

Impact 100 East Bay, Inc.
A California Not-For-Profit Organization
P. O. Box 2889
Castro Valley, CA 94546-0889
(925) 232-2021

February 3, 2022

To the Board of Directors:

Having completed our first five grant cycles, the attached reports cover all financial activities since our organization was incorporated on July 25, 2016 through December 31, 2021.

The financial statements within have been prepared from the records I've maintained as Treasurer of the organization, which are kept on an accrual basis. The Balance Sheet reflects all assets and liabilities at the end of each fiscal period; the Statement of Operations reflects all revenue and expenses recognized during each fiscal period.

Revenue is generally reported when received, except for funds that are collected specifically for the awarding of a transformative grant each year or other restricted purpose. These funds are recognized as of the closing date for the grant cycle and are awarded at the annual award event. In-kind donations are recognized when support documentation is received from donors.

Except for maintaining a minimum balance in the checking account, all funds are held in an interest-bearing savings account or in dividend-producing marketable securities. All expenses are paid promptly upon presentation of statement or invoice.

This report has not been audited or reviewed and is intended to be used for internal purposes only.

Respectfully submitted,

Debbie M. Vargas

Debbie M. Vargas,
Treasurer

IMPACT 100 EAST BAY, INC.
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BALANCE SHEET
As of December 31,

<u>ASSETS</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>
<u>Current Assets</u>						
Cash in Wells Fargo Bank Accounts						
Checking Account	\$ 10,078.38	\$ 18,959.82	\$ 1,720.71	\$ 7,710.42	\$ 4,623.89	\$ 1,940.82
Savings Account	94,558.69	188,326.51	209,230.67	135,559.41	77,627.07	23,000.98
Total Cash	<u>\$ 104,637.07</u>	<u>\$ 207,286.33</u>	<u>\$ 210,951.38</u>	<u>\$ 143,269.83</u>	<u>\$ 82,250.96</u>	<u>\$ 24,941.80</u>
Accounts and Pledges Receivable	4,383.35	13,660.00	9,695.00	5,590.00	3,300.00	0.00
Marketable Securities (at cost)	187,752.59	0.00	0.00	0.00	0.00	0.00
Recruiting & Event Advances	225.00	1,600.00	1,600.00	188.21	0.00	0.00
TOTAL ASSETS	<u>\$ 296,998.01</u>	<u>\$ 222,546.33</u>	<u>\$ 222,246.38</u>	<u>\$ 149,048.04</u>	<u>\$ 85,550.96</u>	<u>\$ 24,941.80</u>
<u>LIABILITIES</u>						
<u>Current Liabilities</u>						
Accounts Payable	\$ 880.00	\$ 248.72	\$ 185.43	\$ 0.00	\$ 305.10	\$ 323.00
Grant Awards Payable (Restricted)						
MISSEY (2017)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 15,000.00	\$ 0.00
Opportunity Junction (2018)	0.00	0.00	34,000.00	68,000.00	0.00	0.00
CASA of Contra Costa County (2019)	0.00	0.00	72,000.00	0.00	0.00	0.00
Covenant House California (2020)	0.00	72,000.00	0.00	0.00	0.00	0.00
Aspire Education (2021)	67,000.00	0.00	0.00	0.00	0.00	0.00
Sub-total	<u>\$ 67,880.00</u>	<u>\$ 72,248.72</u>	<u>\$ 106,185.43</u>	<u>\$ 68,000.00</u>	<u>\$ 15,305.10</u>	<u>\$ 323.00</u>
<u>Other Current Liabilities (Restricted)</u>						
Current Grant Reserves						
2016-17 Grant Reserve	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 23,000.00
2017-18 Grant Reserve	0.00	0.00	0.00	0.00	47,000.00	0.00
2018-19 Grant Reserve	0.00	0.00	0.00	51,000.00	2,000.00	0.00
2019-20 Grant Reserve	0.00	0.00	72,000.00	2,000.00	2,000.00	0.00
2020 Grant Cycle (2021 award)	0.00	87,000.00	2,000.00	2,000.00	2,000.00	0.00
Scholarship Reserves:						
Impact 100 Global Council Subsidy	\$ 0.00	\$ 0.00	\$ 0.00	\$ 850.00	\$ 1,850.00	\$ 0.00
Diana Del Masso Scholarship	3,657.52	2,000.00	1,200.00	3,200.00	1,000.00	0.00
Sub-total	<u>\$ 3,657.52</u>	<u>\$ 89,000.00</u>	<u>\$ 75,200.00</u>	<u>\$ 59,050.00</u>	<u>\$ 55,850.00</u>	<u>\$ 23,000.00</u>
Current Liabilities	<u>\$ 71,537.52</u>	<u>\$ 161,248.72</u>	<u>\$ 181,385.43</u>	<u>\$ 127,050.00</u>	<u>\$ 71,155.10</u>	<u>\$ 23,323.00</u>
<u>Long Term Liabilities (Restricted)</u>						
Award Ceremony Subsidy	\$ 25,000.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Member Sponsorship - Andreason	24,000.00	7,000.00	0.00	0.00	0.00	0.00
Member Sponsorship - Lilja	9,653.40	0.00	0.00	0.00	0.00	0.00
Special Purpose Grant - Ennor/Vlantis	50,000.00	0.00	0.00	0.00	0.00	0.00
2021 Grant Reserve (2022 award)	58,000.00	2,000.00	2,000.00	2,000.00	2,000.00	0.00
Sub-total	<u>\$ 166,653.40</u>	<u>\$ 9,000.00</u>	<u>\$ 2,000.00</u>	<u>\$ 2,000.00</u>	<u>\$ 2,000.00</u>	<u>\$ 0.00</u>
TOTAL LIABILITIES	<u>\$ 238,190.92</u>	<u>\$ 170,248.72</u>	<u>\$ 183,385.43</u>	<u>\$ 129,050.00</u>	<u>\$ 73,155.10</u>	<u>\$ 23,323.00</u>
<u>NET ASSETS</u>						
Unrestricted Net Assets, beginning of year	\$ 52,297.61	\$ 38,860.95	\$ 19,998.04	\$ 12,395.86	\$ 1,618.80	\$ 0.00
Increase from Current Net Revenue	6,509.48	13,436.66	18,862.91	7,602.18	10,777.06	1,618.80
TOTAL NET ASSETS	<u>\$ 58,807.09</u>	<u>\$ 52,297.61</u>	<u>\$ 38,860.95</u>	<u>\$ 19,998.04</u>	<u>\$ 12,395.86</u>	<u>\$ 1,618.80</u>

IMPACT 100 EAST BAY, INC.
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STATEMENT OF OPERATIONS
For the Year Ended December 31,

	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>
REVENUE						
Program Revenue						
Membership Grant Donations	\$ 125,000.00	\$ 109,000.00	\$ 108,000.00	\$ 103,000.00	\$ 55,000.00	\$ 0.00
Membership Plus Fees	3,900.00	4,800.00	7,350.00	5,200.00	4,500.00	1,900.00
Convenience Fees	0.00	213.50	190.00	476.00	510.50	0.00
Event Revenue						
Dinner Tickets	0.00	0.00	7,320.00	6,310.00	3,560.00	0.00
Sponsorship Fees	0.00	7,620.00	9,000.00	3,000.00	3,250.00	0.00
Public Support and Matching Gifts						
Corporate Contributions	9,746.52	10,388.66	9,400.14	8,370.00	6,076.00	0.00
Tips for Change	1,944.00	1,870.00	5,330.00	3,025.00	0.00	0.00
Individual Contributions	10,960.00	3,553.61	2,033.44	2,158.13	1,850.00	1,600.00
Gifts in Kind (Goods)	0.00	734.49	4,765.05	495.66	0.00	0.00
Investment Income - Interest on Deposits	836.11	95.84	171.26	112.34	32.09	1.80
TOTAL REVENUE	\$ 152,386.63	\$ 138,276.10	\$ 153,559.89	\$ 132,147.13	\$ 74,778.59	\$ 3,501.80
EXPENDITURES						
Charitable Gifts						
Grants Awarded at Gala	\$ 125,000.00	\$ 109,000.00	\$ 108,000.00	\$ 103,000.00	\$ 55,000.00	\$ 0.00
Donations to Finalists	2,500.00	2,500.00	2,000.00	2,000.00	0.00	0.00
Emergency Assistance Grants - Finalists	3,000.00	4,500.00	0.00	0.00	0.00	0.00
Honorarium for Board Service	0.00	150.00	0.00	0.00	0.00	0.00
Operating Costs						
Bank charges and credit card fees	2,153.12	2,144.76	2,596.94	2,720.08	1,945.51	18.00
Insurance	805.00	1,430.00	0.00	1,500.00	0.00	1,430.00
Dues and Subscriptions	285.00	190.00	511.38	455.00	0.00	0.00
Printing, Copying, Postage and Supplies	472.48	464.75	2,069.77	844.66	0.00	0.00
Communications and Web Hosting	1,117.85	1,170.56	1,095.53	0.00	0.00	0.00
Website Development	2,500.00	0.00	0.00	0.00	0.00	0.00
Thank You Gifts for Board Service	350.00	464.60	0.00	0.00	0.00	0.00
Membership Tracking Service	470.40	470.40	470.40	470.40	0.00	0.00
In-Service Training	1,500.00	0.00	0.00	0.00	0.00	0.00
Reporting and Organizing Fees	50.00	70.00	120.00	33.00	505.00	435.00
Recruiting Events and Meetings	1,240.00	140.37	3,593.67	1,735.63	255.00	0.00
Miscellaneous Membership Expenses	1,114.30	0.00	0.00	0.00	0.00	0.00
Rent refund for cancelled events	0.00	(220.00)	0.00	0.00	0.00	0.00
Events						
Food, Facilities and Beverages	0.00	484.40	13,522.38	9,488.88	6,296.02	0.00
Facility Fees for Cancelled 2021 Gala	3,319.00	(484.40)	(1,600.00)	0.00	0.00	0.00
Video and Media Services	0.00	640.00	1,350.00	1,335.00	0.00	0.00
Promo Bags, Decorations and T-shirts	0.00	1,010.00	966.91	962.30	0.00	0.00
COVID Testing for Opportunity Junction	0.00	714.00	0.00	0.00	0.00	0.00
TOTAL EXPENDITURES	145,877.15	124,839.44	134,696.98	124,544.95	64,001.53	1,883.00
INCREASE FROM CURRENT NET REVENUE	\$ 6,509.48	\$ 13,436.66	\$ 18,862.91	\$ 7,602.18	\$ 10,777.06	\$ 1,618.80