kjerstie.bourne@TrueCare.org

Original Submission

09/27/2023

	General Project Information
Please enter your organization's name and project name.	North County Health Project, Inc., d.b.a. TrueCare - Fetal Heart Monitoring with NST – San Marcos Infant and Maternal Care
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Fetal Heart Monitoring with NST – San Marcos Infant and Maternal Care
Project Start Date	11/15/2023
Project End Date	9/15/2024
Date by Which Funds Will Be Expended:	8/15/2024
Total Number of People Served by this Project	1257.0
Total Number of People Served by this Project in San Marcos Only	300.0
Grant Amount Requested	6095.0
	Organization Details
Organization Name	North County Health Project, Inc., d.b.a. TrueCare

Organization Street Address	150 Valpreda Road
Organization City	San Marcos
Organization State	CA
Organization Zip Code	92069
Organization Website	https://truecare.org/
Organization's EIN	92-9847102 400 false false
	Contact Information
Contact First Name	Kjerstie
Contact Last Name	Bourne
Contact Title	Grant Writer
Contact Phone	+17608068932
Contact Email	kjerstie.bourne@TrueCare.org
	Project Details
Briefly describe your request for funds.	Every pregnancy is a unique experience, with Mothers and Infants benefiting from prenatal care. A Fetal Non-Stress test (NST) is a non-invasive test that does not bother the baby and can take place in a healthcare provider's office. A normal NST shows that the baby is doing well. A doctor orders an NST test to check a baby's health in many scenarios, including low or high amniotic fluid, when a mother has medical conditions like diabetes, high blood pressure, heart disease, or complicated pregnancy history. A doctor might also order an NST test if a pregnant mother has experienced a motor vehicle crash, a fall, or domestic violence. The doctor may suggest further testing if the NST test results are unusual. Each piece of medical equipment has a life expectancy or shelf life, and this is the term or period during which a device or accessory remains suitable for the intended use. The electronic fetal monitor used for the NST is suitable for eight years. The NST equipment at TrueCare's San Marcos site is at the end of its usable equipment life cycle and needs funding to be replaced. TrueCare seeks funding from SMCF for a replacement NST.

Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	TrueCare directly serves the San Marcos community by providing quality integrated whole-person care regardless of insurance status or ability to pay for services. Equitable access to personalized, care-forward, pro-health solutions improve the quality of life for all San Marcos residents by reducing hospital ER wait times and decreasing days employees are absent from work for health-related reasons. Overuse of emergency departments for nonurgent matters takes treatment and attention away from patients who are in critical condition and need emergency care and strains hospital resources. Funding for the NST machine at TrueCare's San Marcos Health Site will directly impact traditionally underserved women seeking maternal care services, who are predominantly below the 200% poverty threshold and come from demographics that are vulnerable to the social determinants of health (SDoH) affecting their access to care. At our San Marcos health center, 71.14% of our patients are living below the 200% poverty level, 68.5% have public insurance, and 23.73% are uninsured. TrueCare serves 310 prenatal patients annually at our San Marcos service site.
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.	TrueCare collaborates with community partners such as One Safe Place, Palomar Health, WIC, the Black Infant Health Program, Feeding San Diego, and over 120 others.
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 2019, a diabetic retinopathy camera was purchased thanks to SMCF. In 2021, we were provided funding for a Schick Dental HD x-ray Sensor. In 2022, TrueCare was funded for Uncompensated Care.
Please provide a detailed narrative of your organization's mission and impact to the community. Include details such	TrueCare was founded in 1971, and for 52 years, we have been an integrated care partner serving the North San Diego community. TrueCare is a trusted resource for low-income and culturally diverse patients, and we deliver whole-person, trauma-informed care to all, regardless of their ability to pay or insurance status. The holistic and comprehensive care provided enables our neighbors to accomplish proactive health solutions while

as strategic objectives, milestone achievements, and testimonials.

reducing costly hospital visits that cause a strain on our local resources. TrueCare delivers culturally and linguistically appropriate complex care coordination for approximately 60,000 patients annually at 15 state-of-the-art health centers and three mobile medical/dental units.

TrueCare serves all ages, from infant care to older adult care, 31% of patients are children (0-17), 60.9% are adults (18-64), and 8.1% are seniors (65+). TrueCare patients are predominately low-income (94.1% below 200% federal poverty level (FPL) and 61.6% at or below 100% FPL), uninsured (20.5%), and underserved. TrueCare understands that health and wellness issues do not exist in isolation and treats the whole person. As a Level 3 Patient-Centered Medical Home, we are ready partners that innovative protective care pathways by amplifying community voices and connecting the specific needs of our historically underserved neighbors with life-changing community solutions.

TrueCare's mission is "to improve the health status of our diverse communities by providing quality healthcare that is comprehensive, affordable, and culturally sensitive." We offer a full range of services, including, dental care, primary care, behavioral health, pediatric care, women's health, QuickCare, older adult health, pharmacy, chiropractic care, acupuncture, and virtual health. We offer programs and resources for our patients, including WIC, mobile health units, Uber Health transportation to appointments, interpreter services, health insurance assistance, CalFresh, and HIV/AIDS case management. Whole-person and patient-centered care is achieved by innovative protective care pathways and linking individual needs with aligned community wrap-around services. Our vision is to be "the premier health care provider for diverse communities in San Diego County and the Inland Empire, characterized by an exceptional patient experience, comprehensive and integrated services, and innovative approaches to clinical care, patient service, and business operations".

TrueCare's 2022-2024 strategic plan objectives are to transform how we deliver patient-centered care, expand to deliver access and meet community needs, connect to and impact the communities we serve, and promote an internal culture that is patient-centric and embraces innovation, balance, and inclusion.

TrueCare has had many milestone achievements specifically related to maternal health. In 2021, TrueCare was recognized as among the first Breastfeeding-Friendly Health Centers in Southern California. TrueCare began hosting an annual Breast Milk Drive and Health Fair in 2021 in San Marcos. The donated milk provides support to women and parents who are unable to breastfeed or afford formula. The event also provides engaging pro-social health education and awareness of community resources. In 2023, TrueCare accepted new grant funding from the Health Resources and Services Administration (HRSA). This new funding has enabled TrueCare to implement an exciting new Doula program. TrueCare with the UC San Diego Hearts & Hands Doula Program has recruited, hired, and trained doulas from the communities where our patients reside. The Doula's ensure we are providing the most culturally competent care to improve maternal health outcomes. An integral role of our doulas is providing linkages and closed-loop referrals to community partners and enabling services that include access to food distribution centers and enrollment in CalFresh.

Our doulas are bilingual and trained in medical interpretation, as well as DEI and cultural and linguistic sensitivity, to deliver the best care for our

diverse patient population. The doulas provide cultural advocacy to maternal patients who often distrust medical providers who do not share their customs or demographic background. Doulas are trained through UCSD's Doulas of North America birth doula program, which includes a workshop on Continuity of Care, where they learn how to provide continuous personal support to a woman throughout her pregnancy, labor, and postpartum period. The Doulas facilitate increased communication and comfort between the patients and medical staff. Patients feel they have someone who can truly understand and emphasize them, which is critical in a labor and delivery setting.

Our San Marcos site has two integrated WIC centers that see an average of 5,080 unduplicated women and children annually. Depending on their clinical needs, doulas and WIC staff can give these women and their babies a referral or a warm hand-off to our Women's Health Services clinic, where they will see one of our registered dietitians (RD) or service providers. Additionally, our robust behavioral health services are integrated with our medical practice, ensuring women are properly screened and provided the mental health treatment required to mitigate signs of anxiety, stress, and postpartum depression.

TrueCare's maternal health program has helped patients like Britt. Britt came to TrueCare after learning she was pregnant. Our women's health providers and midwives supported her with prenatal care and delivery of a healthy boy. Not only did Britt come back to TrueCare for her second, third, and fourth pregnancies, she brought her kids to TrueCare for their pediatric and dental services too. "I loved coming to TrueCare; they were amazing," she says. While raising her four children -- mostly as a single parent -- she returned to school and earned her undergraduate degree in two majors. Currently, she is working towards a master's degree! We are honored to be here for patients like Britt and her children, who are on a journey to a healthy, better life.

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

WomensHealth_TrueCare_Flyer.pdf

2022_TrueCare_Annual_Report.pdf

TrueCare_Palomar_Health_Letter_of_Support.pdf

Please upload the annual operating budget for your organization.

2023_TrueCare_Operating_Budget.pdf

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

2022_Truecare_Audit_Financial.pdf

Please attach the first two pages of your Federal 990.

990_2021_North_County_Health_Project_Inc._2_pages_only_pdf.pdf

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

Signed_Letter_TrueCare.pdf

	Funding
Budget Worksheet	
San Marcos Community Foundation - Budget Worksheet.xlsx	
Project Budget Total	6095.0
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?	TrueCare’s Development Department has a proven track record of being strong stewards of gifted funds, and if full funds are not received, they will continue to reach out to our caring community.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Monitor, Fetal External Model 172 W/nautilus Us D/s	*$5,418.00*	
Cart, Fetal Monit Model 170 W/transducer Hldr Bds	598	
Paper, Chart Fetal Monitor Redgrid 30-240 (40/cs)	79	
Total budget for this PROJECT:	6095	

NORTH COUNTY HEALTH PROJECT, INC. dba TrueCare
Operational Budget
For the Period ending 12/31/2023

REVENUES, GAINS, AND OTHER SUPPORT		
Contracts and grants	$	16,807,216
Patient services, net of bad debt		76,273,995
Contracted Pharmacy		3,646,468
Miscellaneous		339,501
Donations		126,604
Interest income		12,000
Gain on Investments		150,000
TOTAL REVENUES, GAINS, AND OTHER SUPPORT		**97,355,784**
EXPENSES		
Personnel		66,189,496
Fringe benefits		14,359,306
Contractual services		
Patient		1,704,958
Non-Patient		5,972,152
Contracted Pharmacy		921,153
Accounting services		377,150
Consumable supplies		3,114,549
Contracted pharmacy supplies		744,419
Administrative supplies		655,317
Insurance		486,048
Facilities		
Rent		896,096
Mortgage Interest		308,087
Utilities		910,643
Other Facilities Expense		1,303,968
Communications		703,919
Travel		370,148
Minor Equipment, maintenance and rental		858,273
Staff Recruitment & Retention		814,315
Public Communications		654,121
Other Expenses		
Outreach		105,848
Other Operating Expenses		479,404
Depreciation		3,204,633
TOTAL EXPENSES		**105,134,003**
Increase/(Decrease) in Net Assets	**$**	**(7,778,219)**
Visits		**332,604**
FTE's		**708**

2023 Operating Budget

As shown in the attached operating budget, North County Health Project, Inc., d.b.a. TrueCare is projecting a deficit for 2023. However, we are and continue to remain a fiscally strong organization and we make decisions that secure our strength. To maintain our strong financial position, we will continue to maximize revenues, maximize efficiencies, and make key investments. This year, we are projecting a deficit because we continue to make investments in our staff and provide competitive salaries and benefits. Since personnel make up the largest portion of our expenses at 76%, these investments impact our bottom line. However, we are committed to providing these investments because our strongest assets are our team members and we want to ensure they always feel recognized and supported.

We are currently undergoing several initiatives to increase our operational revenue, including opening three new sites and adding two new service lines, which are collectively projected to increase visits by 11.56% this year alone. We are also in the process of setting a new reimbursement rate with the State of California to increase our revenue generated for each visit. TrueCare currently has 131 days cash on hand, which is significantly above the industry standard. We also have a current ratio of four days, which is also above the industry standard of two days. These initiatives, coupled with other upcoming efforts, will ensure that TrueCare remains a fiscally strong organization in 2023 and beyond.

	Source Name	Amount	C / CD / P
Additional Funding Source 1	n/a	0	
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			

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.

OMB No. 1545-0047

2021

Open to Public Inspection

A For the 2021 calendar year, or tax year beginning 01/01/2021 and ending 12/31/2021

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

C Name of organization NORTH COUNTY HEALTH PROJECT INC

Doing business as TrueCare

Number and street (or P.O. box if mail is not delivered to street address): 150 Valpreda Road

Room/suite:

City or town, state or province, country, and ZIP or foreign postal code: San Marcos, CA 92069

D Employer identification number: 95-2847102

E Telephone number: 760-736-6700

G Gross receipts $ 82,698,424

F Name and address of principal officer: Kathy Martinez
150 Valpreda Road, San Marcos, CA 92069

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.truecare.org

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

L Year of formation: 1973

M State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: North County Health Services' mission is to improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable and culturally sensitive.

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	13
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	13
5	Total number of individuals employed in calendar year 2021 (Part V, line 2a)	5	833
6	Total number of volunteers (estimate if necessary)	6	98
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

		Prior Year	Current Year
Revenue			
8	Contributions and grants (Part VIII, line 1h)	19,361,037	20,585,552
9	Program service revenue (Part VIII, line 2g)	58,376,090	60,508,820
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	98,680	121,673
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	1,691,227	1,482,379
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	79,527,034	82,698,424
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)	55,989,797	59,441,684
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 1,221,377		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	20,431,200	22,902,497
18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	76,420,997	82,344,181
19	Revenue less expenses. Subtract line 18 from line 12	3,106,037	354,243

		Beginning of Current Year	End of Year
Net Assets or Fund Balances			
20	Total assets (Part X, line 16)	87,141,898	91,069,576
21	Total liabilities (Part X, line 26)	25,851,116	29,424,551
22	Net assets or fund balances. Subtract line 21 from line 20	61,290,782	61,645,025

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: 11/14/22

Michelle Gonzalez, 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
Jeremy Ware				P00642659

Firm's name ▶ CHW LLP — Firm's EIN ▶ 47-2251777

Firm's address ▶ 7797 N First Street Suite 15, Fresno, CA 93720 — Phone no. 559-549-5400

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

Part III **Statement of Program Service Accomplishments**

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

1 Briefly describe the organization's mission:

TrueCare's mission is to improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable and culturally sensitive. In 2021, TrueCare provided 271,768 visits; 180,507 in person and 91,261 virtual, serving 57,741 patients.

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 $ 74,952,413 including grants of $ 0) (Revenue $ 50,142,269)

TrueCare's mission is to improve the health status of our diverse communities by providing the quality health care that is comprehensive, affordable and culturally sensitive.

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 ▶ 74,952,413

Audited Financial Statements

North County Health Project, Inc.
d/b/a TrueCare

For the Years Ended December 31, 2022 and 2021

North County Health Project, Inc.
d/b/a TrueCare
December 31, 2022 and 2021

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Independent Auditor's Report

Board of Directors
North County Health Project, Inc.
d/b/a TrueCare
San Marcos, California

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of North County Health Project, Inc., d/b/a TrueCare, (the "Center"), which comprise the balance sheets as of December 31, 2022 and 2021, and the related statements of operations and changes in net assets, 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 North County Health Project, Inc., d/b/a TrueCare as of December 31, 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 ("GAAS") 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 North County Health Project, Inc., d/b/a TrueCare 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 the Center's ability to continue as a going concern for 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 not absolute assurance, and therefore is not a guarantee that an audit conducted in accordance with GAAS 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 judgement made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS 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 North County Health Project, Inc., d/b/a TrueCare'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 North County Health Project, Inc., d/b/a TrueCare'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 (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 dated May 17, 2023 on our consideration of the Center'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 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 the Center's internal control over financial reporting and compliance.

CHW, LLP

Fresno, California
May 17, 2023

North County Health Project, Inc.
d/b/a TrueCare
Balance Sheets
December 31, 2022 and 2021

	2022	2021
Assets		
Current assets:		
Cash and cash equivalents	$ 19,222,236	$ 27,546,866
Short-term investments	14,659,905	15,378,910
Patient accounts receivable, net	2,896,446	3,298,596
Grant receivable	2,237,706	1,164,434
Estimated third-party payor settlements	7,119,884	4,807,032
Other receivables	1,165,969	21,044
Inventories	704,771	599,080
Prepaid expenses and other current assets	1,257,217	1,091,344
Total current assets	49,264,134	53,907,306
Assets limited as to use:		
Deferred compensation	6,559,830	7,544,902
Property and equipment, at cost:		
Land and land improvements	6,532,196	6,532,196
Buildings and leasehold improvements	41,123,402	39,742,572
Equipment	13,195,248	11,909,220
Construction in progress	2,274,689	557,821
	63,125,535	58,741,809
Less accumulated depreciation	(32,274,325)	(29,416,202)
	30,851,210	29,325,607
Other assets:		
Prepaid expenses and other long-term assets	155,083	291,761
Right of use asset	2,863,593	-
Total assets	$ 89,693,850	$ 91,069,576

See Notes to Financial Statements

North County Health Project, Inc.
d/b/a TrueCare
Balance Sheets
December 31, 2022 and 2021

	2022	2021
Liabilities		
Current liabilities		
Long-term debt, current	$ 1,046,851	$ 1,005,215
Lease liability, current	713,509	-
Accounts payable and other accrued expenses	3,463,352	2,989,072
Accrued payroll and related liabilities	7,037,778	6,516,656
Estimated third-party payor settlements	264,811	2,398,057
Deferred revenue	132,311	2,914,473
Total current liabilities	12,658,612	15,823,473
Deferred compensation	6,559,830	7,544,902
Lease liability	2,114,993	-
Long-term debt		
Principal amount	5,019,454	6,124,426
Unamortized debt issuance costs	(48,959)	(68,250)
Long-term debt, less unamortized debt issuance costs	4,970,495	6,056,176
Total liabilities	26,303,930	29,424,551
Net Assets		
Net assets without donor restrictions	62,958,090	61,335,390
Net assets with donor restrictions	431,830	309,635
Total liabilities and net assets	$ 89,693,850	$ 91,069,576

See Notes to Financial Statements

North County Health Project, Inc.
d/b/a TrueCare
Statements of Operations
Years Ended December 31, 2022 and 2021

	2022	2021
Change in Net Assets Without Donor Restrictions		
Revenues and other support:		
Patient service revenue, net	$ 62,071,219	$ 50,142,269
Capitation revenue	10,538,180	10,366,551
Grant revenue	20,844,082	17,705,680
Contributions	343,866	1,748,108
Contributions in-kind	32,603	82,492
Other	2,362,789	1,654,170
Net assets released from restriction	1,049,467	1,167,692
Total unrestricted revenues, gains and other support	97,242,206	82,866,962
Expenses and losses:		
Salaries and wages	58,783,677	49,423,872
Employee benefits	10,740,718	10,017,812
Purchased services and professional fees	8,678,867	8,843,371
Supplies and other	12,771,340	9,378,195
Rent	661,184	658,706
Insurance	531,727	440,628
Client assistance	263,237	323,365
Depreciation	2,896,499	2,923,508
Interest	292,257	334,724
Total expenses	95,619,506	82,344,181
Excess of revenues over expenses	1,622,700	522,781
Gain (loss) on sale of property and equipment	-	(50,118)
Change in net assets without donor restrictions	1,622,700	472,663
Change in Net Assets With Donor Restrictions:		
Contributions	1,171,662	1,049,272
Net assets released from donor restriction	(1,049,467)	(1,167,692)
Change in net assets with donor restrictions	122,195	(118,420)
Change in net assets	1,744,895	354,243
Net Assets:		
Beginning of year	61,645,025	61,290,782
End of year	$ 63,389,920	$ 61,645,025

See Notes to Financial Statements

North County Health Project, Inc.
d/b/a TrueCare
Statements of Cash Flows
Years Ended December 31, 2022 and 2021

Cash Flows from Operating Activities	2022	2021
Change in net assets	$ 1,744,895	$ 354,243
Adjustments to reconcile increase in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	2,896,499	2,923,508
Unrealized (gains) losses	847,826	(459,030)
Gain or loss on disposal of property and equipment	-	50,118
Amortization of refundable loan	(55,137)	(52,453)
Amortization of debt issuance costs	19,291	19,290
Right of use asset amortization	544,790	-
Changes in operating assets and liabilities:		
Patient accounts receivable, net	402,150	737,911
Grants receivable	(1,073,272)	(78,851)
Estimated third-party payor settlements	(4,446,098)	(3,300,935)
Prepaid expenses and other assets	(1,279,811)	353,289
Accounts payable and accrued expenses	474,280	564,954
Accrued payroll and related liabilities	521,122	268,588
Deferred revenue	(2,782,162)	2,898,208
Reduction of lease liability	(579,881)	-
Net cash provided by (used in) operating activities	(2,765,508)	4,278,840
Cash Flows from Investing Activities		
Purchase of investments	(17,817,987)	(25,524,987)
Sale/maturity of investments	17,689,166	25,403,513
Purchase of property and equipment	(4,422,102)	(2,941,935)
Net cash used in investing activities	(4,550,923)	(3,063,409)
Cash Flows from Financing Activities		
Principal payments on long-term debt	(1,008,119)	(968,132)
Net cash used in financing activities	(1,008,119)	(968,132)
Increase (decrease) in cash and cash equivalents	(8,324,630)	247,299
Cash, Cash Equivalents and Assets Limited as to Use:		
Beginning of year	27,546,866	27,299,567
End of year	$ 19,222,236	$ 27,546,866
Supplemental disclosure of cash flow information:		
Interest paid	$ 292,257	$ 334,724
In-kind donations	$ 32,603	$ 82,492

See Notes to Financial Statements

North County Health Project, Inc.
d/b/a TrueCare
Notes to Financial Statements
December 31, 2022 and 2021

Note 1: Summary of Significant Accounting Policies

Organization and Operations
North County Health Project, Inc., d/b/a TrueCare (the "Center"), is a federally qualified health center that works to further its mission to "improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable and culturally sensitive." The Center primarily earns revenues by providing medical, dental and mental health services through clinics located in Carlsbad, Encinitas, Oceanside, Ramona, San Marcos, and Perris California.

The Center derives its support through grants and contracts with the U.S. Department of Health and Human Services ("DHHS"), US Department of Agriculture ("USDA"), the State of California, the County of San Diego, and various other entities. Additionally, revenues are derived from patient fees and third-party charges.

Cash and Cash Equivalents
The Center considers all liquid investments, other than those limited as to use, with original maturities of three months or less to be cash equivalents. At December 31, 2022 and 2021, cash equivalents consisted primarily of checking, savings, and money market accounts. Of the cash balances as of December 31, 2022 and 2021, $1,056,456 and $500,000 respectively was covered by federal depository insurance and $18,165,780 and $27,046,866, respectively, was uninsured.

Patient Accounts Receivable
Accounts receivable are recorded at amounts that reflect the consideration to which the Center expects to be entitled in exchange for providing patient care. In evaluating the collectability of patient accounts receivable, the Center regularly analyzes its history and identifies and reviews trends for each of its major payor sources of revenue to estimate appropriate and sufficient implicit and explicit price concessions reflected in patient accounts receivable.

For receivables associated with services provided to patients who have third-party coverage, the Center analyzes contractually due amounts and provides additional implicit and explicit price concessions, if necessary, based upon historical collection history for deductibles and copayments on accounts for which the third-party payer had not yet paid, or for remaining payer balances.

For receivables associated with self-pay patients, which include both patients without insurance and patients with deductible and copayment balances due for which third-party coverage exists for part of the bill, the Center records a significant implicit price concession in the period of service on the basis of its past experience, which indicates that many patients are unable or unwilling to pay the portion of their bill for which they are financially responsible. The difference between the standard rates (or the discounted rates if negotiated or provided by policy) and the amounts collected after all reasonable collection efforts have been exhausted is reflected as a reduction in patient accounts receivable.

Inventories
Inventories consist of pharmaceutical, medical and office supplies and are stated at cost. Due to rapid turnover of supplies, cost approximates market value.

Note 1: Summary of Significant Accounting Policies (continued)

Assets Limited as to Use
Assets limited as to use include assets set aside for deferred retirement benefits.

Property and Equipment
Land, building and equipment are carried at cost or estimated fair value at date of acquisition. The Center capitalizes all acquisitions greater than $5,000 and such assets are depreciated on a straight-line basis over the estimated useful life of each asset. Leasehold improvements are depreciated over the shorter of the lease term or their respective estimated useful lives. Certain property and equipment have been purchased with grant funds received from various federal agencies. Such items, or a portion thereof, may be reclaimed by the federal government if not used to further the grant's objectives. Construction-in-progress is recorded at cost and is capitalized upon completion. Construction-in-progress at December 31, 2022 consists primarily of costs for the buildout of a new mobile unit, costs for the San Marcos clinic elevator and mezzanine buildout, and leasehold improvements for the expansion of two new clinics. As of December 31, 2022, the remaining commitments related to ongoing contracts totaled $921,702. Depreciation is recorded when construction is substantially complete, and the assets are placed in service. Depreciation expense for the year ended December 31, 2022 and 2021 was $2,896,499 and $2,923,508, respectively.

Income Taxes
The Center has been recognized as exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the State of California Revenue and taxation Code by the IRS and Franchise Tax Board, respectively. Accordingly, no provision for income taxes is included in the accompanying financial statements. The Center's returns are subject to examination by federal and state taxing authorities generally for three years after they are filed.

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

Basis of Accounting
The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets, revenues, and expenses are classified on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Center and changes therein are classified and reported as follows:

Net assets without donor restrictions: Net assets that are currently available for use and are not subject to donor-imposed stipulations.

Net assets with donor restrictions: Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Center and/or the passage of time. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of operations as net assets released from donor restrictions. Donor-restricted contributions whose restrictions expire during the same fiscal year are recognized as revenue without donor restrictions.

Note 1: Summary of Significant Accounting Policies (continued)

Revenue Recognition

Net patient service revenue is reported at the amount that reflects the consideration to which the Center expects to be entitled in exchange for providing patient care. These amounts are due from patients, third-party payers (including health insurers and government programs), and others and includes variable consideration for retroactive revenue adjustments due to settlement of audits, reviews, and investigations. Generally, the Center bills the patients and third-party payers several days after the services are performed. Revenue is recognized as performance obligations are satisfied.

The Center provides medical, dental, mental health, health education and enabling services to eligible patients at a discounted rate or for a nominal fee, based on eligibility determined by the patient's household size and income.

The Center has agreements with various plans to provide medical services to subscribing MediCal participants. Under the agreements, the Center received monthly capitation payments based on the number of participants, regardless of the services performed by the Center. Capitation payments are recognized as capitation revenue during the period in which the Center is obligated to provide services to participants. The Center also receives interim payments from the Medi-Cal program. These payments are reconciled on an annual basis to ensure the Center ultimately receives the established Medi-Cal payment rate for all visits under these contracts.

Revenue from government grants and contracts restricted for use in specific activities is recognized in the period when expenditures have been incurred in compliance with the grantor's restrictions. Capital grants and contributions consist of grants and contributions or resources that are restricted by the grantors or donors for capital asset purposes-to acquire, construct or renovate capital assets associated with the restricted purpose. Capital grants and contributions are recorded as increases to net assets with donor restrictions when cash is received in advance of acquisition of capital assets. In absence of donor stipulations to the contrary, capital grants and contributions are recorded as revenue during the fiscal year in which the assets are acquired. Cash received in excess of revenue recognized is recorded as deferred revenue.

Contributions are recognized as revenue when they are received or unconditionally pledged. Donor stipulations that limit the use of the donation are recognized as contributions with donor restrictions. When the purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported as net assets released from donor restrictions. Absent donor-imposed restrictions, the Center records donated services, materials, and facilities as support without donor restrictions. It is the policy of the Center to encourage contributions. Donated services and facilities are valued at prevailing market rates. Certain immaterial services and facilities contributed to the Center have not been valued or recorded.

Note 1: Summary of Significant Accounting Policies (continued)

In-kind Contributions
The Center receives significant in-kind contributions of time and pro bono services from members of the community and volunteers related to program operations, special events, and fund-raising campaigns. Donated services are recognized as contributions 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 Center. The Center recognizes in-kind contribution revenue and a corresponding expense at the time of the donation. Contributions in-kind consisted of donated supplies of $32,603 and $82,492 as of December 31, 2022 and 2021.

The value of the supplies is determined based on the equivalent cost of purchasing like supplies through the Center's wholesale contracts with group purchasing organizations. All donated assets were utilized by the Center's programs and supporting services. There were no donor-imposed restrictions associated with the donated supplies.

Excess of Revenues Over Expenses
The statements of operations include the excess of revenues over expenses. Changes in net assets without donor restrictions which are excluded from excess of revenues over expenses, consistent with industry practice, include permanent transfers to and from affiliates for other than goods and services and contributions of long-lived assets (including assets acquired using contributions and grants to be used for the purpose of acquiring such assets).

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

Subsequent Events
The Center has evaluated all events and transactions that have occurred after December 31, 2022 and through May 17, 2023 the date of the financial statements and notes to financial statement were available to be issued.

Recently Adopted Accounting Pronouncement:
In February 2016, the FASB issued Accounting Standards Update "ASU" No. 2016-02, *Leases (Topic 842)*, to increase transparency and comparability among organizations by recognizing lease assets and lease liabilities on the balance sheet and disclosing key information about leasing arrangements. The Center has adopted ASU 2016-02 for the year beginning January 1, 2021 using the modified retrospective approach. The adoption of ASU 2016-02 also included additional disclosure requirements.

In September 2020, the FASB issued ASU No. 2020-07, Presentation and Disclosure by Non-for-Profit Entities for Contributed Nonfinancial Assets to increase the transparency of contributed nonfinancial assets for not-for-profit entities through enhancements to presentation and disclosure. During the year ended December 31, 2022, the Center adopted ASU 2020-07 and applied the required presentation and disclosure in the statements of operations and changes in net assets. The adoption of ASU 2020-07 did not have a material impact to the consolidated financial statements.

Note 2: Investments

Investments include the following at December 31, 2022 and 2021:

	2022	2021
Cash and cash equivalents	$ 489,752	$ 33,352
CD	2,450,224	4,899,287
Corporate bonds, domestic	2,718,071	-
Corporate bonds, foreign	698,975	-
Mutual funds	2,012,412	1,852,134
U.S. equities	1,688,479	1,436,304
International equity funds	497,979	552,687
Commercial paper	2,318,894	5,574,355
Fixed income funds	1,785,119	1,030,791
Total	$ 14,659,905	$ 15,378,910

Income from investments consists of the following for the years ended December 31, 2022 and 2021:

	2022	2021
Unrealized gains (losses)	$ (847,826)	$ 459,030
Interest income	493	1,443
Dividends	128,822	120,230
Total	$ (718,511)	$ 580,703

Note 3: Grant Revenue

The Center is the recipient of Health Center Program Cluster (CHC) grants from the U.S. Department of Health and Human Services. The general purpose of the grants is to provide expanded health care service delivery for residents of San Diego and Riverside Counties, California. Terms of the grants generally provide for funding of the Center's operations based on an approved budget. During the years ended December 31, 2022 and 2021, the Center recognized $16,926,537 and $14,353,754 in CHC grant revenue, respectively. Grant revenue is recognized as qualifying expenditures are incurred over the grant period. Approximately 81% and 81% of grant revenues are from the CHC grants for the years ended December 31, 2022 and 2021, respectively.

In addition to the CHC grants, the Center receives financial support from other federal, state and private sources. Generally, such support requires compliance with terms and conditions specified in grant agreements or award letters and must be renewed on an annual basis. Cash received in exchange transactions in excess of revenue recognized is recorded as deferred revenue.

Note 4: Fair Value of Financial Instruments

FASB ASC 820, *Fair Value Measurements and Disclosures,* requires the fair value of financial assets and liabilities to be determined using a specific fair-value hierarchy. In accordance with ASC 820, the following table presents the Center's fair value hierarchy for its financials assets measured at fair value on a recurring basis at December 31, 2022 and 2021:

		Fair Value Measurement Using		
	Fair Value	Level 1	Level 2	Level 3
December 31, 2022:				
Fixed income funds	$ 1,785,119	$ -	$ 1,785,119	$ -
Corporate bonds, domestic	2,718,071	-	2,718,071	-
Corporate bonds, foreign	698,975	-	698,975	-
Mutual funds	2,012,412	-	2,012,412	-
Domestic equities	1,688,479	1,688,479	-	-
International equity funds	497,979	497,979	-	-
Total	$ 9,401,035	$ 2,186,458	$ 7,214,577	$ -
December 31, 2021:				
Fixed income funds	$ 1,030,791	$ -	$ 1,030,791	$ -
Mutual funds	1,852,134	-	1,852,134	-
Domestic equities	1,436,304	1,436,304	-	-
International equity funds	552,687	552,687	-	-
Total	$ 4,871,916	$ 1,988,991	$ 2,882,925	$ -

The carrying amounts reported in the balance sheets for other financial assets and liabilities that are not measured at fair value on a recurring basis including patient accounts receivable, grant receivables, other receivable, estimated third-party payor settlements, accounts payable and other accrued expenses, accrued payroll and related liabilities, deferred revenue, and long-term debt approximate fair value.

Note 5: Patient Service Revenue, Net

Performance obligations are determined based on the nature of the services provided by the Center. Revenue for performance obligations satisfied over time is recognized based on actual charges incurred in relation to total expected (or actual) charges. The Center believes that this method provides a faithful depiction of the transfer of services over the term of the performance obligation based on the inputs needed to satisfy the obligation.

Because all of its performance obligations relate to contracts with a duration of less than one year, the Center has elected to apply the optional exemption provided in FASB ASC Topic 606-10-50-14a and, therefore, is not required to disclose the aggregate amount of the transaction price allocated to performance obligations that are unsatisfied or partially unsatisfied at the end of the reporting period.

Note 5: Net Patient Service Revenue (continued)

The Center determines the transaction price based on standard charges for goods and services provided, reduced by contractual adjustments provided to third-party payors, discounts provided to uninsured patients in accordance with the Center's sliding fee policy, and implicit price concessions provided to uninsured patients. The Center determines its estimates of contractual adjustments and discounts based on contractual agreements, its discount policies, and historical experience. The Center determines its estimate of implicit price concessions based on its historical collection experience with this class of patients.

For changes in credit issues not assessed at the date of service, such as a payor files for bankruptcy or a patient defaults on a payment plan, the Center recognizes these write-offs as bad debt expense, which is presented on the accompanying statements of operations and changes in net assets as a component of other expenses.

The Center is approved as a Federally Qualified Health Center ("FQHC") for both Medicare and Medi-Cal reimbursement purposes. The Center has agreements with third-party payors that provide for payments to the Center at amounts different from its established rates. These payment arrangements include:

Medicare: Covered services rendered to Medicare program beneficiaries are paid based on a prospective payment system (PPS). Medicare payment under the FQHC PPS are 80% of the lesser of the health center's actual charge or the applicable PPS rate (patient coinsurance will be 20% of the lesser of the health center's actual charge or the applicable PPS rate). Accordingly, to the extent a health center's charge is below the applicable PPS rate, Medicare FQHC reimbursement can be limited.

Medi-Cal: Covered services rendered to Medi-Cal beneficiaries are paid under a Prospective Payment System, using rates established by the Center's "Base Years" - fiscal years ended December 31, 2000 and 1999 cost reports filed under the previous cost-based reimbursement system. These rates are adjusted annually according to changes in the Medicare Economic Index and any approved changes in the Center's scope of service. The Center is required to file a payment reconciliation report with the state. In the opinion of management, any reconciliation settlement of the payment reconciliation will not materially affect the financial statements of the Center.

Other: Payments for services rendered to those payors other than Medicare or Medi-Cal are based on established rates or on agreements with certain commercial insurance companies, health maintenance organizations and preferred provider organizations which provide for various discounts from established rates.

As of December 31, the following table reflects the net patient service revenue including capitation by major payor groups:

	2022	2021
Medicare	$ 3,726,123	$ 2,644,527
Medi-Cal	63,866,521	53,968,453
Other third-party payors	4,084,799	3,396,583
Private pay	931,956	499,257
Net patient service revenue	$ 72,609,399	$ 60,508,820

Note 5: Net Patient Service Revenue (continued)

Laws and regulations concerning government programs, including Medicare and Medi-Cal, are complex and subject to varying interpretation. As a result of investigations by governmental agencies, various health care organizations have received requests for information and notices regarding alleged noncompliance with those laws and regulations, which, in some instances, have resulted in organizations entering into significant settlement agreements. Compliance with such laws and regulations may also be subject to future government review and interpretation as well as significant regulatory action, including fines, penalties, and potential exclusion from the related programs. There can be no assurance that regulatory authorities will not challenge the Center's compliance with these laws and regulations, and it is not possible to determine the impact (if any) such claims or penalties would have upon the Center. In addition, the contracts the Center has with commercial payors also provide for retroactive audit and review of claims.

Settlements with third-party payors for retroactive revenue adjustments due to audits, reviews or investigations are considered variable consideration and are included in the determination of the estimated transaction price for providing patient care. These settlements are estimated based on the terms of the payment agreement with the payor, correspondence from the payor and the Center's historical settlement activity, including an assessment to ensure that it is probable that a significant reversal in the amount of cumulative revenue recognized will not occur when the uncertainty associated with the retroactive adjustment is subsequently resolved. Estimated settlements are adjusted in future periods as adjustments become known (that is, new information becomes available), or as years are settled or are no longer subject to such audits, reviews, and investigations.

The Center has recorded an estimated third-party payor receivable of $7,119,884 and $4,807,032 as of December 31, 2022 and 2021, respectively, and estimated third-party payor liabilities of $264,881 and $2,398,057 as of December 31, 2022 and 2021, respectively. These balances comprise estimated settlements due to PPS Reconciliation Requests as well as Rate Setting Cost Reports and Change in Scope of Service Requests. Management periodically evaluates estimated third-party payor settlements based on the current information available and believes the final settlements will not materially affect the financial statements of the Center.

Note 6: Concentrations of Credit Risk

Financial instruments potentially subjecting the Center to concentrations of credit risk consist primarily of bank deposits in excess of FDIC limits. Management believes, however, that the risk of loss is minimal due to the high financial quality of the banks. The Center grants credit without collateral to its patients, most of who are area residents and are insured under third-party payer agreements. The mix of receivables from patients and third-party payers at December 31, 2022 and 2021, was:

	2022	2021
Medicare	17%	7%
Medi-Cal	60%	69%
Other third-party payers	16%	17%
Private Pay	7%	7%
	100%	100%

Note 7: Net Assets with Donor Restrictions

Net assets with donor restrictions were comprised of the following programs at December 31, 2022 and 2021:

	2022	2021
CA Healthcare Foundation	$ 58,303	$ -
NACHC – Healthy LifeStyle	90,977	-
Allen Foundation	36,899	-
San Manuel Mission Indians	35,072	-
Delta Dental	35,143	-
Tides Foundation	-	5,767
Sierra Foundation	-	75,341
United Health Care	-	80,000
Health Net Workforce Program	-	34,947
Other	175,436	113,580
	$ 431,830	$ 309,635

As net assets with donor restrictions are expended, the net assets released from restrictions are recognized as revenue without donor restrictions. As of December 31, 2022, and 2021, net assets released from donor restrictions consist of the following:

	2022	2021
Tides Foundation	$ 7,767	$ 4,233
Blue Shield of California Wellness Program	-	140,338
Kaiser Permanente	9,811	100,066
Conrad Prebys Foundation	85,780	-
Health Net	34,947	71,289
Price Philanthropies Foundation	25,000	20,442
Sierra Foundation	-	3,220
Direct Relief	-	87,992
San Diego Foundation	-	42,500
Community Health Group	68,257	98,442
PHI-Together Toward Health	-	97,218
United Health Care	93,261	
Delta Dental Community	49,857	
NACHC – Healthy LifeStyle	129,678	
Taper Foundation	50,000	-
Sierra Foundation-SUD	265,306	250,512
Other	229,803	251,440
	$ 1,049,467	$ 1,167,692

Note 8: Long-Term Debt

	2022	2021
The Center entered into a loan agreement with City National Bank on December 1, 2010 in the amount of $4,500,000. These funds were used to refinance existing debt in January 2011 and to purchase property that was formerly being leased. This agreement consists of two loans in the amounts of $3,500,000 and $1,000,000. Series A loan is in the amount of $3,500,000 and bears an interest rate of 4.32% with a maturity date of January 1, 2026. The Series B loan in the amount of $1,000,000 and bears an interest rate of 4.1% and matured January 1, 2021. Collateral for these loans include real property.	$ 917,784	$ 1,189,865
The Center entered into a loan agreement with City National Bank on July 1, 2015 in the amount of $3,000,000 as Series C of the above loan. These funds were used for continued improvements to the Mission Mesa clinic site. The loan bears interest at a fixed rate of 3.94% per annum with a maturity date of June 1, 2024. Collateral for this loan includes real property.	558,307	893,192
The Center entered into a loan agreement with the City of Carlsbad on February 15, 2012 in the amount of $1,130,000. These funds were allocated from a Community Block Development Grant (CDBG) as a no interest, deferred, and forgivable loan to be used for the acquisition of property for a health center to serve low income households. The loan has a term of 20 years and is forgivable upon the expiration of the term of the loan if the property has been maintained and operated as a health center consistent with the conditions of the loan.	656,967	712,104
The Center entered into a loan agreement with City National Bank on February 1, 2016 in the amount of $4,598,702. These funds were used to refinance a maturing New Market Tax Credit loan. The loan bears an interest rate of 3.91% with a maturity date of March 1, 2031. Collateral for this loan includes real property.	2,843,999	3,134,117
The Center entered into a loan agreement with City National Bank on February 1, 2016 in the amount of $1,761,298. These funds were used to purchase property for the Ramona clinic. The loan bears an interest rate of 3.91% with a maturity date of March 1, 2031. Collateral for this loan includes real property.	1,089,248	1,200,363
Total long term debt	6,066,305	7,129,641
Less: current portion	(1,046,851)	(1,005,215)
	$ 5,019,454	$ 6,124,426

The loan agreements contain various covenants, which among other things require approval for additional indebtedness in connection with the purchase or lease of equipment over $500,000, require unencumbered and unrestricted liquid assets of not less than $3,000,000 measured quarterly, and require the Center to maintain certain financial ratios. As of December 31, 2022 the Center was in compliance with the various covenants associated with the above notes.

Note 8: Long-Term Debt (Continued)

Interest expense for the years ended December 31, 2022 and 2021 was $292,257 and $334,724, respectively. Future principal payments are as follows for the years ended December 31:

Year	Principal
2023	$ 1,046,851
2024	936,870
2025	757,919
2027	491,991
2028	484,058
Thereafter	2,348,616
Total	$ 6,066,305

Note 9: Line-of-Credit

The Center had a $2,000,000 line-of-credit which expires November 1, 2023. The line of credit was collateralized by receivables. At December 31, 2022 and 2021, there was no balance outstanding on the line-of-credit.

Note 10: Commitments and Contingencies

Pension Plan
The Center has a 403(b) defined contribution pension plan covering substantially all employees who meet the eligibility requirements. The Center provides a discretionary match of eligible employee contributions to the plan up to 4% of employees' salaries. Pension expense related to the 403(b) defined contribution pension plan was $1,392,108 and $1,279,020 for the years ended December 31, 2022 and 2021, respectively.

The Center provides a 457(b) deferred compensation plan for certain providers and executive management as a retention benefit. Under the terms of this plan, the deferred compensation liability and related assets limited as to use are recorded by the Center and are subject to the general creditors of the Center. Expense related to the 457(b) deferred compensation plan was $715,959 and $687,869 for the years ended December 31, 2022 and 2021, respectively.

Contingencies
The Center may from time-to-time be involved in litigation and regulatory investigations, which arise in the normal course of doing business. After consultation with legal counsel, management estimates that any matters existing as of December 31, 2022, will be resolved without material adverse effect on the Center's future financial position, results from operations or cash flows.

Note 10: Commitments and Contingencies (Continued)

Malpractice Claims

The U.S. Department of Health and Human Services has deemed the Center and its practicing physicians covered under the Federal Tort Claims Act (FTCA) for damage for personal injury, including death, resulting from the performance of medical, surgical, dental and related functions. FTCA coverage is comparable to an occurrence policy without a monetary cap. Accounting principles generally accepted in the United States of America require a health care provider to accrue the expense of its share of malpractice claim costs, if any, for any reported and unreported incidents of potential improper professional service occurring during the year by estimating the probable ultimate costs of the incidents. Based upon the Center's claim experience, no such accrual has been made. It is reasonably possible that this estimate could change materially in the near term.

Note 11: Information Regarding Liquidity and Availability of Resources

The Center regularly monitors the availability of resources required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Center has various sources of liquidity at its disposal, including cash and cash equivalents, investments, various receivables, and a line of credit. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Center considers all expenditures related to its ongoing activities of providing healthcare-related activities as well as the conduct of services undertaken to support those activities to be general expenditures.

The Center strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. The following table reflects the Center's financial assets as of December 31, 2022 and 2021, reduced by amounts that are not available to meet general expenditures within one year of the balance sheet date.

	2022	2021
Cash and cash equivalents	$ 19,222,236	$ 27,546,866
Short-term investments	14,659,905	15,378,910
Patient accounts receivable, net	2,896,446	3,298,596
Grant receivable	2,237,706	1,164,434
Other receivable	1,165,969	21,044
Total financial assets	40,182,262	47,409,850
Deferred revenue	(132,311)	(2,914,473)
Restricted by donors	(431,830)	(309,635)
Financial assets available to meet cash needs for general expenditures within one year	$ 39,618,121	$ 44,185,742

The Center also has a line of credit available to meet short-term needs. See note 9 for information about this arrangement.

Note 12: Functional Expenses

The Center provides healthcare services to residents within its service area. 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. The expenses that are allocated include depreciation, interest, and office and occupancy, which are allocated on a square-footage basis, as well as salaries and benefits, which are allocated on the basis of estimates of time and effort. Expenses for the year ended December 31, 2022 include:

	Healthcare services	General and administrative	Fundraising	Total
Salaries and wages	$ 46,543,106	$ 11,884,055	$ 356,516	$ 58,783,677
Employee benefits	9,591,241	1,100,999	48,478	10,740,718
Purchased services and professional fees	5,872,761	2,488,831	317,275	8,678,867
Supplies and other	9,733,131	2,515,327	522,882	12,771,340
Rent	650,764	10,420	-	661,184
Insurance	345,451	186,276	-	531,727
Client assistance	259,761	3,476	-	263,237
Depreciation	2,672,081	223,151	1267	2,896,499
Interest	272,642	19,301	314	292,257
Total	$ 75,940,938	$ 18,431,836	$ 1,246,732	$ 95,619,506

Expenses for the year ended December 31, 2021 include:

	Healthcare services	General and administrative	Fundraising	Total
Salaries and wages	$ 40,536,241	$ 8,536,991	$ 350,640	$ 49,423,872
Employee benefits	8,936,417	1,028,988	52,407	10,017,812
Purchased services and professional fees	5,873,908	2,563,038	406,425	8,843,371
Supplies and other	7,285,168	1,685,378	407,649	9,378,195
Rent	613,513	45,193	-	658,706
Insurance	270,760	169,868	-	440,628
Client assistance	323,365			323,365
Depreciation	2,681,948	237,699	3,861	2,923,508
Interest	312,574	21,756	394	334,724
Total	$ 66,833,894	$ 14,288,911	$ 1,221,376	$ 82,344,181

Note 13: Leases

The Center has operating leases for clinics, corporate offices, and certain equipment. The leases have remaining lease terms of 1 year to 9 years, some of which include options to extend the leases for up to 5 years, and some of which include options to terminate the leases within 1 year. The Center elected the short-term lease practical expedient related to leases that are 12 months or less.

Leases for clinics typically include multiple optional renewal periods. Upon opening a new clinic location, the Center typically installs leasehold improvements with various useful life. Due to the specialized nature of clinic space and leasehold improvements installed, Management concludes that it is reasonably certain that a renewal option will be exercised, and thus that renewal period is included in the lease term, and the related payments are reflected in the ROU asset and lease liability.

Each operating lease includes fixed rental payments, however, it is common for the lease payments to increase at pre-determined dates based on the change in the consumer price index. The Center's operating leases are comprised of both gross leases and net leases, in which separate payments are made to the lessor based on the lessor's property and casualty insurance costs and the property taxes assessed on the property, as well as a portion of the common area maintenance associated with the property. The Center has elected the practical expedient not to separate lease and non-lease components for all building leases.

During the years ended December 31, 2022 and 2021, total lease expense was $661,184 and $658,706, respectively. During the years ended December 31, 2022 and 2021, the following were the cash and non-cash activities associated with the Center's operating leases:

	2022	2021
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	$ 647,466	$ -
Non-cash investing and financing activities:		
Right-of-use assets obtained in exchange for lease obligations	$ 3,408,383	$ -

As of December 31, 2022, the weighted-average remaining lease term for all operating leases is 6.4 years. Because the Center generally does not have access to the rate implicit in the lease, the Center utilizes the incremental borrowing rate as the discount rate. The weighted average discount rate associated with operating leases as of December 31, 2022 is 4.0%

Note 13: Leases (continued)

The future payments due under operating leases as of December 31, 2022 are as follows:

2023	$ 813,649
2024	594,737
2025	396,489
2026	308,528
2027	256,034
Thereafter	846,844
	3,216,281
Less effects of discounting	(387,779)
Operating lease liabilities recognized	$ 2,828,502

SINGLE AUDIT REPORTS

North County Health Project, Inc.
d/b/a TrueCare
Schedule of Expenditures of Federal Awards
Year Ended December 31, 2022

Federal Grant / Program Title	ALN	Pass-Through Identification Number	Expenditures
U.S. Department of Health and Human Services:			
Direct:			
Health Center Program Cluster			
Health Center Program – 330	*93.224	N/A	$ 9,269,747
Primary Care HIV Prevention	*93.224	N/A	83,844
Expanding Services	*93.527	N/A	13,907
COVID-19 – CADRE	*93.224	N/A	199,650
COVID-19 – ARPA	*93.224	N/A	7,271,262
COVID-19 – Expanded Capacity	*93.224	N/A	88,127
Total Health Center Program Cluster			16,926,537
COVID-19 HHS Provider Relief Funds	*93.498	N/A	2,796,968
COVID-19 ARPA – Capital Grant	93.526	N/A	691,887
Pass through:			
Health Quality Partners			
Connecting Kids to Coverage CHIPRA	93.767	1Y1CMS331690-01-00	79,216
SAMHSA SBIRT	93.243	TI18-007	71,152
Total U.S. Department of Health and Human Services			20,565,760
U.S. Department of Housing and Urban Development			
Pass through:			
City of Carlsbad			
CDBG Entitlement Grant Cluster	14.218	93-383	712,105
Total U.S. Department of Housing and Urban Development			712,105

North County Health Project, Inc.
d/b/a TrueCare
Schedule of Expenditures of Federal Awards
Year Ended December 31, 2022

U.S. Department of Agriculture:			
Pass through:			
California Department of Health Care Services			
WIC Peer Counseling Breastfeeding	10.557	19-10167	163,372
WIC Farmers Nutrition Market Program	10.557	19-10167	1,403
Supplemental Nutrition Program for Woman, Infants and Children	10.557	19-10167	2,417,465
WIC Regional Breastfeeding	10.557	19-10167	122,091
WIC Vendor Liaison	10.557	19-10167	37,123
San Diego Hunger Coalition			
SNAP Cluster - CalFresh Outreach Program	10.561	21-7024	41,122
Total U.S. Department of Agriculture			2,782,576
Total Expenditures of Federal Awards			$ 24,060,441

*Major Programs

North County Health Project, Inc.
d/b/a TrueCare
Notes to Schedule of Expenditures of Federal Awards
Year Ended December 31, 2022

Note A: Basis of Presentation

The accompanying Schedule of Expenditures of Federal Awards (the "Schedule") summarizes the expenditures of North County Health Project, Inc., d/b/a TrueCare (the "Center") under programs of the federal government for the year ended December 31, 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 Center, it is not intended to, and does not, present the financial position, changes in net assets, or cash flows for the Center.

Note B: Summary of Significant Accounting Policies

Expenditures reported on the Schedule are reported on the accrual basis of accounting. For ALN 93.498, the amount included on the Schedule is based on the Period 3 and Period 4 PRF report. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Negative amounts shown on the Schedule represent adjustments or credits made in the normal course of business to amounts reported as expenditures in prior years. The Center elected not to use the de minimis cost rate because it has a negotiated indirect cost rate in place.

Note C: Loans

The Center entered into a loan agreement with the City of Carlsbad on February 15, 2012 in the amount of $1,130,000. These funds were allocated from a Community Block Development Grant (CDBG) as a no interest, deferred, and forgivable loan to be used for the acquisition of property for a health center to serve low income households. The loan has a term of 20 years and is forgivable upon the expiration of the term of the loan if the property has been maintained and operated as a health center consistent with the conditions of the loan. The balance as of December 31, 2022 was $656,967.

CHW LLP
Healthcare Audit, Tax & Consulting Services

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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*

Independent Auditor's Report

Board of Directors
North County Health Project, Inc.
d/b/a TrueCare
San Marcos, California

We have audited, 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, the financial statements of North County Health Project, Inc., d/b/a TrueCare (the "Center"), which comprise the balance sheets as of December 31, 2022 and 2021 and the related statements of operations and changes in net assets, and cash flows for the years then ended, and the related notes to the financial statements, and have issued our report thereon dated May 17, 2023.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Center'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 Center's internal control. Accordingly, we do not express an opinion on the effectiveness of Center'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 Center'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 or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether North County Health Project, Inc., d/b/a TrueCare'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 financial statements. 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 Center'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 Center's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

CHW, LLP

Fresno, California
May 17, 2023

CHW LLP
Healthcare Audit, Tax & Consulting Services

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Report on Compliance For Each Major Federal Program
And Report on Internal Control Over Compliance
Required by the Uniform Guidance

Independent Auditor's Report

Board of Directors
North County Health Project, Inc.
d/b/a TrueCare
San Marcos, California

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited North County Health Project, Inc., d/b/a TrueCare (the "Center") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the Center's major federal programs for the year ended December 31, 2022. The Center's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Center 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 December 31, 2022.

Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America ("GAAS"); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States ("*Government Auditing Standards*"); 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 under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Center 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 each major federal program. Our audit does not provide a legal determination of the Center'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 the Center's federal programs.

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 the Center'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 GAAS, *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 the Center's compliance with the requirements of each major federal program as a whole.

In performing an audit in accordance with GAAS, *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 the Center'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 the Center'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 the Center'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.

Other Matters

The results of our auditing procedures disclosed other instances of noncompliance which are required to be reported in accordance with the Uniform Guidance and which are described in the accompanying schedule of findings and questioned costs as item 2022-001. Our opinion on each major federal program is not modified with respect to these matters.

Government Auditing Standards requires the auditor to perform limited procedures on the Center's response to the noncompliance findings identified in our compliance audit described in the accompanying schedule of findings and questioned costs. The Center's response was not subjected to the other auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

Report on Internal Control Over Compliance

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of 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 and therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we did identify certain deficiencies in internal control over compliance that we consider to be a significant deficiency.

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 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. We consider the deficiency in internal control over compliance described in the accompanying schedule of findings and questioned costs as item 2022-001 to be a significant deficiency.

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.

Government Auditing Standards requires the auditor to perform limited procedures on the Center's response to the internal control over compliance findings identified in our audit described in the accompanying schedule of findings and questioned costs. The Center's response was not subjected to the other auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

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.

CHW, LLP

Fresno, California
May 17, 2023

North County Health Project, Inc.
d/b/a TrueCare
Schedule of Findings and Questioned Costs
Year Ended December 31, 2022

I. Summary of Auditor's Results

Financial Statements

Type of auditor's report issued	Unmodified	
Internal Control over financial reporting: Material weakness(es) identified?	____ Yes	__X__ No
Significant deficiency(ies) identified?	____ Yes	__X__ None Reported
Noncompliance material to financial statements noted?	____ Yes	__X__ No

Federal Awards

Internal control over major programs: Material weakness(es) identified?	____ Yes	__X__ No
Significant deficiency(ies) identified?	__X__ 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 200.516(a)?	__X__ Yes	____ No

Major Programs	ALN
Health Center Program – 330	93.224
Primary care HIV Prevention	93.224
Expanding Services	93.527
COVID-19 – CADRE	93.224
COVID-19 – ARPA	93.224
COVID-19 – Expanded Capacity	93.224
COVID-19 HHS Provider Relief Funds	93.498

Dollar threshold used to distinguish Types A and B programs	$ 750,000	
Auditee qualified as low-risk auditee?	__X__ Yes	____ No

North County Health Project, Inc.
d/b/a TrueCare
Schedule of Findings and Questioned Costs
Year Ended December 31, 2022

II. Current Year Audit Findings and Questioned Costs

Financial Statement Findings:

None Reported

Federal Award Findings And Questioned Costs:

2022-001 Sliding Fee Discount Determination

ALN:	**93.224**
Program:	**Health Center Program Cluster**
Agency:	**US Department of Health and Human Services**
Compliance Requirement:	**N- Special Tests and Provisions**
Repeat Finding:	**No**

Criteria: Federal grant compliance provisions require that the Center correctly identify a patient's ability to pay and that the rates for services be adjusted accordingly based on the sliding fee schedule. The Center is required to follow its sliding fee policy when providing discounts to eligible patients.

Finding/ Condition: In the sample of 40 tested items, patient information was inadequate to determine the proper sliding fee discount or the patient was given an innapropriate discount based on information provided.

Questioned Cost: None.

Effect: Lack of strict enforcement of the policy of sliding fee eligibility determination and compliance may have resulted in the Center providing incorrect discounts for services provided.

Cause: There was inadequate understanding and inconsistent handling of the documentation requirements of the sliding fee discount program policies and procedures by certain employees who were involved in sliding fee discount determination.

Recommendation: Training should be provided to employees on the sliding fee program requirements. The Center should perform regular audits of sliding fee transactions to identify weaknesses in compliance.

Views of Responsible Officials and Corrective Action Plan: The Center agrees with the finding and will implement additional controls to ensure that this does not recur. Please refer to the corrective action plan on page 34.

Prior Year Findings and Questioned Costs:

None Reported

North County Health Project, Inc.
Dba TrueCare
Corrective Action Plan
For the year ended December 31, 2022

2022-001 Sliding Fee Discount Determination

Name of Contact Person: Kathy Martinez, CFO

Correction Action:

- Redesign of FACT sheet for ease of use when entering data into electronic health records.
- Immediately retrain staff involved in Sliding Fee Discount Program on proper documentation requirements and implementation of sliding fee determination and billing including scanning of documentation into our OCHIN Epic electronic health records system.
- Work with OCHIN to create documentation storage at guarantor level and patient linking options to easily access sliding fee documentation within the system.
- In collaboration with OCHIN develop a charge review workque in which the billing team will manually audit the slide for accounts in which documentation adjustments were made after patient check in.
- Perform monthly internal audits of sliding fee documentation and transactions and provide continual training to ensure compliance.

Proposed Completion Date: June 30, 2023

PALOMAR HEALTH
Reimagining Healthcare

January 3, 2023

Michelle D. Gonzalez, MPA
President and CEO
North County Health Project, Inc., d.b.a. TrueCare
150 Valpreda Road
San Marcos, CA 92069

RE: Letter of Partnership for North County Health Project, Inc., d.b.a. TrueCare's application for a HRSA Quality Improvement Fund – Maternal Health Grant (HRSA-23-027)

Dear Michelle:

Palomar Health is pleased to partner with North County Health Project, Inc., d.b.a. TrueCare for your HRSA Quality Improvement Fund – Maternal Health grant project. Palomar Health and TrueCare have partnered to provide doula support to TrueCare's traditionally underserved patient population during their pregnancy, labor and delivery, and postpartum period.

We have partnered with TrueCare since spring 2022 to provide labor and delivery support for their patients at Palomar Hospital in Escondido. Through this grant opportunity, TrueCare proposes to incorporate doulas as members of a patient's care team to provide one-on-one comprehensive support throughout every stage of pregnancy and beyond. This collaboration will significantly improve maternal health outcomes by providing culturally sensitive, linguistically appropriate, individualized support.

Established in 1971, TrueCare has been an integral part of the health care safety net for 50 years through comprehensive health care services at 13 health center locations in San Marcos, Oceanside, Carlsbad, Encinitas, Ramona, and Perris, California.

Palomar Health serves a diverse, multi-lingual demographic with a growing proportion of patients having significant maternal risk factors and comorbidities. The opportunity to have doula support for families will augment the care provided at Palomar, enhancing both patient experience and communication.

Palomar Health offers full support for TrueCare's HRSA Quality Improvement Fund – Maternal Health grant application. For any additional information or questions, please contact Amy Murray at 442-281-3025or by email at amy.murray@palomarhealth.org.

PALOMAR HEALTH
Reimagining Healthcare

Sincerely,

Amy Murray, RNC, MSN
District Director, Women & Children's Services

PALOMAR HEALTH

2185 Citracado PKWY | Escondido, CA 92029
o. 442.442.3025 | amy.murray@palomarhealth.org

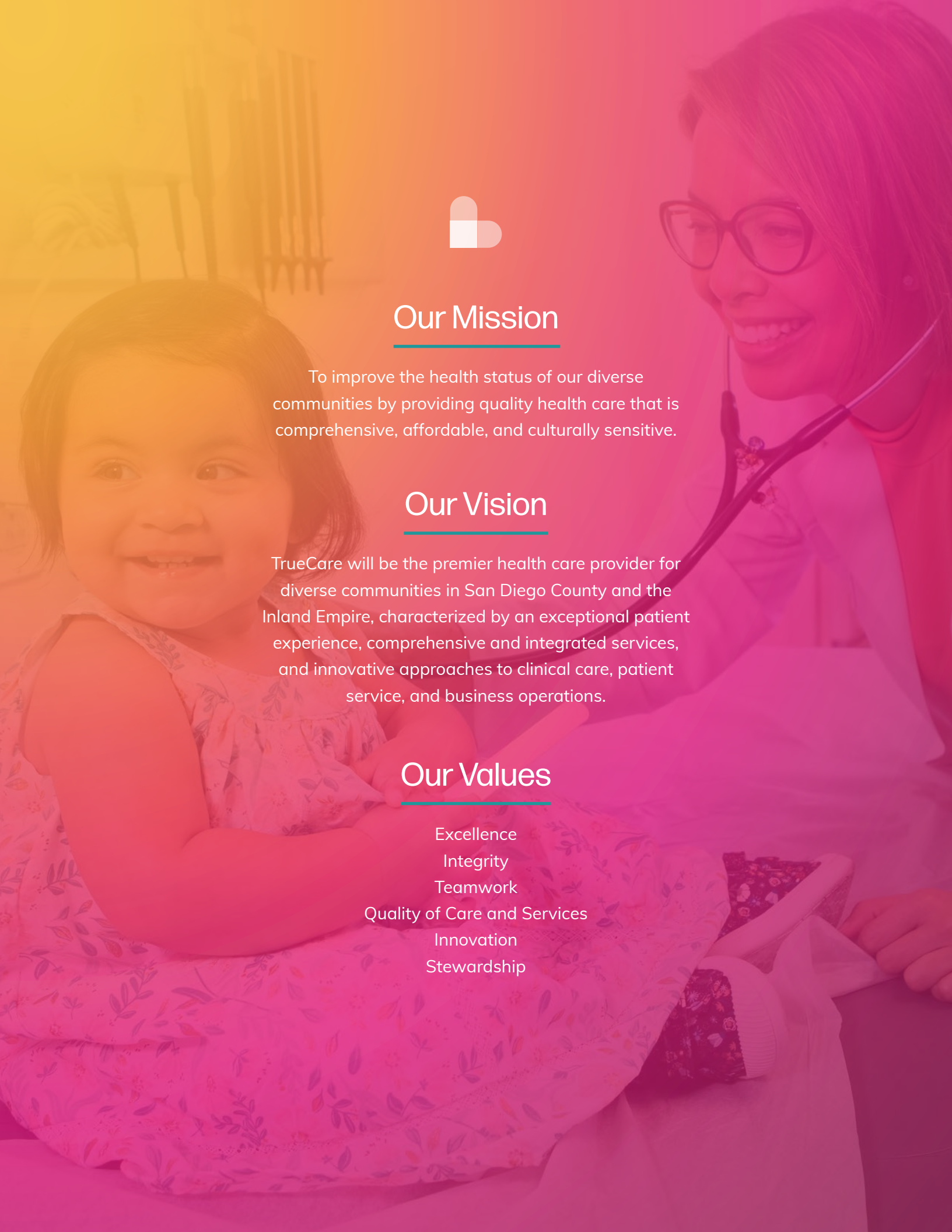
A California Public Healthcare District

2022 | ANNUAL REPORT

A Heart for Health.

Changing lives.
Leading with care.

Health inside. Welcome in.
truecare™



Our Mission

To improve the health status of our diverse communities by providing quality health care that is comprehensive, affordable, and culturally sensitive.

Our Vision

TrueCare will be the premier health care provider for diverse communities in San Diego County and the Inland Empire, characterized by an exceptional patient experience, comprehensive and integrated services, and innovative approaches to clinical care, patient service, and business operations.

Our Values

Excellence
Integrity
Teamwork
Quality of Care and Services
Innovation
Stewardship

truecare™

TRUECARE HEALTH CENTERS

TrueCare Carlsbad
1295 Carlsbad Village Drive, Suite 100
Carlsbad, CA 92008

TrueCare Encinitas
1130 2nd Street
Encinitas, CA 92024

TrueCare La Mision
3220 Mission Avenue, Unit 1
Oceanside, CA 92058

TrueCare and Lennar Foundation Health Center at Casa de Amparo
325 Buena Creek Road
San Marcos, CA 92069

TrueCare Mission Mesa Pediatrics
2210 Mesa Drive, Suite 300
Oceanside, CA 92054

TrueCare Mission Mesa Pediatric Dental - NEW!
2210 Mesa Drive, Suite 100
Oceanside, CA 92054

TrueCare Mission Mesa Women's Health
2210 Mesa Drive, Suite 5
Oceanside, CA 92054

TrueCare Oceanside
605 Crouch Street
Oceanside, CA 92054

TrueCare Oceanside Dental
2216 El Camino Real, Suites 121 – 122
Oceanside, CA 92054

TrueCare Oceanside Specialty
619 Crouch Street, Suite 100
Oceanside, CA 92054

TrueCare Older Adult Health Center - NEW!
1595 Grand Avenue, Suite 100
San Marcos, CA 92078

TrueCare Perris
1675 N Perris Blvd., Suite G1
Perris, CA 92571

TrueCare Ramona
220 Rotanzi Street
Ramona, CA 92065

TrueCare San Marcos
150 Valpreda Road
San Marcos, CA 92069

TrueCare West San Marcos QuickCare
1595 Grand Avenue, Suite 106
San Marcos, CA 92078

21 locations ready to serve our communities.

Health inside. Welcome in.

TRUECARE WIC OFFICES

TrueCare Encinitas WIC Office
1130 2nd Street
Encinitas, CA 92024

TrueCare Escondido WIC Office
649 West Mission Avenue, Suite 7
Escondido, CA 92025

TrueCare Oceanside WIC (Mission Mesa) Office
2210 Mesa Drive, Suite 100
Oceanside, CA 92054

TrueCare Ramona WIC Office
220 Rotanzi Street
Ramona, CA 92065

TrueCare San Marcos WIC Office
150 Valpreda Road, Suite 102
San Marcos, CA 92069

TrueCare Valley Center WIC Office
28246 Lilac Road
Valley Center, CA 92082

Purpose.
People.
Progress.

A MESSAGE FROM
OUR PRESIDENT & CEO

Touching **Hearts** Across our **Communities**

When TrueCare started with a modest mobile clinic in 1973, our founders established a vision – to bring health care to those in need where they are. Our origin story comes full circle in our work today as we continue that pioneering mission of changing lives throughout North San Diego and Riverside Counties.

Although times have changed, we have not detoured from the course set decades ago at TrueCare. With a dedicated team, we remain focused on addressing the human side of health care with a compassionate and culturally sensitive approach. This past year we increased access for more people by adding two mobile units, opening two new health center locations, and implementing crucial programs that provide much-needed resources to our communities. In 2022, we provided comprehensive and coordinated community health services to nearly 93,000 individuals, serving more than 60,000 patients directly, rendering more than 300,000 direct care visits. Proudly, that's just a sample of what we accomplished.

I invite you to learn more about our impact on the following pages. As you read, remember that providing health care for diverse communities is complex, but at its core, it's about caring for human beings. So often our patients and team members are a reflection of one another; naturally, our concern for the well-being of everyone extends to our TrueCare staff who work tirelessly to be the safety net for our communities but also deserve support for their own wellness.

Looking ahead, we will continue to expand and create broader access to care with a human touch. We will do it by opening a specialized older adult care center, adding another mobile unit to reach those experiencing homelessness, and increasing the capacity for women's health, pediatric, dental and specialty services.

I hope that the passion and commitment that radiates from the inside out at TrueCare creates a personal experience for everyone who comes to us. We are proud that the services and care that we provide help people in our communities live healthier, better and loner lives. Please join us by spreading the word about our work and strengthening the idea that started TrueCare over 50 years ago – health care with heart.

Sincerely,

Michelle D. Gonzalez, MPA
President and CEO, TrueCare

A MESSAGE FROM
OUR BOARD CHAIR

Heartfelt Leadership

At TrueCare, we continue to uphold our commitment to find innovative and compelling solutions to support our patients. From our new partnerships, we have expanded our reach to individuals experiencing homelessness and have placed a focus on the youth mental health crisis. TrueCare strongly demonstrates how we care about our patients, our staff and the communities we serve every day.

On behalf of myself and my fellow board members, we are proud to share 2022 was yet another successful year for TrueCare. We have experienced and witnessed how organizations dealt with ongoing health care needs in the face of evolving COVID-19 variants, surging respiratory illnesses and staffing shortages. Through it all, TrueCare has continued to increase patient access and expand services in our communities.

We know health care will continue to evolve and challenges will always be part of our continued success. Despite this, TrueCare will always remain committed to expanding services and partnerships to create more substantial health care resources in our region. TrueCare is known for our dedication to delivering uncompromising quality health care to our surrounding communities. We maintain our unwavering dedication to service as we look ahead towards our future.

Sincerely,

Russell Riehl, MHA
TrueCare Board Chair
Vice President | Operations Support Services,
Palomar Health

Organization Awards & Recognitions

Breastfeeding Friendly Workplace Award
San Diego County Breastfeeding Coalition

City of Perris Business of the Year Award
City of Perris

Community Partner of the Year
Boys & Girls Club of San Marcos

2022 Executives & Senior Leaders

Our TrueCare Executive and Senior Leadership Team puts its diverse set of skills and talents to work each day to fulfill our mission.

Chief Executive Team

Michelle D. Gonzalez, President and CEO
Andrea Lewiston, Chief Human Resources Officer
Briana Cardoza, Chief Business Development Officer
Kathy Martinez, Chief Financial Officer
Dr. Marie Russell, Chief Medical Officer/Chief Operations Officer
Tracy Elmer, Chief Innovation Officer

Senior Leadership Team

Anthony White, VP of Government & Community Affairs
Brandon Turner, VP of Finance & Revenue Cycle
Cathy Sakansky, VP of Quality, Risk & Care Management
Chris McLauchlin, VP of Human Resources
Christina New, VP of Operations
Dee Elliot, VP of Finance
DeeAnn Green, VP of Operations
Dr. Denise Gomez, Associate Medical Director
Dr. Jorge Otañez, Associate Chief Medical Officer
Matthew Kosel, VP of Clinical Informatics

2022 Board of Directors

This team of passionate Board members, of which 55% are TrueCare patients, share their unique perspectives to help guide our success.

Russell Riehl, Chair
Andrés Ramos Martin, Vice-Chair
Dulce Benetti, Secretary
Harriet Carter, Treasurer
Carmen Huertero, Ex-Officio
Adriana Andrés-Paulson
Craig Jung
Desmond Young
Donald Stump
Jay Timacdog
Karen Pearson
Maria Elena Orozco
Walt Steffen

Purpose

PATIENT STATS

Supporting Our Diverse Patient Populations

Our mission is realized through the patient experience. We make everyone feel welcome, treat them with dignity, and serve in culturally appropriate ways.

64% patients enrolled in Medi-Cal

21% patients uninsured

67% patients of racial or ethnic minority

94% patients below the 200% Federal Poverty Line

3,960 agricultural workers

69,413 pediatric visits, **17% increase from 2021**

1,885 veterans

40% served in a language other than English

Dr. Sebiane with Evelyn

"I've been coming to TrueCare since I was born. I have great memories with my sisters coming to the doctor's office and going to the dentist."

Evelyn, 17, TrueCare Patient

CLINICAL QUALITY

A Heart for **Everything** We Do

TrueCare focuses on providing quality, evidence-based care to all patients. This includes building great relationships with our patients and always listening with heart.

Dental

Our **dental sealant rate for children improved by 43%**. Sealants are proven to provide cavity prevention.

Cancer Prevention

Colorectal cancer screenings increased by 14.84% as TrueCare continued to prioritize early detection in the battle against a cancer that is the second leading cause of cancer-related deaths in the U.S.

Behavioral Health

Recognizing the interrelated nature of physical and mental health, we continued to prioritize **depression screenings and ended the year at 75.28%.**

OB/GYN

Our **low birth weight rate** has continued to improve over the last three years. In 2022, our rate was **5.87%**, which continues to be below the state average of 7.34%, as well as the nationwide rate of 8.2%.

> "Our care teams focused on providing preventative wellness through encouraging regular exams, cancer screenings, immunizations, and addressing other health care gaps. Prevention starts in the community, and we are excited to have brought additional care and health education directly to those in need."
>
> Dr. Marie Russell, TrueCare CMO/COO

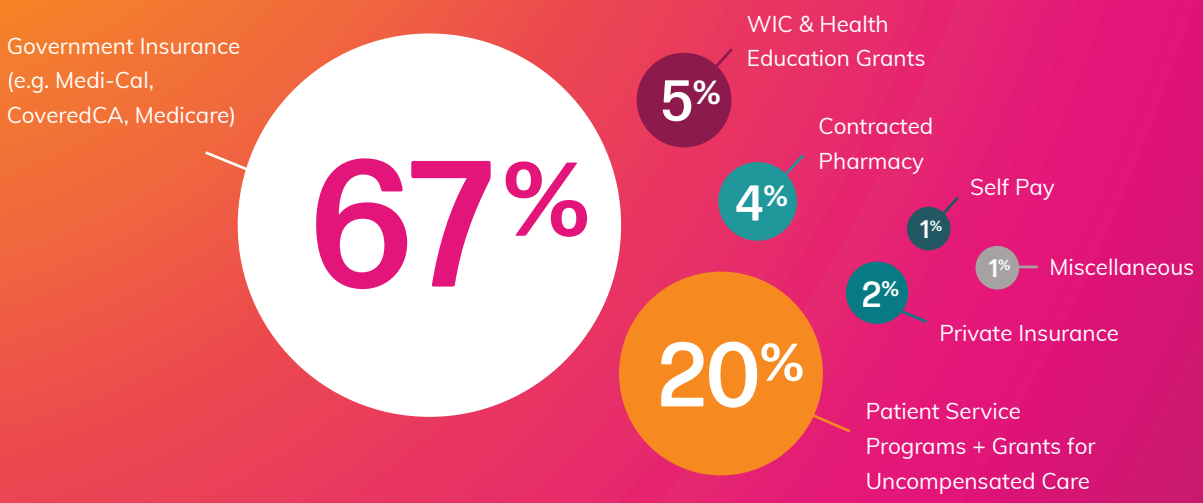
FINANCIALS

A **Strong** Foothold for Serving Our Communities

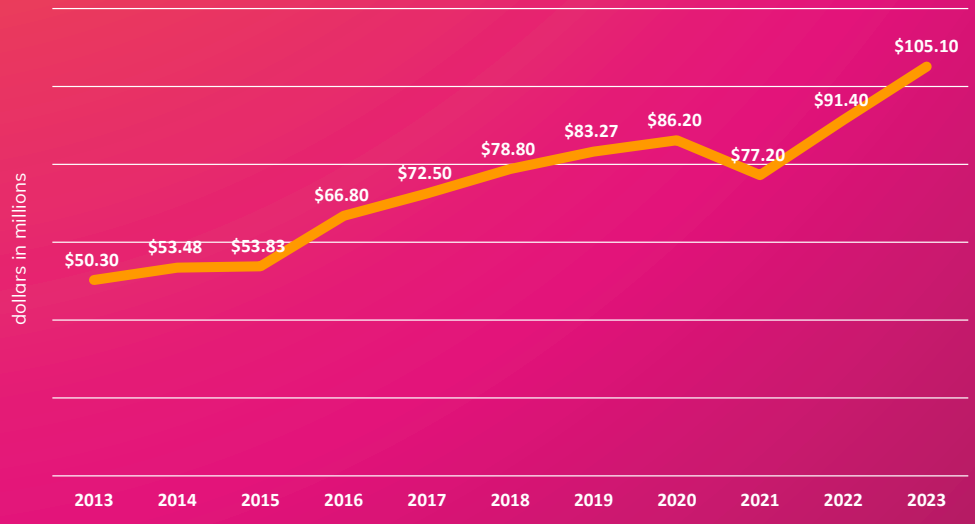
When we operate with financial soundness, we do our part to bridge the gaps in the health care system to make sure those who need us most receive the heartfelt care they deserve. There are real people behind our numbers. With a solid balance sheet, we are proud to create a foundation for serving.

In 2022, TrueCare invested **$3.5 million** in pay increases for over 400 team members.

Revenue



Operational Budget



Dr. Michael Krapes, PsyD high fives a patient during an appointment.

YOUTH BEHAVIORAL HEALTH

Rising to the Challenge with Heart

The youth behavioral health crisis has risen to alarming rates, and our need to respond has never been more critical. At "TrueImpact: Finding a Way Forward for our Youth," our community address in October 2022, we gathered with partners and supporters to dive deeper into understanding the situation.

Our keynote speaker, Dr. Benjamin Maxwell of Rady Children's Hospital in San Diego, presented staggering statistics that represent the suffering of children and young adults. This is no surprise, as we realize our patients need extra help, with many living on the edge of poverty and struggling to meet basic human needs.

We strengthened our integrated behavioral health (IBH) program to provide a much-needed bridge between physical and mental care and implemented several programs in the community to address this issue.

> "The integration of behavioral health services at health centers is making a difference," noted Maxwell. "Research demonstrates the difference that early intervention can accomplish."

Today's youth are experiencing exponential mental health challenges due to the convergence of several factors. But, together, we can all play a part in helping the next generation thrive.

1 in 7

kids aged 10-19 experience a mental disorder *(depression, anxiety, and/or behavioral disorders)*

Over

15%

of U.S. youth live with major depression

31%

of California youth have suicidal thoughts

> “Now I think that mental health is a lot more important compared to before I came to Puzzling Minds.”
>
> Evie, Puzzling Minds participant

Puzzlin Mind

YOUTH BEHAVIORAL HEALTH

A Place for **Everyone** to Improve and Grow

Puzzling Minds, our newest community-based education program, successfully launched in 2022 in both San Diego and Riverside Counties. The evidence-based program evolved out of need, based on what our providers were seeing in the clinics.

Jefferson Middle School in Oceanside immediately joined us as a partner site for this program. Jacqueline Martinez, M.Ed., Community School Coordinator for Oceanside Unified School District, says,

> ***"By educating youth on different behavioral health topics and teaching them coping mechanisms and practical skills, Puzzling Minds has helped to reduce the stigma surrounding mental health and make it easier for students to access the support when they need it."***

Puzzling Minds consists of a 6-week clinically proven curriculum that provides prevention strategies for students, families, and school staff. It offers behavioral health resources to help enrich students' lives and is designed to educate youth on internal and external behavioral health topics.

Programs like Puzzling Minds exemplify the power of intervention by bringing awareness of treatable behavior and conditions to students, friend groups, parents, and teachers. By introducing the extensive resources that TrueCare offers, we make progress in achieving equitable access to behavioral health care for everyone. In 2023, we look forward to expanding our partnerships and program sessions to reach more youth and alter the course of mental health for the next generation.

Left: Jefferson Middle School students participate in a Puzzling Minds activity. Right: Jefferson Middle School Puzzling Minds participants

Dr. Nath with patient at new West San Marcos QuickCare

EXPANDING ACCESS

A Heart to Serve **More**

In addition to our two new mobile units, we opened a QuickCare clinic in West San Marcos offering same-day appointments. We are proud to have this newest extension of our service offerings remove the typically stressful urgent care experience. Patients with non-emergency health issues now have a convenient option for quality, heartfelt care.

Also, in 2022 we expanded our women's health services through a new partnership with Valley Radiology and Alinea that enabled our clinics to have onsite mammograms.

> "With all that TrueCare is doing, it's very exciting to see all the access to health care for our residents, making San Marcos a growing hub for keeping everyone healthy."
>
> Rebecca Jones, Mayor of San Marcos

25,130
patient visits at
QuickCare locations

1,300
on-site mammograms
performed in 2022

Bringing Care to those **Most in Need**

Our ongoing efforts to respond to the needs of our communities were realized with the opening of a mini-clinic on the Casa de Amparo campus, a safe haven for girls ages 12 to 18 years who have been traumatized by or at risk of child abuse or neglect. The TrueCare & Lennar Health Center at Casa de Amparo puts our medical staff on-site, bringing compassionate, sensitive care to these young women with unique and complicated backgrounds.

> ***"Having the medical center on our campus allows clinical staff to build trusting relationships with the residents to help them heal and move forward in their lives."***
> *Michael Barnett, Chief Executive Officer of Casa de Amparo*

Casa de Amparo

Through valued collaborations, we can enhance our preventative care model to make a bigger impact and ensure better health outcomes.

TrueCare and Lennar Foundation Health Center at Casa de Amparo Ribbon Cutting. From left to right: San Marcos Mayor Rebecca Jones, Casa de Amparo CEO Michael Barnett, Lennar San Diego Division President Ryan Green, TrueCare President and CEO Michelle D. Gonzalez, San Diego County Supervisor Jim Desmond

“It feels like we are part of a family. When I walk into the clinic, I know everyone, and everyone knows us.”

Reiheneh, TrueCare Patient

People

PATIENT STORY

A Heart for **Seniors**

Reiheneh, who cares for her elderly mother, Monireh, was devastated when her mother was diagnosed with stage II bladder cancer. Being the only daughter, Reiheneh and her mom have always been very close; they do everything together.

After moving to Ramona, Reiheneh and her family started looking for a new health care provider and saw the TrueCare clinic sign. From their first visit, they were immediately impressed by the care and attention they received from Dr. Lysa Ho and the TrueCare staff. "It feels like we are part of a family. When I walk into the clinic, I know everyone, and everyone knows us," Reiheneh says. "They have multiple services in one place, so we don't have to go anywhere else." Reiheneh's brother and two nephews have become patients at TrueCare as well.

Reiheneh and her family feel supported and cared for throughout the ups and downs of Monireh's treatment. "It's very hard to watch them get older," Reiheneh notes. "You want your mom to always stay the same as you remember her, strong and healthy." Reiheneh credits the conversations she has with Dr. Ho for making her feel more confident in her ability to care for her mother and helping to ease her burden as a caregiver. "It's been difficult for both of us, but my mom has gotten much better."

With the TrueCare team to depend on, Reiheneh is able to provide the love and support that her mother needs. "I'm happy that I have my kids around me," Monireh relates. "I have a TrueCare clinic near me, I have my doctors, and I'm happy to be here."

"I swear it felt like an angel was talking to me. I couldn't believe how sensitive she was and how well she listened."

Karen, TrueCare patient of Alissa Macias, FNP-BC

"She makes me feel joy. She makes me relaxed. She makes me feel like I belong here. And she's going to take whatever time is necessary to solve whatever issue I've got going on."

Jerry, TrueCare patient

"*It is truly an honor and privilege to care for our patients. Although we are doctors, we are still only humans, but our patient interactions and encounters allay our doubts and set us on a purposeful path.*"

Dr. Rachel Lum Ho, MD, MPH

A **New Experience** in Community Health

Technology has reshaped how patients receive care and transformed the health care landscape. By leveraging technology, we can address care gaps, personalize support, and improve patient monitoring, reducing costs while improving patient satisfaction and health outcomes.

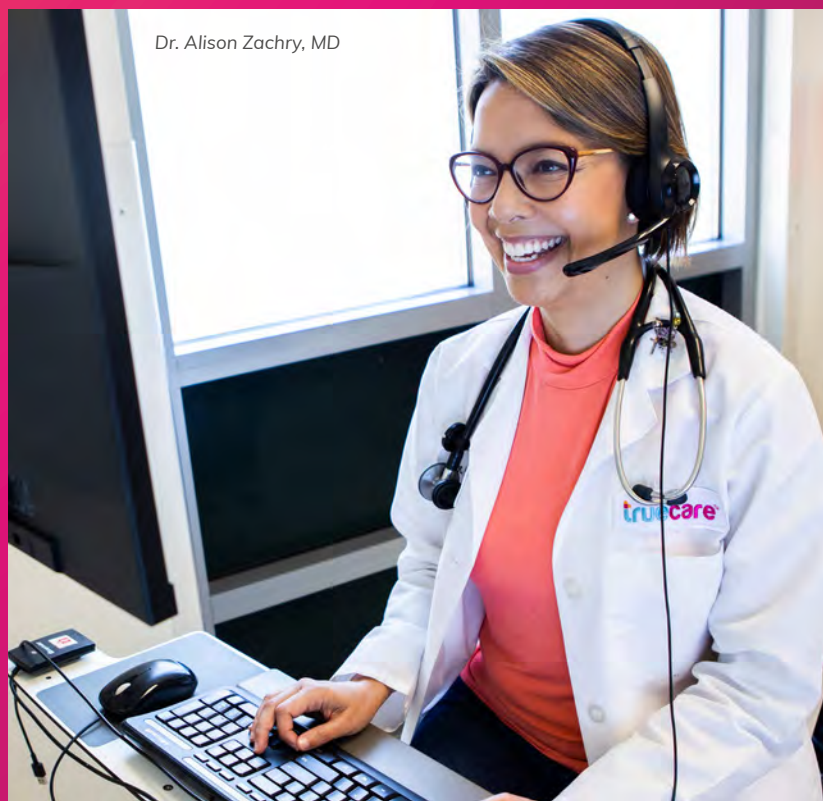
TrueCare is continually optimizing its digital health model. From phone visits to MyChart, patients have several new tools to manage their care plan and access their health information electronically.

Last year, we enhanced the virtual health experience by adding texting capabilities between providers and patients. We also improved our video visit platform for easier connectivity. As we embrace technology as part of our care provision, our steps forward will remain focused on empowering our patients and creating greater access to affordable, timely, and high-quality care.

330%
increase in video visits after new technology platform implemented

54%
of patients seen in December 2022 were **activated on MyChart, TrueCare's patient portal**

59,241
advice messages sent between providers and patients



Dr. Alison Zachry, MD

A Heart for **Families**

CALIFORNIA WIC
WOMEN, INFANTS & CHILDREN
Families grow healthy with WIC

TrueCare offers six convenient Women, Infant and Children (WIC) locations staffed by friendly, skilled professionals who specialize in the unique health care needs of mothers and their babies. Through WIC, we fulfill an important preventative health goal by assisting eligible pregnant and postpartum women as well as young children.

When we integrated our WIC staff within our Women's Health and Pediatric departments, we did it to more closely connect with the population we aim to support. This past year saw an increase in enrollment during the crucial early days of pregnancy **with 44% of WIC participants enrolled in the first trimester, up from 35% in 2021.**

TrueCare's WIC program includes robust breastfeeding support in alignment with the American Academy of Pediatrics (AAP) that encourages moms to breastfeed their infants through age 2 and beyond.

For moms choosing alternate feeding choices, our WIC team also went above and beyond during the 2022 formula shortage by volunteering with the state to be a distributor. This was especially important for families needing therapeutic formulas for premature infants, newborns experiencing medical or nutritional problems, or babies with allergies.

Making a Difference in 2022

14,685
low-income individuals served

105%
of state-allocated WIC case load goals met

Over **1,910 cans of baby formula** distributed to WIC moms during formula shortage

Hosted Milk Drive with UC Health Milk Bank, yielding **7,229 ounces** of donated breast milk

Proud Moment Alert!

TrueCare received a **Breastfeeding Friendly Workplace Award** from the San Diego County Breastfeeding Coalition for excellence in providing lactation support to our employees. We were recognized for implementing and growing tangible lactation support initiatives companywide!

Jessica Becker, MA providing Charity care on a Mobile Wellness Unit at Brother Benno's.

IN THE COMMUNITY

Side by Side with our **Communities**

TrueCare's commitment to helping people in our diverse communities goes beyond just patient services. Our community services and programs assist individuals and families with insurance enrollment, food, rental assistance, and much more. For us, community engagement means we are actively building partnerships, connections, and awareness to reach those most in need.

Our community engagement team fulfills an abundance of roles. A snapshot of their activity includes:

Educational activities at community events in San Diego and Riverside counties, providing informational health materials and connecting community members to TrueCare resources.

Pop-up vaccination clinics at local nurseries that bring clinic services to our agricultural workers and eliminate transportation barriers.

Hosting regular food distributions in San Marcos and Oceanside with our partner Feeding San Diego, providing **424,005 lbs of food** to our communities.

Running a Youth Advocacy Program at high schools, for developing peer advocates who are dedicated to creating and implementing substance use prevention projects in their communities.

Engaging our older adult population in new ways through our Golden Years social support group for our Hispanic older adults.

Beyond the Exam Room

TrueCare's mobile services bring high-quality medical and dental care closer to everyone in our communities.

Our newest 36-foot, state-of-the-art mobile health unit provides a wide range of care, including medical exams, physicals, women's health services, behavioral health services, dental exams, minor dental procedures, chiropractic treatment, immunizations, and more.

Access to quality care has long been a challenge for people struggling to get by, especially those experiencing homelessness. TrueCare's new mobile unit debuted in 2022 at Brother Benno's in Oceanside and has been delivering medical and dental care weekly. The local nonprofit provides essential aid to struggling families and individuals experiencing homelessness, among other services. The partnership marks the first mobile clinic collaboration that Brother Benno's has had in its 40-year history.

With an expanded fleet, TrueCare can reach at least 3,500 additional people annually through mobile services. Working with our community partners throughout the San Diego and Riverside Counties, we will continue to bring mobile services to those in need, where they need them, which ultimately helps to eliminate barriers to heartfelt care within our diverse communities.

"Our guests can now have their essential health care needs met right where they are thanks to the new TrueCare mobile clinic,"

Dennis Pinnick, a member of the Outreach Services Team for The Brother Benno Foundation.

Below: TrueCare Mobile Wellness at Brother Benno's in Oceanside. Right: Britnee, patient of TrueCare Mobile Wellness services.

EMPLOYEE WELLNESS

We Stand **Together**

Establishing a sense of belonging is crucial to helping TrueCare staff feel seen and valued regardless of background. At TrueCare, we provide a safe place for voices to be heard and amplified throughout our company culture.

TrueCare's Wellness and DEI Committee was formed in 2021 following a period of social unrest in our country. Under the guidance of Mimi Mateo, our Director of Employee Wellness and Diversity, Equity & Inclusion, the committee immediately leveled up on the organization's promise of life-work balance.

> "If people feel like they belong, they are well at work," Mimi says. "That is the bridge that brings wellness and DEI initiatives together at TrueCare."

80%

2022 Provider Retention Rate

Over the past year, 35% of TrueCare's workforce engaged in wellness, and DEI initiatives and we're only just getting started.

TrueCare hopes to engage over 400 colleagues by the first half of 2023. Mimi notes, "If you don't start with self-care, you won't be able to help anyone else. And everyone benefits - especially the patients."

DEI Committee members Brenda Pacheco, Mayra Donan, Mimi Mateo, Lance Evans, and Carlotta Blount

The TrueCare Glow: A Heart for Connecting with Patients

At TrueCare, we're family. Everyone contributes, and we work to ensure organizational decisions align with the needs and values of our employees. Our teams know that without each other, people living on society's margins would have nowhere else to turn. In our efforts to be the most welcoming beacon of hope for those in need, we know the glow must start from within. And just like our patients deserve the best shot at life, so do our staff.

From his first day on the job at TrueCare, Associate Chief Medical Officer Dr. Jorge Otañez felt excited to be part of an organization where "health care with a heart" is deeply ingrained in the culture.

"I wanted to work at a community health center that offered a familial environment and the opportunity to grow my career," says Dr. Otañez. "What got me excited was the passion providers and staff have for their work. We treat our patients like we would want our family to be treated, and we treat each other with reverence – knowing everyone plays a role.

"The fact that we have a director of Wellness and Diversity, Equity & Inclusion caught my attention," he adds. **"Wellness is very important for medical staff who give so much of themselves.** Having someone here whose job is to ensure employees are doing well is different and unique to TrueCare. If we're not well, we can't take good care of patients or provide good customer service."

The gratitude among TrueCare staff is palpable. "We can't exist without each other, and I can see the appreciation in how everyone works together," Otañez notes. And that's the TrueCare Glow!

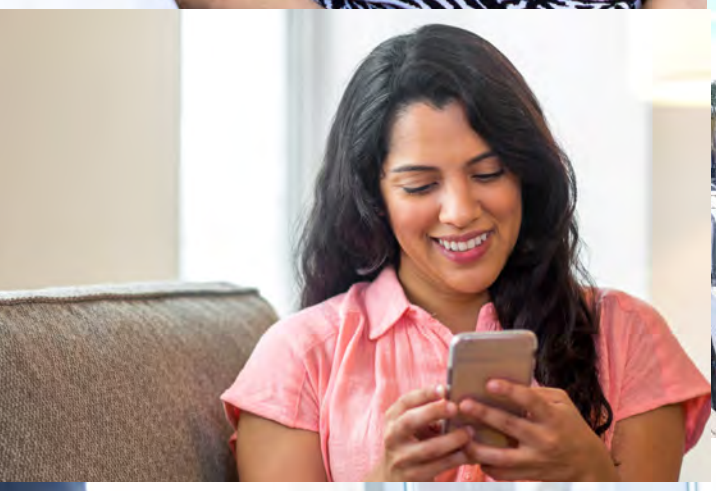
Moving **Forward** with **Intention**

Looking ahead, TrueCare knows it takes a strong vision, deep focus, and adaptable responsiveness to continue caring for the vulnerable populations we serve. Using innovative ideas and tools, we will continue broadening health care access.

In 2023, we will steadfastly work to accomplish the following and so much more:

- Expanding senior care services at our Older Adult Health Center in West San Marcos
- Enhancing pediatric dental services available in Oceanside
- Adding a fourth mobile unit to our fleet, extending access to those facing barriers
- Implementing easier electronic check-in processes and providing one-on-one on-site digital assistance to improve digital literacy
- Expanding online scheduling to include more service lines
- Collaborating with local hospitals to improve treatment outcomes for patients struggling to manage behavioral health issues
- Breaking ground in new locations

Progress



mobile
760.736.6767
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A Heart for Health.

Britt and her family

Help us Support the **Human Side** of Health Care

Meet Britt. Britt came to TrueCare after learning she was pregnant. Our women's health providers and midwives supported her with prenatal care and delivery of a healthy boy. Not only did Britt come back to TrueCare for her second, third, and fourth pregnancies, she brought her kids to TrueCare for their pediatric and dental services too. "I loved coming to TrueCare; they were amazing," she says.

While raising her children -- mostly as a single parent -- she returned to school and earned her undergraduate degree in two majors. Now married, she is working towards a master's degree! We are honored to be here for patients like Britt and her children, who are on a journey to a healthy, better life.

Join us in helping other women, children and families receive the care they need. By donating to our mission of providing health care for all, you are ensuring people like Britt and her children have access to comprehensive medical services and programs.

Give Today!
Please visit truecare.org

A Heart for Health.

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We believe in the **human side** of health care.

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truecare™

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Our Women's Health Centers are staffed by caring professionals dedicated to providing the highest quality care to help you get and stay healthy. We provide personalized women's health focused services in a warm and nurturing environment—welcome in.

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- Birth control
- Free pregnancy tests
- OB/GYN & Midwifery care services
- Breast feeding support
- Counseling & nutrition services

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Every patient matters!

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- Exámenes de mujer sana
- Examen de detección de cáncer de mama y cuello uterino
- Control de la natalidad
- Pruebas de embarazo gratuitas
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PAL
Peace | Anger | Love

September 08, 2023

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

Dear San Marcos Community Foundation,

Please see the submitted grant application for the amount of $10,000 to provide Restorative Justice Diversion programming for people harmed by crime and responsible youth in the City of San Marcos. Our restorative program is innovative and exceptional. Apart from decreasing recidivism and increasing public safety, 98% of people harmed receive a sense of justice, over 95% of responsible youth say they would recommend the RJD program to a friend, and overall, RJD saves taxpayers over **$100,000 per referral**.

We are adamant about disrupting the vicious cycle of youth incarceration and elevating the voice of people harmed by criminal acts. Thank you for your consideration, and we look forward to hearing back from you.

Best,

Francisco Carbajal
President and Executive Director

P.S. Below are answers to grant questions that PAL was not able to submit:

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. *

To accomplish this work, we will rely on our deep partnerships with local libraries, shared co-work networks with the San Marcos School District, CSU San Marcos Project Rebound, Boys and Girls Club, the YMCA, the Respect Project, and the District Attorney's One Safe Place. In addition, PAL will participate in outreach campaigns targeting a broad population to connect or reconnect youth and their families to Positive Youth Development Activities; Extracurricular Academic Tutoring and Preparation; Behavioral Health and Wellness Services; and Strengths-Based Services.

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? *

PAL
Peace | Anger | Love

PAL's RJD program budget is in the amount of $15,000. In addition to the amount requested, a cost share of $5,000 will support the program acquired from the Boys and Girls Club. Equipment and materials have been acquired through in-kind donations, and training services will be free for year one. The funds in line item 2, Consultants and Contractors, will support Restorative Practitioners, youth peers, mentors, and other community professionals. Line item 4, Staffing, will be used for program coordination, administration, and promotion. Lastly line item 5, Youth Services, will be used to support the fees associated with services identified to help the participants of each referred case, for example, athletic program fees or mental health service fees.

Title

Peace Anger Love, Inc. - Restorative Justice Diversion program.

09/08/2023

id. 44005281

by **Francisco Carbajal** in **San Marcos Community Foundation**

fcarbajal@peaceangerlove.org

Original Submission

09/08/2023

	General Project Information
Please enter your organization's name and project name.	Peace Anger Love, Inc. - Restorative Justice Diversion program.
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Restorative Justice Diversion
Project Start Date	11/1/2023
Project End Date	6/30/2024
Date by Which Funds Will Be Expended:	11/1/2023
Total Number of People Served by this Project	50.0
Total Number of People Served by this Project in San Marcos Only	50.0
Grant Amount Requested	10000.0
	Organization Details
Organization Name	Peace Anger Love

Organization Street Address	8405 RIO SAN DIEGO DRIVE UNIT 5340
Organization City	San Diego
Organization State	CA
Organization Zip Code	92108
Organization Website	www.peaceangerlove.org
Organization's EIN	88-2879489 200 Peace Anger Love Incorporated 7c2ad65d-3e88-4e5a-8cb4-a12ff7bc8d3d 8405 Rio San Diego Dr San Diego CA 92108 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2023-08-14T00:00:00 2023-09-05T00:00:00 501(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) 2023-08-14T00:00:00 2022 08
	Contact Information
Contact First Name	Francisco
Contact Last Name	Carbajal
Contact Title	Executive Director
Contact Phone	+18586638617
Contact Email	fcarbajal@peaceangerlove.org
	Project Details

Briefly describe your request for funds.	Peace Anger Love (PAL) is a 501(c)(3) non-profit organization. We are working on sensible restorative solutions for the North Inland region of San Diego Count to address a need to reach youth at risk, specifically in the City of San Marcos. Our Board, Executive Director, and a team of Restorative Practitioners are implementing their proven Restorative Justice Diversion (RJD) program that targets vulnerable youth who are not engaged in out-of-school or enrichment activities and, unfortunately, end up being arrested for wrongdoings by the San Marcos Sheriff Department. The RJD program is centered around the person harmed (victim), it is community-led, and community-held. Our Executive Director, Francisco Carbajal, who has implemented official diversion programs throughout San Diego, including the District Attorney's Juvenile Diversion Initiative, will serve as Project Coordinator and lead the identification and training of Restorative Practitioners and mentors, and referral process for the San Marcos Sheriff Department. The RJD program is a four-phase process that builds trust, relationships, community, and resilience while drawing out the youth's strengths and passions and addressing the underlying behavioral and mental health needs.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	Recent SANDAG and District Attorney's Office statistics indicate an uptick in youthful arrests and prosecution in San Marcos, Escondido, and surrounding neighborhoods. Therefore, we project engaging with a minimum 20 youth offenders, including the people harmed by their wrongdoing, their supporters, resource relationships, and mentors. Restorative Justice is a holistic approach that genuinely holds the youth accountable for their wrongdoing while providing the person harmed a full voice in the outcomes. During the pilot phase of the program, each referred case saved taxpayers an average of $100,000, it lowered the chances the youth would re-commit a crime and increased the victim's sense of justice to almost 100% - unseen through the traditional criminal justice system.
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.	Please see the attached letter from PAL's executive director. This section of the grant application has a glitch. It is counting double characters for a single letter.

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.	**PAL exists to optimize the wellbeing of youth and community through access to authentic restorative programming, training, and education.** Restorative justice is a non-punitive approach that emphasizes genuine accountability and healing. It is about relationships — how you create them, maintain them, and mend them. It is based on the philosophy that we are all interconnected, that we live in relationship with one another, and that our actions impact one another. Seeing a need for nonprofit work in the area of genuine accountability and healing, we formed our organization to provide sensible restorative solutions. We offer programming that makes a long-lasting difference using data-driven, evidence-based, and innovative practices. In Phase 1 of our RJD program, the arresting agency refers the case to PAL, and immediately, a Restorative Practitioner begins engaging with the responsible youth and person harmed to build trust. Stage 2 consists of periodic meetings with participants to build a strong relationship and prepare for an in-person restorative conference. In collaboration with community organizations, youth can also participate in strengths-based activities during this phase to build a sense of community, their social-emotional skills, and possible mentorship relationships. Activities can range from rock climbing to filmmaking to decision-making workshops. Stage 3 is the restorative conference. It is during this phase that the participants, including the responsible youth, the person harmed, their supporters, mentors, peers, and resource professionals, will address the harm caused by the offense, engage in a healing dialogue, and create an action plan that is unique to the case and the youth. The final stage, Phase 4, marks the completion of the program, the sealing of the arresting charge, and the group gathers to celebrate the youth's accomplishments. Key milestones during the pilot phase of the program include achieving a high sense of justice for people harmed by the crime (98%-pilot), a low recidivism rate for the youth after one year since program completion (8%-pilot), and millions of dollars in taxpayer savings ($16 million after approximately 200 referred cases from law enforcement during the pilot phase). PAL is implementing the RJD program in Escondido through funds acquired from the Escondido Community Foundation and private donors. The Escondido program will begin in December 2023. Being that Escondido is neighbor to the City of San Marcos, PAL sees it necessary and beneficial to seek additional support from the San Marcos Community Foundation due to the working relationship between both cities and community resources that benefit the larger North Inland region, as well as youth and families traveling to both cities daily.

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

CRJ_Support_for_PAL.pdf

YW_Letter_of_Support-PAL.pdf

Please upload the annual operating budget for your organization.

3_Year_Plan_2023_SMCF.pdf

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

PAL_SMCF_RE_AUDITS_090823.pdf

Please attach the first two pages of your Federal 990.

2023_IRS_990E.pdf

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

PAL_SMCF_LETTER_090823.pdf

	Funding
Budget Worksheet	**San Marcos Community Foundation - Budget Worksheet.xlsx**
Project Budget Total	15000.0
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?	Please see the attached letter from PAL's executive director. This section of the grant application has a glitch. It is counting double characters for a single letter.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Equipment & Project Materials	*In-kind*	
Consultants & Contractors	5000	
Training	In-kind	
Staffing	$3,000.00	
Youth Services (including pro-social and mental health services)	$2,000.00	
Total budget for this PROJECT:	10000	

START-UP YEAR 1	2023
REVENUE	
General Donations	8550
Grants	50000
Monthly Giving	2000
Fall Gala	10000
Program Fees	0
In-Kind Donations	10,000
Total	80550
EXPENSES	
Salaries	47,000
Payroll Taxes	7,050
Insurance	1000
Marketing and PR	2000
Office Supplies	3000
Professional Services	10500
Program Supplies	5000
Technology and Phone	2000
Travel and Mileage	3000
Total	80,550

YEAR 2	2024
REVENUE	
General Donations	5000
Grants	50500
Monthly Giving	2050
Fall Gala	10,000
Program Fees	55,000
In-Kind Donations	10,000
Total	132550
EXPENSES	
Salaries	87,000
Payroll Taxes	13,050
Insurance	2000
Marketing and PR	2000
Office Supplies	3000
Professional Services	10500
Program Supplies	8000
Technology and Phone	2000
Travel and Mileage	5000
Total	132,550

YEAR 3	2025
REVENUE	
General Donations	9,000
Grants	120000
Monthly Giving	4000
Fall Gala	20,000
Program Fees	125,000
In-Kind Donations	8,000
Total	286000
EXPENSES	
Salaries	220,000
Payroll Taxes	33,000
Insurance	3000
Marketing and PR	3000
Office Supplies	4000
Professional Services	5,000
Program Supplies	8000
Technology and Phone	3000
Travel and Mileage	7000
Total	286,000

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Boys and Girls Club	5000	
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			

Form **990-N**

Electronic Notice (e-Postcard)

OMB No. 1545-2085

Department of the Treasury
Internal Revenue Service

for Tax-Exempt Organization not Required to File Form 990 or 990-EZ

2022

Open to Public Inspection

A For the **2022** Calendar year, or tax year beginning **2022-01-01** and ending **2022-12-31**

B Check if available

- ☐ **Terminated for Business**
- ☑ **Gross receipts are normally $50,000 or less**

C Name of Organization: **PEACE ANGER LOVE INCORPORATED**

8405 RIO SAN DIEGO DRIVE
5340, SAN DIEGO, CA, US,
92108

D Employee Identification Number **88-2879489**

E Website:

F Name of Principal Officer: **Francisco Carbajal**

8405 RIO SAN DIEGO DRIVE
5340, SAN DIEGO, CA, US,
92108

Information Copy. Do not send to IRS.

Privacy Act and Paperwork Reduction Act Notice: We ask for the information on this form to carry out the Internal Revenue laws of the United States. You are required to give us the information. We need it to ensure that you are complying with these laws.

The organization is not required to provide information requested on a form that is subject to the Paperwork Reduction Act unless the form displays a valid OMB control number. Books or records relating to a form or its instructions must be retained as long as their contents may become material in the administration of any Internal Revenue law. The rules governing the confidentiality of the Form 990-N is covered in code section 6104.

The time needed to complete and file this form and related schedules will vary depending on the individual circumstances. The estimated average times is 15 minutes.

Note: This image is provided for your records only. Do Not mail this page to the IRS. The IRS will not accept this filing via paper. You must file your Form 990-N (e-Postcard) electronically.

PAL
Peace | Anger | Love

September 08, 2023

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

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

Dear San Marcos Community Foundation,

PAL is new grassroots 501(c)(3) organization and does not have year-end audited financial statements, thus far.

Please let me know if you have any further questions.

Best,

Francisco Carbajal
President and Executive Director

University of San Diego
SCHOOL OF LEADERSHIP AND EDUCATION SCIENCES

Center for Restorative Justice
5998 Alcalá Park
San Diego, CA 92110
(619) 260-4760
dkarp@sandiego.edu
sandiego.edu/rj

September 14, 2022

To Whom it May Concern,

This letter indicates a willingness to support and collaborate with Peace Anger Love (PAL), a San Diego-based non-profit with a mission to optimize the wellbeing of youth and community through access to authentic restorative programming, training, and education.

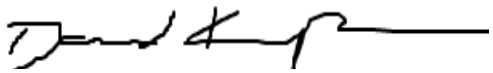
The USD Center for Restorative Justice (CRJ) promotes research, teaching, training, and technical assistance for restorative justice projects in higher education as well as K-12 schools, communities, and the criminal justice system. CRJ is housed in the School of Leadership and Education Sciences at the University of San Diego.

Given our shared mission for the expansion of restorative justice programming, training, and education, CRJ and PAL are well-suited for this partnership.

Some areas of support CRJ can offer include 1) serving as the evaluative body for PAL programming, 2) sharing research findings where appropriate, 3) encouraging PAL internship placement among our participants in the Professional Certificate for RJ Facilitation & Leadership program, and 4) supporting training and capacity building for PAL when possible.

For further information or questions about our support, please contact us at center4rj@sandiego.edu.

Sincerely,



David R. Karp, PhD
Director, Center for Restorative Justice
Professor of Leadership Studies

youth will

February 27th, 2023
To whom it may concern,

This letter indicates a willingness to support and collaborate with Peace Anger Love (PAL), a San Diego-based non-profit with a mission to optimize the wellbeing of youth and community through access to authentic restorative programming, training, and education.

Youth Will is a San Diego-based, youth-led nonprofit organization. We're fighting to create a world where every young person has what they need to be happy, healthy, and prepared to reach their potential by building youth power, improving youth development, and demanding youth prioritization.

We have a Youth Bill of Rights that was co-written by two of our youth members, and has served as our guiding document for the organization over the last few years. One of the rights uplifted by our community members is about youth justice. ***"Youth will have transformative and restorative justice that provides opportunities for personal growth while redressing larger social ills and fighting against our exploitation, oppression, and gun violence victimization."***

Given our shared mission for the inclusion of youth voices and perspectives in decision making spaces that impact young people, Youth Will and PAL are well-suited for this partnership. We're eager to work with PAL to uplift the perspectives of young people, who are often forgotten, when it comes to the justice system.

For further information or questions about our support, please contact us at hello@youthwill.org

Sincerely,

Safia Haidari

Safia Haidari
Youth Will
Director of policy advocacy and organizing

SHARIA'S CLOSET™

Emergency clothing with dignity and respect.

shariascloset.org

San Marcos Community Foundation
City Clerk's Department
1 Civic Center Drive
San Marcos, CA 92069

Dear San Marcos Community Foundation,

Sharia's Closet is pleased to present this proposal for your review. We look forward to partnering with you to provide a clothing relief program for our most vulnerable population called "Bag of Hope!" The mission of our organization is to provide emergency clothing, hygiene kits and other supplies to individuals that need support.

During the last few years, we have been conducting the Bag of Hope program. We have seen measurable success and we are now seeking to expand the Bag of Hope program to address the needs of all individuals who are in need of emergency assistance.

We appreciate the San Marcos Community Foundation taking an interest in helping Sharia's Closet with the Bag of hope program! Please give me a call at 619-549-6102 if you require any further information or have any questions concerning this proposal.

Sincerely,

Shamine Linton
CEO

Platinum Transparency 2022
Candid.

Title

Sharia's Closet - Bag of Hope

10/04/2023

by **Adam Reed** in **San Marcos Community Foundation**
on behalf of **Sharia's Closet**
accropolis@hotmail.com

id. 44289458

Original Submission

10/04/2023

	General Project Information
Please enter your organization's name and project name.	Sharia's Closet - Bag of Hope
Are you applying for the Mini Grant or the Regular Grant?	Regular Grant ($1,500 - $10,000)
Project Name	Bag of Hope
Project Start Date	1/1/2024
Project End Date	12/31/2024
Date by Which Funds Will Be Expended:	12/31/2024
Total Number of People Served by this Project	12000.0
Total Number of People Served by this Project in San Marcos Only	1000.0
Grant Amount Requested	2500.0
	Organization Details
Organization Name	Sharia's Closet
Organization Street Address	6244 El Cajon Blvd Ste #5
Organization City	San Diego

Organization State	CA
Organization Zip Code	92115
Organization Website	https://www.shariascloset.org/
Organization's EIN	81-1088718 200 Sharia's Closet e1c1f54d-a0f4-40eb-9a4c-e89b5f79c32b 6244 El Cajon Blvd Ste 5 San Diego CA 92115 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2022-08-08T00:00:00 2022-08-29T00:00:00 501(c)(3) Public Charity A public charity (50% deductibility limitation). Section 509(a)(2) organization 2022-08-08T00:00:00 2016 09
	Contact Information
Contact First Name	Shamine
Contact Last Name	Linton
Contact Title	Founder and CEO
Contact Phone	+16198084979
Contact Email	shamine.linton@shariascloset.org
	Project Details

Briefly describe your request for funds.	Our Bag of Hope project provides free bags of clothing, accessories, and hygiene products to those in need throughout the greater San Diego area. The process starts with one of our referring agencies, where a case manager or staff member assesses a client's clothing or hygiene needs. They then complete an intake form to specify the client's preferences, including gender, size, style, colors, and items. Our staff members and volunteers then assemble an outfit out of our stock of donated and purchased clothing items and products, placing them in a bright purple bag that signifies hope and love. The client or case manager then comes to our central location to collect the apparel. So far this year, we have served over 10,000 people, all at no cost to them or their referring agencies. Although we primarily use donated clothing, we must purchase hygiene products and several articles of clothing, for example, socks and underwear. We also suffer seasonal shortages, such as light clothing during the summer (and autumn) months or children's apparel during the back-to-school rush. Finally, we plan to use part of the grant funds to hire new staff to deal with the increased demand for our services.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	So far this year, we have served 703 individuals or families through One Safe Space, providing 390 with clothing, 88 with baby items (packs of diapers), and 225 with hygiene items. This is twice as many people as we assisted in San Marcos in 2022 (351), and we anticipate an even larger number next year as inflation, extreme weather, and economic conditions upend the lives of San Diego's most vulnerable.
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 work with San Marcos nonprofits to distribute clothing (such as MAAC, the Interfaith Community Services, and others) and operate a faux boutique in One Safe Space Family Justice 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.	
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.	Our mission is to provide free emergency clothing, shoes, accessories, and hygiene products to people throughout the greater San Diego area to promote self-esteem, social mobility, and self-identity in our community. To accomplish this, we work with over 100 referring agencies, which include schools, veteran's groups, homeless shelters, LGBTQ+ community centers, and others. We also have two satellite locations in San Diego's Family Justice Centers, where victims of domestic violence, elder abuse, sexual assault, human trafficking, and hate crimes can access new outfits and hygiene products in a healing atmosphere. Our founder and CEO Shamine Linton dreamed of a community closet while growing up in Jamacia. After she moved to San Diego, Shamine put this idea into practice in 2006 when she began distributing clothes, diapers, and other hygiene products from her patio to help the people in her neighborhood suffering from financial insecurity. Her work led to the creation of Sharia's Closet in 2013, which is named after her daughter and has since grown into one of the largest distributors of free clothing in the country. In 2022, we served over 9000 clients—triple the number of people we helped in 2020. We anticipate an even greater demand for our services next year and our current objectives center around increasing our stock, infrastructure, and workforce. Our target population encompasses anyone experiencing clothing insecurity in the greater San Diego area, but in practice, we mainly serve economically disadvantaged women of color. Our clients include senior citizens, homeless and unhoused people, children in foster care, veterans, people recovering from substance abuse, transitional living populations, people with mental disorders, and others facing clothing insecurity. Our clients are racially diverse, with the majority being Hispanic or Latino (36.6%), followed by White (21%), Black or African American (18.3%), American Indian or Alaskan Native (3%), Asian (2%), and Native Hawaiian or Other Pacific Islander (1%). Finally, the majority of our clients identify as female (58.1%), followed by male (39.9%), and people identify as gender neutral, transgender, non-binary, or gender fluid (2%). While it may seem like our services overlap with those of well-known charitable organizations such as Goodwill or the Salvation Army, our programs reach people they do not. These organizations do not focus on

clothing insecurity and charge money for their products, while we provide all our services free of charge and are in fact one of the largest distributors of free clothing in the United States. Moreover, we focus on fulfilling each client's needs by utilizing Sharia's Closet Emergency Clothing Request Client Intake form to specify the client's preferences, including gender, size, style, colors, and items. Thus, we are able to assist people who are excluded from traditional charitable practices while helping them meet their material needs, build confidence, and express their identities.
Clothing is essential to our health, identity, and community, but it is often glossed over in discussions of basic needs. Yet we at Sharia's Closet believe that providing struggling families and individuals with clean, comfortable, and aesthetically pleasing clothing helps to strengthen our community and to place individuals on a path to financial independence. We help children stay in school by providing them with outfits they can be proud of; we also supply job seekers with business attire for interviews. By providing free clothing, accessories, and hygiene products to those in need throughout the greater San Diego area, we are helping to meet our client's basic needs and provide them with the foundation to improve their material circumstances.
Testimonials
From a Client who is a Foster Mom:
"I wanted to let you know that I am very grateful to you and your amazing organization. I am a foster mother who gets children in an emergency case, and they usually don't come with clothing, shoes, toys or diapers. I always know that I can count on your incredible organization to provide them with these essentials. I have had 6 children and I have seen how clothing or toys,whether new or used, puts a smile on their faces.
From Joanna
"I visited Sharia's Closet during the time I was homeless. There is a brief set of questions you have to answer, like your pants, shirt, and shoe size. Once the questionnaire is completed and submitted, you'll get a call within 48 hours to pick up your clothes. They have items for all ages. Half the time the clothes still have store tags on them. Yes, these are clothes that are donated. The staff is helpful and caring. There's no judging of anyone. I always feel comfortable and welcome when I visit Sharia's Closet."
From a Partner Organization, Telecare:
"Sharia's Closet is the best nonprofit that provides services for those in need of emergency clothing. Telecare has used this nonprofit multiple times as a resource for our clients. Each time a client receives clothing, they have the biggest smile on their faces! The atmosphere is amazing, the staff is great, and we couldn't ask for anything more."

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

Sharia_s_ClosetCollage.jpg

Letter_of_Support_Summer_Stephan_-_District_Atterney1722.pdf

Please upload the annual operating budget for your organization.

SC2023Budget.pdf

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

IncomeBalance.pdf

Please attach the first two pages of your Federal 990.

990FirstPages.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_-_address_from_the_CEO.pdf

	Funding

Budget Worksheet

San Marcos Community Foundation - Budget Worksheet.xlsx

Project Budget Total	174954.2
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?	In addition to our diversified funding sources, our sustainability model focuses on our community’s assets, resources, and engagement. We will be able to run the project with partial funding.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
Staff members (x1)	*$19,200.00*	
Benefits (payroll tax)	2208	
Rent	25500	
Utilities	$12,648.00	
Program supplies	$24,000.00	
Office supplies	$1,200.00	
Meetings and other costs	$900.00	
Printing/Design (resource & materials)	$499.20	
Liability/Property Insurance	$1,229.00	
Total budget for this PROJECT:	87454.2	

Sharia's Closet Budget

REVENUE	2023 Estimate	2022 Actuals
Grants	$200,000	$104,000
Corporations	$5,000	$2,500
Individuals Donors	$100,000	$71,074
Fundraising & Events	$16,000	$8,140
Foundations	$150,000	$101,149
TOTAL REVENUE	**$471,000**	**$286,863**

EXPENSES			
Personnel	**Annual Salary**	**Percent of Time on Project (FTE)**	**Salary Cost, This Project**
Operations Manager	$65,000	100%	$65,000
Fundraising/Marketing Director	$35,000	100%	$35,000
Two Administrative Assistant	$76,000	50%	$38,000
Volunteer Coordinator	$39,000	100%	$39,000
Grant Writer (half-time)	$38,000	50%	$19,000
Accountant ($100 per hr x 80 hrs annually)	$7,000	100%	$7,000
Subtotal, Salary			**$196,000**
Personnel	**Annual Salaries**	**Employee Benefits Percentage**	**Total Cost**
Employee Benefits/Fringe (federal taxes, health insurance)	$196,000	15%	$29,400
Total Salaried Personnel			**$225,400**
	Cost	**# of Units or Annually**	**Total Cost**
Operating Expenses			
Advertising & Marketing	$2,000		$2,000
Supplies	$2,000		$2,000
Storage Containers ($50x100)	$5,000		$5,000
Insurance	$1,000		$1,000
Accounting (payroll services)	$2,000		$2,000
Printing (Brochures, Flyers)	$1,000		$1,000
Communications - Phones/Computer Programs/Web Membership/Security Fee	$2,000		$2,000
Subtotal, Operating Expenses			**$15,000**
Support Services			
Office Furniture (5 desks, 5 chairs)	$3,000		$3,000
Desktop Computers (5)	$1,200		$1,200
Printers/Fax Machines	$1,000		$1,000
Database & Server	$3,000		$3,000
Utilities	$2,000		$2,000
Office Space (5,000 sq. ft.@ $3,500 per mo)	$42,000		$42,000
Water	$1,200		$1,200
Subtotal, Other			**$53,400**
TOTAL EXPENSES			**$293,800**
Based on receiving grants/donations			**$177,200.00**

	Source Name	Amount	C / CD / P
Additional Funding Source 1	County of San Diego Grant	50000	C
Additional Funding Source 2	The Ginn Family Foundation Grant	5000	C
Additional Funding Source 3	Cushman Foundation	5000	C
Additional Funding Source 4	Fred & Margaret Grimm FoundationGrant	15000	C
Additional Funding Source 5	Chubb Charitable Foundation	1500	P
Additional Funding Source 6	Hesed Foundation	1000	P
Additional Funding Source 7	US Bank Charitable Foundation	1500	P
Additional Funding Source 8	C J & Dot Stafford Memorial Trust	5000	P
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)
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

2022

Open to Public Inspection

A For the 2022 calendar year, or tax year beginning 01-01 , 2022, and ending 12-31 , 2022

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

C Name of organization: SHARIA'S CLOSET
Doing business as:
Number and street (or P.O. box if mail is not delivered to street address): 6244 EL CAJON BLVD
Room/suite: 5
City or town, state or province, country, and ZIP or foreign postal code: SAN DIEGO, CA 92115

D Employer identification number: 81-1088718

E Telephone number: (619)808-4979

G Gross receipts: $ 292,163

F Name and address of principal officer: SHAMINE K LINTON
5042 LA PAZ DRIVE SAN DIEGO CA 92113

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.SHARIASCLOSET.ORG

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

L Year of formation: 2016

M State of legal domicile: CA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: PROVIDE FREE EMERGENCY OF CLOTHING TO THOSE EXPERIENCING FINANCIAL HARDSHIP

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	5
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 2022 (Part V, line 2a)	5	0
6	Total number of volunteers (estimate if necessary)	6	5
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

		Prior Year	Current Year
8	Contributions and grants (Part VIII, line 1h)	193,693	292,163
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)		(20,007)
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	193,693	272,156

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
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		121,451
16a	Professional fundraising fees (Part IX, column (A), line 11e)		0
b	Total fundraising expenses (Part IX, column (D), line 25) 0		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)		34,225
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		155,676
19	Revenue less expenses. Subtract line 18 from line 12	193,693	116,480

Net Assets or Fund Balances

		Beginning of Current Year	End of Year
20	Total assets (Part X, line 16)	193,693	313,077
21	Total liabilities (Part X, line 26)	11,210	9,564
22	Net assets or fund balances. Subtract line 21 from line 20	182,483	303,513

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

SHAMINE K LINTON
Signature of officer

Date

SHAMINE K LINTON, FOUNDER/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
Ivonne Blanco		04-11-2023		P01031043

Firm's name: Ink Accounting & Payroll Services
Firm's EIN:
Firm's address: 815 Third Avenue Suite 203, Chula Vista CA 91911
Phone no.: 619-426-1400

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

For Paperwork Reduction Act Notice, see the separate instructions. Form **990** (2022)

EEA

Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission:

PROVIDE FREE EMERGENCY OF CLOTHING TO THOSE EXPERIENCING FINANCIAL HARDSHIP

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 $ **155,676** including grants of $) (Revenue $ **292,159**)

PROVIDE FREE EMERGENCY OF CLOTHING TO THOSE EXPERIENCING FINANCIAL HARDSHIP

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 **155,676**

FINANCIAL STATEMENTS

For the Period Ended August 31, 2022

OF

SHARIA'S CLOSET

PREPARED BY

INK ACCOUNTING & PAYROLL SERVICES

815 THIRD AVENUE, SUITE 203

CHULA VISTA, CALIFORNIA 91911

SHARIA'S CLOSET
STATEMENT OF ASSETS, LIABILITIES AND EQUITY
August 31, 2022

ASSETS

CURRENT ASSETS			
Cash	$ 153.00		
Union Bank 3030	223,152.66		
Paypal Account	4,420.52		
US Bank 2705	44,970.88		
TOTAL CURRENT ASSETS		$	272,697.06
FIXED ASSETS			
Furniture & Fixtures	4,000.00		
Leasehold Improvements	6,778.00		
Accumulated Depreciation	(4,681.00)		
TOTAL FIXED ASSETS			6,097.00
OTHER ASSETS			
TOTAL ASSETS		$	278,794.06

SHARIA'S CLOSET
STATEMENT OF ASSETS, LIABILITIES AND EQUITY
August 31, 2022

LIABILITIES AND EQUITY

CURRENT LIABILITIES			
State Unemployment (SUTA)	$ 53.12		
Federal Unemployment (FUTA)	199.78		
TOTAL CURRENT LIABILITIES		$	252.90
LONG TERM LIABILITIES			
PPP Loan/EIDL	10,953.00		
TOTAL LONG TERM LIABILITIES			10,953.00
EQUITY			
Retained Earnings- Beg	184,909.73		
CURRENT INCOME (LOSS)	82,678.43		
TOTAL EQUITY			267,588.16
TOTAL LIABILITIES & EQUITY		$	278,794.06

SHARIA'S CLOSET
STATEMENT OF DONATIONS AND EXPENSES
For the Period Ended August 31, 2022

	1 Month Ended Aug. 31, 2022	Pct	8 Months Ended Aug. 31, 2022	Pct
DONATIONS & GRANTS				
Donations	4,140.32	21.63	30,710.56	17.33
Donations Business	15,000.00	78.37	17,991.90	10.15
Grants	0.00	0.00	128,324.15	72.41
Board Fees	0.00	0.00	200.00	0.11
TOTAL DONATIONS & GRANTS	19,140.32	100.00	177,226.61	100.00
PROGRAM EXPENSES				
Program Supplies	1,401.28	7.32	15,423.80	8.70
TOTAL EVENTS, EDUCATION & E	1,401.28	7.32	15,423.80	8.70
GROSS PROFIT	17,739.04	92.68	161,802.81	91.30
OPERATING EXPENSES				
Advertising	0.00	0.00	374.29	0.21
Website	0.00	0.00	131.88	0.07
Merchant Fees	68.32	0.36	262.93	0.15
Automobile	0.00	0.00	789.87	0.45
Payroll Processing Fee	870.50	4.55	1,611.50	0.91
Education & Seminars	0.00	0.00	198.00	0.11
Entertainment	0.00	0.00	817.87	0.46
Penalty	0.00	0.00	24.99	0.01
Professional Fees	0.00	0.00	1,905.00	1.07
Licenses & Permits	0.00	0.00	75.00	0.04
Office Supplies	59.42	0.31	525.44	0.30
Postage	0.00	0.00	5.71	0.00
Rent	1,025.00	5.36	8,200.00	4.63
Self Storage Rental	344.06	1.80	344.06	0.19
Taxes - Payroll	1,040.74	5.44	4,959.32	2.80
Telephone	53.50	0.28	428.00	0.24
Utilities	417.52	2.18	1,655.28	0.93
Wages	11,471.91	59.94	56,817.73	32.06
TOTAL OPERATING EXPENSES	15,350.97	80.20	79,126.87	44.65
NET OPERATING INCOME	2,388.07	12.48	82,675.94	46.65
OTHER DONATIONS & GRANTS (EXPENSE)				
Interest Earned	0.38	0.00	2.49	0.00
TOTAL OTHER DONATIONS & G	0.38	0.00	2.49	0.00
NET DONATIONS (LOSS)	$ 2,388.45	12.48	$ 82,678.43	46.65

SHARIA'S CLOSET
STATEMENT OF CASH FLOWS
For the Period Ended August 31, 2022
INCREASE (DECREASE) IN CASH OR CASH EQUIVALENTS

	1 Month Ended Aug. 31, 2022	8 Months Ended Aug. 31, 2022
CASH FLOW FROM OPERATING ACTIVITIES		
NET DONATIONS & GRANTS (LOSS)	$ 2,388.45	$ 82,678.43
ADJUSTMENTS TO RECONCILE CASH FLOW		
Depreciation and Amortization	0.00	131.88
DECREASE (INCREASE) IN CURRENT ASSETS		
INCREASE (DECREASE) IN CURRENT LIABILITIES		
Federal Withholding	0.00	(32.52)
FICA Taxes Payable	0.00	(127.46)
State Withholding	0.00	(10.02)
State Unemployment (SUTA)	53.12	7.58
Federal Unemployment (FUTA)	22.76	168.28
SDI	0.00	(10.00)
TOTAL ADJUSTMENTS	75.88	127.74
CASH PROVIDED (USED) BY OPERATIONS	2,464.33	82,806.17
CASH FLOW FROM INVESTING ACTIVITIES		
Sales (Purchases) of Assets		
Accumulated Depreciation	0.00	(131.88)
CASH PROVIDED (USED) BY INVESTING	0.00	(131.88)
CASH FLOW FROM FINANCING ACTIVITIES		
CASH (USED) OR PROVIDED BY:		
NET INCREASE (DECREASE) IN CASH	2,464.33	82,674.29
CASH AT BEGINNING OF PERIOD	270,232.73	190,022.77
CASH AT END OF PERIOD	$ 272,697.06	$ 272,697.06

Sharia's Closet

Statement of Activity by Class

January 1 - October 8, 2022

	1. COLLEGE AREA SC (EL CAJON)	3. NORTH COUNTY SC (ONE SAFE PLACE)	4. ADMINISTRATION	5. FUNDRAISING	NOT SPECIFIED	TOTAL
Revenue						
40400 Donations						$0.00
40402 Corporation				300.00		$300.00
40406 PayPal				6,242.32	1,173.32	$7,415.64
40407 One-Time	53,381.00			106,917.84		$160,298.84
40408 Monthly Membership				-97.00		$ -97.00
40409 Recurring				4,664.84		$4,664.84
Total 40400 Donations	**53,381.00**			**118,028.00**	**1,173.32**	**$172,582.32**
Corporate Contributions (deleted)					2,321.00	$2,321.00
General Donations (deleted)					40,384.15	$40,384.15
Total Revenue	**$53,381.00**	**$0.00**	**$0.00**	**$118,028.00**	**$43,878.47**	**$215,287.47**
GROSS PROFIT	**$53,381.00**	**$0.00**	**$0.00**	**$118,028.00**	**$43,878.47**	**$215,287.47**
Expenditures						
60000 Bank & Merchant fees			2.00		-10.00	$ -8.00
60020 Advertising & Marketing					374.29	$374.29
60100 Electricity	2,050.60					$2,050.60
60103 Meals/ Meetings	872.47					$872.47
60104 Mileage			789.87			$789.87
60105 Phone	481.50					$481.50
60106 Web Hosting			131.88			$131.88
60110 Office Supplies	878.07	26.93	922.86		1,782.45	$3,610.31
60112 Shipping & Postage	5.71					$5.71
60113 Cleaning supplies	362.78				226.01	$588.79
60114 Water, Coffee, Snacks	361.61				133.04	$494.65
Total 60110 Office Supplies	**1,608.17**	**26.93**	**922.86**		**2,141.50**	**$4,699.46**
60120 Purple bags	1,743.20				17.99	$1,761.19
60130 Rent	9,569.06					$9,569.06
60135 Training			347.00			$347.00
60400 Payroll Expenses			-158.52			$ -158.52
60402 Payroll Taxes			14,777.97			$14,777.97
60403 Payroll Service Fees			1,526.50		70.00	$1,596.50
60404 Wages			47,379.45		9,070.54	$56,449.99
Total 60400 Payroll Expenses			**63,525.40**		**9,140.54**	**$72,665.94**
60410 Operational	4,909.98				-321.12	$4,588.86
60450 Professional Fees						$0.00
60451 Accounting			1,905.00			$1,905.00
60453 Fundraising				25.00		$25.00
60454 Legal			75.00			$75.00
Total 60450 Professional Fees			**1,980.00**	**25.00**		**$2,005.00**
60500 Program Expenses	5,163.18					$5,163.18
60501 Children & Teens Apparel	83.86					$83.86
60502 Diapers	169.86					$169.86
60503 Hygiene (Non-Menstrual)	1,371.41				-219.19	$1,152.22
60506 Men's Apparel	247.82					$247.82
60510 Socks & Underwear	2,024.82				2,324.91	$4,349.73
Total 60500 Program Expenses	**9,060.95**				**2,105.72**	**$11,166.67**
89999 Uncategorized Expense						$0.00
Training (deleted)					99.00	$99.00
Total 89999 Uncategorized Expense					**99.00**	**$99.00**
Bank and Merchant Fees (deleted)					2.00	$2.00
Meals/Meetings (deleted)					250.64	$250.64
Memberships & subscriptions (deleted)					99.00	$99.00
PayPal Fees (deleted)					38.65	$38.65
Purchases (deleted)						$0.00
Program expenses (deleted)					323.04	$323.04
Total Purchases (deleted)					**323.04**	**$323.04**
Rent (deleted)					2,050.00	$2,050.00
Supplies (all encompassing to class) (deleted)					8,251.71	$8,251.71
Bags (deleted)					627.10	$627.10
Total Supplies (all encompassing to class) (deleted)					**8,878.81**	**$8,878.81**

Sharia’s Closet

Statement of Activity by Class

January 1 - October 8, 2022

	1. COLLEGE AREA SC (EL CAJON)	3. NORTH COUNTY SC (ONE SAFE PLACE)	4. ADMINISTRATION	5. FUNDRAISING	NOT SPECIFIED	TOTAL
Utilities (deleted)					334.20	$334.20
Internet & TV services (deleted)					107.00	$107.00
Total Utilities (deleted)					**441.20**	**$441.20**
Total Expenditures	**$30,295.93**	**$26.93**	**$67,699.01**	**$25.00**	**$25,631.26**	**$123,678.13**
NET OPERATING REVENUE	**$23,085.07**	**$ -26.93**	**$ -67,699.01**	**$118,003.00**	**$18,247.21**	**$91,609.34**
Other Revenue						
40100 Interest Earned			0.76		1.73	$2.49
Total Other Revenue	**$0.00**	**$0.00**	**$0.76**	**$0.00**	**$1.73**	**$2.49**
NET OTHER REVENUE	**$0.00**	**$0.00**	**$0.76**	**$0.00**	**$1.73**	**$2.49**
NET REVENUE	**$23,085.07**	**$ -26.93**	**$ -67,698.25**	**$118,003.00**	**$18,248.94**	**$91,611.83**

HALL OF JUSTICE
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

DAVID P. GREENBERG
ASSISTANT DISTRICT ATTORNEY

March 1, 2021

To Whom It May Concern:

I am pleased to provide this letter of support for Sharia's Closet, who has been our partner since 2018 and provided clothing to 515 individuals in need at the CARE (Community, Action, Resource, Engagement Center). The CARE Center is a community satellite office of the San Diego County District Attorney's Office where we conduct evidence-based needs assessments and refer individuals and their families to services to prevent crimes and victimization.

Clothing is one of the needs in the community and it has been an honor to partner with Sharia's Closet. They are consistent and dedicated to the process and continuously demonstrate their commitment to helping our participants who sometimes walk into our office with nothing. Whether it is a struggling grandmother in need of clothing for the grandchildren she is raising, or a single mother in need of business-casual clothing for job interviews, Sharia's Closet has come through efficiently and generously. Sharia's Closet also participated and continues to participate on the CARE Center's Service Provider meetings to provide insight and network with other service providers.

I am confident Sharia's Closet can provide high quality service delivery across our communities. They are a valuable resource in the community, and we look forward to continuing our partnership.

Sincerely,

Grace Liu
Director, Prevention and Intervention Programs

TOGETHER WE MAKE A DIFFERENCE
SHARIA'S CLOSET
We've Got Your Bag

Title

Escondido Creek Conservancy - Elfin Forest Recreational Reserve's Interpretive Center Amateur Photo Contest 2024

10/27/2023

id. 44527903

by **Ariel Reed** in **San Marcos Community Foundation**
on behalf of **Escondido Creek Conservancy**

ariel@escondidocreek.org

Original Submission

10/27/2023

	General Project Information
Please enter your organization's name and project name.	Escondido Creek Conservancy - Elfin Forest Recreational Reserve's Interpretive Center Amateur Photo Contest 2024
Are you applying for the Mini Grant or the Regular Grant?	Mini Grant (up to $1,500)
Project Name	Elfin Forest Recreational Reserve's Interpretive Center Amateur Photo Contest 2024
Project Start Date	11/23/2023
Project End Date	7/31/2024
Date by Which Funds Will Be Expended:	4/15/2024
Total Number of People Served by this Project	130000.0
Total Number of People Served by this Project in San Marcos Only	30000.0
Grant Amount Requested	1500.0
	Organization Details

Organization Name	Escondido Creek Conservancy
Organization Street Address	P.O. Box 460791
Organization City	Escondido
Organization State	California
Organization Zip Code	92046
Organization Website	www.escondidocreek.org
Organization's EIN	33-0497525 200 Escondido Creek Conservancy 6b54fdfd-0aeb-4268-bbfc-c96cafd5dc5c PO Box 460791 Escondido CA 92046 This organization was not included in the Office of Foreign Assets Control Specially Designated Nationals(SDN) list. true false 2022-12-12T00:00:00 2022-12-19T00:00:00 501(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) 2022-12-12T00:00:00 1996 08
	Contact Information
Contact First Name	Ariel
Contact Last Name	Reed
Contact Title	Education Manager
Contact Phone	+12562216634
Contact Email	ariel@escondidocreek.org
	Project Details

Briefly describe your request for funds.	The Elfin Forest Recreational Reserve hosts an annual amateur photo contest. Photos taken at the Elfin Forest Recreational Reserve can be submitted in several categories between Thanksgiving and Earth Day including animals, plants, scenic view, water scenery, youth, people's choice, and best in show. The winner of each category will receive a prize donated by multiple community sponsors and have their photo printed up to 36x48 to be displayed inside of the Interpretive Center from May 2024 – December 2024. We are asking for the funds to have each category's winner professionally printed to properly display their art for the entire community to enjoy as they visit the Elfin Forest Interpretive Center.
Briefly describe the significance of your request to the San Marcos community, including anticipated numbers served.	This photo contest facilitates the awareness and importance of the protected areas of nature we have surrounding the San Marcos area. It encourages people of the community to get outside and appreciate nature while providing an opportunity for local amateur photographers to showcase their skills. Not only do participants of the photo contest gain an added appreciation of nature, but everyone who visits the Elfin Forest Interpretive Center will also be inspired by the photography that originated within Elfin Forest Recreational Reserve. It is our goal to inspire more citizens of San Diego County to appreciate the open spaces we have preserved and become stewards of the environment in their day-to-day lives. Additionally, many San Marcos community members give their time as volunteer docents at the Elfin Forest Interpretive Center. These people are the reason that we can keep our doors open. On average, 30,000 individuals live in the San Marcos community will visit the Elfin Forest Recreational Reserve annually.
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.	Yes. We collaborate with the Olivenhain Municipal Water District and their rangers at the Elfin Forest Recreational Reserve to assist in achieving our mission.

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. SMCF funded this exact project last year. We hope to continue our partnership with funding for the Photo Contest this year and continue to serve the San Marcos community.

Please upload the annual operating budget for your organization.

Escondido_Creek_Conservancy_Budget_2023.xlsx_-_Budget_Overview.pdf

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

Complete_with_DocuSign_TECC_Resolution_2023_.pdf

	Funding
Budget Worksheet	
San Marcos Community Foundation - Budget Worksheet.xlsx	
Project Budget Total	1500.0
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?	Budget notes the printing of the photos for the category winners. If full funding is not received, we will apply for the Elfin Forest Community Foundation for remaining funds as awarded last year.

Provide an itemized list of expenses for this project. Please ensure the totals are calculated correctly.		
Item	**Cost**	**Notes (optional)**
8 - 36x48 inch prints at $177.50 each including tax	*$1,420.00*	
8 - 6x8 inch photo information labels at $10 each including tax	80	
Total budget for this PROJECT:	1.500.00	

		2023 Budget
Income		
4000 Unrestricted Contributions		
4010 Individual Contributions	$	196,525.00
4020 Board Contributions	$	120,000.00
4030 Corporate Contributions	$	75,000.00
4040 Foundation Contributions	$	18,400.00
Total 4000 Unrestricted Contributions	**$**	**409,925.00**
4100 Restricted Contributions		
4110 Individual Contributions	$	82,050.00
4120 Board Contributions	$	20,000.00
4130 Corporate Contributions	$	10,000.00
4140 Nonprofit & Foundation Contributions	$	86,693.00
Total 4100 Restricted Contributions	**$**	**198,743.00**
4200 Non-Government Grants		
4210 Grants Without Restrictions		
4220 Restricted Grant Reimbursement	$	127,713.00
4221 Restricted Grant Advance Income	$	60,000.00
Total 4200 Non-Government Grants	**$**	**187,713.00**
4201 San Diego Foundation Income		
4204 San Diego Foundation Income	$	120,000.00
Total 4201 San Diego Foundation Income	**$**	**120,000.00**
4250 Income - Land Purchases	**$**	**2,107,000.00**
4300 Government Grants		
5110 Program Service Fees	$	-
Total 5100 Program Service Fees	**$**	**-**
5999 Misc. Revenue	$	10,200.00
Total Income	**$**	**3,033,581.00**
Expenses		
6260 Program Expense		
6263 Volunteer Expense	$	600.00
6260 Total Program Expense	**$**	**600.00**
7200 Salaries & Related Expenses		
7210 Salaries & Wages	$	649,748.00
7220 401k/403b Contributions	$	25,900.00
7230 Employee Benefits		
7231 Medical Benefits	$	36,000.00
7232 Dental & Vision	$	2,800.00
7234 Life Insurance	$	600.00
Total 7230 Employee Benefits	**$**	**39,400.00**
7240 Payroll Taxes	$	55,000.00
7250 Payroll Service Fees	$	8,360.00
7290 Workers Comp	$	17,524.00
Total 7200 Salaries & Related Expenses	**$**	**795,932.00**
7500 Contract Service Expenses		
7510 Contractors - General	$	21,000.00
7520 Accounting	$	83,000.00
7530 Attorney & Legal	$	12,000.00
7540 IT Consultant	$	4,800.00
7550 Marketing Consultant	$	24,000.00
7560 Contractors - Land & Water	$	209,900.00
7580 Contractors - Education	$	63,000.00
Total 7500 Contract Service Expenses	**$**	**417,700.00**
8100 Non-personnel Expenses		
8110 Supplies (Office exenses)	$	8,300.00
8120 Telephone	$	6,200.00
8121 Internet	$	1,080.00
8130 Postage & Shipping	$	650.00
8150 Software & Hardware	$	1,794.00
8160 Printing & Copying	$	8,100.00
8170 Dues and Subscriptions	$	6,800.00
8180 Website & Online Media	$	1,344.00
Total 8100 Non-personnel Expenses	**$**	**34,268.00**
8200 Facility Expenses		
8210 Office & Storage Rent	$	-
8220 Utilities		
8221 Water	$	4,800.00
8222 Gas and Electric	$	4,600.00

		2023 Budget
8223 Dump Fees	$	5,280.00
Total 8220 Utilities	**$**	**14,680.00**
8230 Repairs & Maintenance	**$**	**25,600.00**
8231 Cleaning	$	1,200.00
8290 Depreciation & Amortization	$	41,170.00
Total 8200 Facility Expenses	**$**	**82,650.00**
8300 Travel & Conference Expenses		
8310 Transportation		
8320 Airfare	$	875.00
8340 Hotel & Lodging	$	600.00
8350 Conference Registration Fees	$	2,050.00
8360 Vehicle Fuel & Maintenance	$	5,400.00
8370 Mileage	$	6,000.00
Total 8300 Travel & Conference Expenses	**$**	**14,925.00**
8400 Other Program Specific Expenses		
8410 Tax Assessment	**$**	**56,000.00**
8420 Program Supplies		
8421 Program Supplies - Education	$	10,000.00
8422 Program Supplies - Land & Water	$	17,115.00
8423 Program Supplies - Volunteer		
Total 8420 Program Supplies	**$**	**27,115.00**
8430 Event Expenses	**$**	**4,000.00**
8440 Fundraising Expense	**$**	**7,868.00**
Total 8400 Other Program Specific Expenses	**$**	**94,983.00**
8500 Other Expenses		
8505 Director and Officers Insurance	$	2,263.00
8510 Interest Expense		
8521 Auto Insurance	$	5,360.00
8522 Conservation Defense Insurance	$	990.00
8523 Liability Insurance	$	7,570.06
8524 Property Insurance	$	9,500.00
8525 Cyber Insurance	$	3,400.00
8526 Child Abuse & Molestation Insurance		
8540 Staff & Volunteer Training	$	500.00
8550 Bank Fees	$	1,250.00
8555 SDF/RSF Fdtn Fees	$	15,500.00
8560 Merchant Fees	$	2,037.00
8570 Advertising Expenses		
8580 Business Taxes		
8585 Licensing Fees	$	-
8590 Other Expenses	$	100.00
Total 8500 Other Expenses	**$**	**48,470.06**
Total Expenses	**$**	**1,489,528.06**
Net Operating Income	**$**	**1,544,052.94**
Other Income		
9000 Donated Goods and Services Revenue		
9030 In-Kind Goods	$	-
Total 9000 Donated Goods and Services Revenue	$	-
9100 Investment Activity		
9110 Interest	$	794.00
9120 Dividends	$	180,000.00
9150 Investment Fees		
Total 9100 Investment Activity	**$**	**180,794.00**
9220 Contribution from PPP Loan + Interest		
Total Other Income	$	180,794.00
Net Income	**$**	**1,724,846.94**

	Source Name	Amount	C / CD / P
Additional Funding Source 1	Elfin Forest Donations as Prize	100	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			

SMCF Resolution No. 2023-33

A RESOLUTION OF THE SAN MARCOS COMMUNITY FOUNDATION BOARD OF DIRECTORS AUTHORIZING THE AWARD OF GRANT MONIES TO CERTAIN NON-PROFIT ORGANIZATION APPLICANTS

-- FALL 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 (15) proposals were received by the Community Foundation prior to the grant submittal deadline established for the 2023 Fall 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 AMOUNT**
Arthritis Foundation	$500
Boys & Girls Club of San Marcos	$1,500
Escondido Creek Conservancy	$500
BIPOC Support Foundation	$2,000
California State University San Marcos	$0
Fraternity House, Inc.	$2,500
Fresh Start Surgical Gifts	$0
HomeMore Project Inc.	$500
Jacobs and Cushman San Diego Food Bank	$2,000
Kids for Peace	$0
North County Health Project dba TrueCare	$2,500
Peace Anger Love Inc.	$1,000
Sharia's Closet	$2,000

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 November, 2023, by the following roll call vote:

AYES: BOARD MEMBERS:
NOES: BOARD MEMBERS:
ABSENT: BOARD MEMBERS:

_____
Colleen Lukoff, Board President

ATTEST:

_____
Phillip Scollick, Secretary