(A California Nonprofit Public Benefit Corporation)

FINANCIAL STATEMENTS

For the Years Ended September 30, 2024 and 2023

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Certified Public Accountants

#### INDEPENDENT AUDITOR'S REPORT

Board of Directors Hope Horizon East Palo Alto East Palo Alto, CA 94303

#### **Opinion**

We have audited the accompanying financial statements of the Hope Horizon East Palo Alto (HOPE) (a California nonprofit public benefit corporation) which comprise the statements of financial position as of September 30, 2024 and 2023 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 the Hope Horizon East Palo Alto as of September 30, 2024 and 2023, 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 audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of HOPE and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Responsibilities of Management for the Financial Statements

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

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

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

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

## **INDEPENDENT AUDITOR'S REPORT (continued)**

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

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of HOPE'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 HOPE'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.

Bunker + Conpany LLP

August 15, 2025 Bunker & Company LLP San Rafael, CA

(A California Nonprofit Public Benefit Corporation)

## STATEMENT OF FINANCIAL POSITION As of September 30, 2024 and 2023

		2024	2023
ASSETS			
Current assets			
Cash and cash equivalents (Note 2)	\$	689,139	\$ 500,390
Pledges receivable, net of allowance for doubtful accounts of			
\$5,251 in 2024 and 6,927 in 2023 (Note 2 and 3)		45,772	45,492
Prepaid expenses and deposits		19,975	 18,633
Total current assets		754,886	564,515
Fixed assets, net of accumulated depreciation of \$1,268,318 in			
2024 and \$1,217,217 in 2023 (Note 4)		964,899	1,016,000
Permanently restricted cash		75,000	 75,000
Total assets	\$	1,794,785	\$ 1,655,515
LIABILITIES AND NET ASSET	TS.		
Current liabilities			
Accounts payable	\$	51,353	\$ 30,613
Accrued liabilities		101,313	95,197
Deferred revenue		500	500
Line of credit (note 7)		20,000	-
Loan payable - current portion (Note 5)		16,246	14,552
Total current liabilities		189,412	140,862
Non current liabilities			
Loan payable (Note 5)		236,306	273,190
Total liabilities		425,718	 414,052
Net assets			
Net assets without donor restrictions (Note 6)		1,143,651	1,064,019
Net assets with donor restrictions (Note 6)		225,416	177,444
Total net assets		1,369,067	 1,241,463
		-, ) /	 , ,
Total liabilities and net assets	\$	1,794,785	\$ 1,655,515

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

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# STATEMENT OF ACTIVITIES For the year ended September 30, 2024

	wit	Net Assets Chout Donor estrictions	w	let Assets ith Donor estrictions	Total
SUPPORT, REVENUE AND TRANSFERS					
Contributions	\$	887,789	\$	50,416	\$ 938,205
Program fee revenue		4,280		-	4,280
Grants		200,000		100,000	300,000
Capital gains and interest income		18,242		-	18,242
Facility use fees		53,141		-	53,141
In-kind contributions		425		-	425
Total support and revenue		1,163,877		150,416	1,314,293
Net assets released from restrictions		102,444		(102,444)	_
Total support, revenue and transfers		1,266,321		47,972	1,314,293
EXPENSES					
Program expenses					
Academics		462,983		-	462,983
Spiritual development		192,015		-	192,015
Robotics		214,660		-	214,660
Education and outreach		33,012		_	33,012
Summer programs		27,769		_	27,769
Total program expenses		930,439		_	930,439
General and administrative		118,833		-	118,833
Fundraising		137,417		-	137,417
Total expenses		1,186,689		•	1,186,689
Change in net assets		79,632		47,972	127,604
Net assets, beginning of year	······································	1,064,019		177,444	1,241,463
Net assets, end of year	\$	1,143,651	\$	225,416	\$1,369,067

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## STATEMENT OF ACTIVITIES For the year ended September 30, 2023

	wi	Net Assets thout Donor Restrictions	W	Net Assets vith Donor estrictions	Total
SUPPORT, REVENUE AND TRANSFERS					
Contributions	\$	825,422	\$	52,444	\$ 877,866
Program fee revenue	*	13,048	Ψ	-	13,048
Grants		221,308		50,000	271,308
Capital gains and interest income		16,107		-	16,107
Facility use fees		123,656		_	123,656
In-kind contributions		73,265		_	73,265
Total support and revenue		1,272,806		102,444	1,375,250
Net assets released from restrictions		265,268		(265,268)	_
Total support, revenue and transfers		1,538,074		(162,824)	1,375,250
EXPENSES					
Program expenses					
Academics		258,206		-	258,206
Bible Club		87,323		_	87,323
Robotics		243,388		-	243,388
Education and outreach		85,702		_	85,702
Kidsmart		243,709		_	243,709
Summer programs		76,085		_	76,085
Total program expenses		994,413		_	994,413
General and administrative		385,248		-	385,248
Fundraising		107,343		_	107,343
Total expenses		1,487,004		_	1,487,004
Change in net assets		51,070		(162,824)	(111,754)
Net assets, beginning of year		1,012,949		340,268	1,353,217
Net assets, end of year	\$	1,064,019	\$	177,444	\$1,241,463

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## STATEMENT OF CASH FLOWS For the years ended September 30, 2024 and 2023

		2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets	\$	127,604	 (111,754)
Adjustments to reconcile change in net assets to net cash			
provided by operating activities:			
Depreciation		51,102	51,364
Changes in assets and liabilities:			,
Pledges receivable		(280)	211,974
Prepaid expenses and deposits		(1,342)	8,697
Accounts payable and accrued liabilities		26,854	(16,032)
Total adjustments		76,334	256,003
Net cash provided by operating activities		203,938	 144,249
CASH FLOWS FROM FINANCING ACTIVITIES			
Commercial Loan payable		(35,189)	(13,464)
Line of credit		20,000	( ) , , , ,
Net cash (used) by financing activities		(15,189)	(13,464)
Net increase in cash and cash equivalents		188,749	130,785
Cash and cash equivalents, beginning of year		500,390	369,605
Cash and cash equivalents, end of year	\$	689,139	\$ 500,390
Supplementary information	<del></del>		 
Cash paid for interest	\$	16,902	\$ 16,180

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# STATEMENT OF FUNCTIONAL EXPENSES For the year ended September 30, 2024

	]	Program		nnagement d General	Fu	ındraising		Total
Personnel	\$	449,282	\$	40,738	\$	40,737	\$	530,757
Payroll taxes and insurance		51,791		4,099		4,099		59,989
Employee benefits		58,527		9,108		5,565		73,200
Professional and outside services		66,194		31,268		23,937		121,399
Conferences		8,525		-		-		8,525
Equipment rental and maintenance		17,646		1,142		909		19,697
Food, meals and entertainment		6,638		2,177		40,462		49,277
Insurance		14,321		1,790		1,790		17,901
Interest		13,192		2,986		725		16,903
Licenses, fees and taxes		5,142		5,596		8,928		19,666
Occupancy and admission fees		30,549		6,157		1,079	•	37,785
Postage, printing and publications		_		39		2,104		2,143
Stipends and awards		1,797		978		165		2,940
Supplies		51,565		1,956		2,079		55,600
Telephone, fax and internet		6,160		6,573		334		13,067
Travel, transportation and lodging		70,717		905		355		71,977
Utilities		31,633		1,390		1,738		34,761
Total operating expenses		883,679	·····	116,902		135,006		1,135,587
Depreciation		46,760		1,931		2,411		51,102
Total expenses	\$	930,439	\$	118,833	\$	137,417	\$	1,186,689
		78%		10%		12%		100%

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## STATEMENT OF FUNCTIONAL EXPENSES For the year ended September 30, 2023

	]	Program		nnagement d General	Fundrateing Lot		Total	
Personnel	\$	476,795	\$	241,448	\$	33,765	\$	752,008
Payroll taxes and insurance	•	58,253	4	23,364	Ψ	3,583	Ψ	85,200
Employee benefits		54,867		23,501		285		78,653
Professional and outside services		141,209		46,801		10,826		198,836
Equipment rental and maintenance		13,965		840		811		15,616
Food, meals and entertainment		5,090		5,669		35,131		45,890
Insurance		13,037		1,630		1,630		16,297
Interest		14,724		647		809		16,180
Licenses, fees and taxes		6,277		3,409		9,920		19,606
Occupancy and admission fees		36,435		7,108		347		43,890
Postage, printing and publications		254		25		556		835
Stipends and awards		1,234		8,271		252		9,757
Supplies		61,137		2,962		4,640		68,739
Telephone, fax and internet		6,274		11,618		343		18,235
Travel, transportation and lodging		25,035		2,210		217		27,462
Utilities		32,828		3,804		1,804		38,436
Total operating expenses		947,414		383,307		104,919		1,435,640
Depreciation		46,999		1,941		2,424		51,364
Total expenses	\$	994,413	\$	385,248	\$	107,343	\$	1,487,004
		67%		26%		7%		100%

(A California Nonprofit Public Benefit Corporation)

## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

#### NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization – Hope Horizon East Palo Alto, (HOPE) was founded in 1984 and incorporated in the State of California in 1987. The mission of HOPE is to equip East of Bayshore youth to grow spiritually, gain life skills and develop as leaders so that they have hope and a future. The organization targets its programs primarily to youth from age seven through eighteen years old and offers programs during after school hours, during the summer and year-round. HOPE is recognized by the Internal Revenue Service as a nonprofit, public benefit organization under the IRC section 501(c)(3). HOPE's major sources of revenue are contributions, grants and special events.

#### NOTE 2 SIGNIFICANT ACCOUNTING POLICIES

Method of Accounting – The financial statements of the Corporation are prepared using the accrual basis of accounting in accordance with U.S. generally accepted accounting principles, which reflects revenue when earned and expenses as incurred.

<u>Cash and Cash Equivalents</u> - Cash is defined as cash in demand deposit accounts as well as cash on hand. Cash equivalents are short term, highly liquid investments that are readily convertible to known amounts of cash and investments so near their maturity that the risk of changes in value due to changes in interest rates is negligible. These are generally investments with maturity dates within three months of the acquisition date.

<u>Basis of Presentation</u> – The Corporation 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.

<u>Net assets without donor restrictions</u> - Net assets that are not subject to any donor-imposed restrictions.

Net assets with donor restrictions – Net assets that are restricted by a donor for use for a particular purpose or in a particular period. Some donor imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor restrictions.

For the years ended September 30, 2024 and 2023 there was \$75,000 in net assets with permanent donor restrictions.

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## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

## NOTE 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

<u>UPMIFA</u> - A standard was created which provides guidance on the net asset classification of donor-restricted endowment funds for a not-for-profit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA). California adopted UPMIFA on January 1, 2009, the provisions of which apply to endowment funds existing on or established after that date. A key component of the standard is a requirement to classify the portion of investment return from donor-restricted endowment funds that is not classified as net assets with permanent donor restrictions as net assets with temporary donor restrictions until appropriated for expenditure. The required disclosures are set forth in Note 6.

Fair Value Measurements – The Corporation carries certain assets and liabilities at fair value. Fair value is defined as the price that would be received if selling an asset or paid if transferring a liability in an orderly transaction between market participants at the measurement date. Fair value measurement standards also require the Corporation to classify these financial instruments into a three-level hierarchy. The Corporation classifies its financial assets and liabilities according to the below three levels, and maximizes the use of observable inputs and minimizes the use of unobservable inputs when measuring fair value.

<u>Level 1</u> – Quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities, without adjustment.

<u>Level 2</u> — Quoted prices in markets that are not considered to be active for identical or similar assets or liabilities, quoted prices in active markets of similar assets or liabilities, and inputs other than quoted prices that are observable or can be corroborated by observable market data.

<u>Level 3</u> — Inputs that are both significant to the fair value measurement and unobservable, including inputs that are not derived from market data or cannot be corroborated by market data.

HOPE's carrying amounts of its assets and liabilities approximate fair value under Level 1 for the years ended September 30, 2024 and 2023.

<u>Contributions</u> — Contributions consist of cash contributions as well as in-kind goods and services provided to the Corporation. Contributed services are recognized at their fair value if the services received (a) create or enhance long-lived assets, or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributions are recognized when the donor makes a promise to give to the Corporation that is, in substance, unconditional. Donated securities are recorded at their fair value at the date of donation.

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## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

### NOTE 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

Donor-restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

<u>Revenue Recognition</u> – Revenue is recognized as earned as services are provided to the individuals and/or entities being served. All revenue received in advance of it being earned is deferred.

<u>Accounts Receivable</u> - Multi-year pledges are recorded at present value. Contributions receivable are reviewed for collectability, and reserves for uncollectible amounts are established as needed. It is the practice of the Corporation to expense uncollectibles only after exhausting all efforts to collect the amounts due. An allowance for doubtful accounts was established using an estimate based on prior year bad debt expense.

<u>Property and Equipment</u> - The Corporation records property and equipment at cost of acquisition, or, if donated, the fair market value at the date of donation. Depreciation is recognized using the straight-line method over the useful lives of the assets, which range from three to forty-two years. The Corporation capitalizes all property, equipment, and improvements with a cost in excess of \$2,500.

<u>Functional Allocation of Expenses</u> - The costs of providing the various programs, supporting services and other activities have been summarized on a functional basis in the Statements of Activities and Statements of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited based on management's estimates and analysis of personnel time spent on each program and activity.

<u>Estimates</u> - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual future results could differ from those estimates.

Income Taxes – Hope Horizon East Palo Alto is exempt from federal and state taxes under Section 501(c) (3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code, and is considered by the IRS to be a Corporation other than a private Foundation. In the opinion of management, there is no unrelated business income.

Advertising Costs – It is the policy of the Corporation to expense advertising costs as incurred.

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## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

## NOTE 3 PLEDGES RECEIVABLE

At September 30, 2024 and 2023 pledges receivable consist of the following:

	 2024	2023		
Pledges receivable	\$ 51,023	\$	52,419	
Allowance for doubtful accounts	 (5,251)		(6,927)	
Total pledges receivable	\$ 45,772	\$	45,492	

#### NOTE 4 FIXED ASSETS

Land, building, improvements and vehicles at cost, consist of the following at September 30, 2024 and 2023:

	2024	2023
Land	\$ 225,000	\$ 225,000
Building and improvements	1,879,131	1,879,131
Furniture and equipment	92,586	92,586
Vehicles	36,500	36,500
Total fixed assets	2,233,217	2,233,217
Less Accumulated depreciation	(1,268,318)	(1,217,217)
Fixed assets, net	<u>\$ 964,899</u>	<u>\$ 1,016,000</u>

Depreciation expense was \$51,102 and \$51,364 for the years ended September 30, 2024 and 2023, respectively.

#### NOTE 5 LOAN PAYABLE

A commercial loan in the amount of \$360,000 was established at California Bank & Trust on April 20, 2018, secured by HOPE's property at 1001 Beech, East Palo Alto, CA. The interest rate is currently 5.38%, adjustable in 2028, to SOFR plus 2.5%, with current monthly payments of \$2,470, and a maturity date of April 20, 2038.

Future principle maturities on the loan are as follows:

2025	\$ 16,246
2026	17,156
2027	18,117
2028	19,102
2029	20,202
Thereafter	 161,729
	\$ 252,552

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## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

#### NOTE 6 NET ASSESTS

#### Net Assets with Donor Restrictions

HOPE receives contributions with donor stipulations that limit the use of the assets for specific purposes or for specific time periods.

The following consists of net assets with donor restrictions at September 30, 2024 and 2023:

	2024	2023
Time restricted	\$ 150,416	\$ 102,444
To be held in perpetuity	75,000	75,000
Total Net assets with donor restrictions	<u>\$ 225,416</u>	<u>\$ 177,444</u>

Funds which are held in perpetuity, have income generated which is used for program expenses of the scholarship awards program.

#### NOTE 7 LINE OF CREDIT

HOPE has a line of credit with the California Bank and Trust (CBT) in the amount of \$100,000, which can be renewed annually. The line of credit has a variable interest rate of 11.5%, and matures on April 26, 2025. At September 30, 2024 the balance due on the line of credit was \$20,000. At September 30, 2023, the balance due on the line was \$0.

#### NOTE 8 IN-KIND CONTRIBUTIONS

Contributions of services are recognized if the services received: (a) create or enhance nonfinancial assets, or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

The fair values of contributed goods and services received and recorded as in-kind revenues in the financials are as follows:

2024	Hours	V	'alue
In-kind volunteer hours	0	\$	_
In-kind goods contributed			425
Total in-kind goods and services recorded		\$	425

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## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

#### NOTE 8 IN-KIND CONTRIBUTIONS (continued)

2023	Hours	 Value
In-kind volunteer hours	1,894	\$ 73,127
In-kind goods contributed		 138
Total in-kind goods and services recorded		\$ 73,265

For the year ended September 30, 2023 HOPE had many volunteers who had donated 8,089 hours; however, 6,195 of the donated hours are not reflected in the financial statements since the services did not require specialized skills.

## NOTE 9 LIQUIDITY MANAGEMENT

As part of HOPE's liquidity management strategy, HOPE structures its financial assets to be available as its general expenditures, liabilities and other obligations come due. HOPE's working capital and cash flows have cyclical variations during the year attributable to the cash receipts of contributions and grants, and tuition. HOPE has sufficient cash and cash equivalents to meet its current needs and investments which can be converted to cash for periods when cash is not available.

Current liquidity at September 30, 2024 and 2023 can be quantified as follows:

		2024	 2023
Cash and cash equivalents	\$	689,139	\$ 500,390
Permanently restricted cash		75,000	75,000
Accounts receivable		45,772	45,492
Less restricted net assets		(225,416)	(177,444)
Assets available for current needs	<u>\$</u>	584,495	\$ 443,438

### NOTE 10 401(k) RETIREMENT PLAN

HOPE launched a 401(k) qualified deferred compensation retirement plan for employees. HOPE has the option to contribute to the plan on an annual basis if approved by the board of directors. All employees are 100% vested at enrollment. During the years ended September 30, 2024 and 2023 the Corporation did not provide any matching contributions.

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## NOTES TO FINANCIAL STATEMENTS For the years ended September 30, 2024 and 2023

#### NOTE 11 CONCENTRATION OF CREDIT RISK

As of September 30, 2024, the Corporation's financial instruments consisted primarily of cash and cash equivalents. Cash balances may at times exceed the Federal Deposit Insurance Corporation (FDIC) limits on insurable amounts. The Corporation attempts to mitigate this risk by investing excess cash with major institutions.

## NOTE 12 SUBSEQUENT EVENTS

Management has evaluated all subsequent events through the Auditor's Report date, the date the financial statements were available to be issued.