

Management Report

Impact 100 East Bay

For the period ended March 31, 2026



Prepared by

HK Law, LLC

Prepared on

April 8, 2026

Balance Sheet

As of Mar 31, 2026

	TOTAL
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Assets	
Current Assets	
Bank Accounts	
Wells Fargo Business Checking	24,024.65
Wells Fargo Savings Account	20,961.87
Total for Bank Accounts	\$44,986.52
Accounts Receivable	
Accounts Receivable	-390.00
Total for Accounts Receivable	-\$390.00
Other Current Assets	
Edward Jones Brokerage	\$105,864.84
Certificates of Deposit	\$531,000.00
Cert of Dep Accrued Interest	8,143.41
Cert of Dep brokerage value	-463.70
Total for Certificates of Deposit	\$538,679.71
Edward Jones & Co Cash Account 2209	407.41
Edward Jones & Co Cash account 7443	80.61
Marketable Securities - 2209	
American Fundamental (ANCFX)	7,866.96
Amer Wash Mutual Inv Fd (AWSHX)	2,454.21
Invesco QQQ Tr Unit Ser 1 (QQQ)	5,626.42
Ishr Awr Eaf ETF	7,638.16
Ishr Awr USA ETF	7,599.92
Ishrs Cr 1-5 Yer	19,890.31
Ish US Arosp ETF	16,429.51
Vanguard Growth ETF (VUG)	0.20
Vanguard Ttl BD	17,975.46
Total for Marketable Securities - 2209	\$85,481.15
Unrealized Gain (Loss) - 2209	1,825.01
Total for Edward Jones Brokerage	\$732,338.73
Pledges Receivable	67.08
Undeposited Funds	1,415.00
Total for Other Current Assets	\$733,820.81
Total for Current Assets	\$778,417.33
Total for Assets	\$778,417.33

TOTAL

Liabilities and Equity

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

179,816.00

Total for Accounts Payable

\$179,816.00

Other Current Liabilities

Grants Payable

\$0.00

2023 Grant Cycle (2024 Impact)

-1,000.00

2024 Grant cycle (2025 award)

1,000.00

2025 Grant Cycle (2026 Award)

131,645.00

Total for Grants Payable

\$131,645.00

Reimbursements Payable

880.00

Restricted Use of Funds

Diana Del Masso Scholarship

9,450.52

Total for Restricted Use of Funds

\$9,450.52

Total for Other Current Liabilities

\$141,975.52

Total for Current Liabilities

\$321,791.52

Total for Liabilities

\$321,791.52

Equity

Unrealized Gain/Loss

-4,693.69

Unrestricted Net Assets

247,178.88

Net Income

214,140.62

Total for Equity

\$456,625.81

Total for Liabilities and Equity

\$778,417.33

Profit and Loss

January 1-March 31, 2026

	TOTAL
Income	
Direct Community Support	9,056.15
Investment Income	
Capital Gains (Losses) Realized	6,152.62
Dividends	311.34
Interest-Savings, Short-term CD	4,352.95
Total for Investment Income	\$10,816.91
Program Income	
Member Donations Greater Than \$1,000	206,684.40
Total for Program Income	\$206,684.40
Total for Income	\$226,557.46
Gross Profit	\$226,557.46
Expenses	
Business Expenses	
Bank charges	\$2,295.15
Credit card fees	2,700.19
Total for Bank charges	\$4,995.34
Total for Business Expenses	\$4,995.34
Contract Services	
Accounting Fees	3,250.00
Total for Contract Services	\$3,250.00
Facilities and Equipment	
Rent, Parking, Utilities	833.94
Total for Facilities and Equipment	\$833.94
Operations	
Postage, Mailing Service	20.00
Website hosting & maintenance	150.00
Total for Operations	\$170.00
Presidents Travel & Meetings	996.88
Special Events	
Gala - Facilities, Food, Bev	
Supplies, Stationery, etc.	82.62
Total for Gala - Facilities, Food, Bev	\$82.62
Recruiting & Membership Events	908.06
Total for Special Events	\$990.68
Travel and Meetings	
Conference, Convention, Meeting	930.00
Total for Travel and Meetings	\$930.00
Total for Expenses	\$12,166.84
Net Operating Income	\$214,390.62

	TOTAL
Other Expenses	
Organization Costs and Fees	250.00
Total for Other Expenses	\$250.00
Net Other Income	-\$250.00
Net Income	\$214,140.62

Budget vs. Actuals

January - March, 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Direct Community Support	9,056.15	13,500.00	-4,443.85	67.08 %
Investment Income	10,816.91	30,000.00	-19,183.09	36.06 %
Program Income				
Member Donations Greater Than \$1,000	206,684.40	190,000.00	16,684.40	108.78 %
Membership Grant Contributions		175,000.00	-175,000.00	
Total Program Income	206,684.40	365,000.00	-158,315.60	56.63 %
Special Events Income		5,500.00	-5,500.00	
Total Income	\$226,557.46	\$414,000.00	\$ -187,442.54	54.72 %
GROSS PROFIT	\$226,557.46	\$414,000.00	\$ -187,442.54	54.72 %
Expenses				
Big 3 Events		19,200.00	-19,200.00	
Business Expenses				
Bank charges	4,995.34	8,295.00	-3,299.66	60.22 %
Total Business Expenses	4,995.34	8,295.00	-3,299.66	60.22 %
Contract Services	3,250.00	3,000.00	250.00	108.33 %
Facilities and Equipment	833.94	360.00	473.94	231.65 %
Grants Awarded		347,167.00	-347,167.00	
Operations	170.00	7,130.00	-6,960.00	2.38 %
Presidents Travel & Meetings	996.88	2,200.00	-1,203.12	45.31 %
Special Events				
Gala - Facilities, Food, Bev				
Supplies, Stationery, etc.	82.62		82.62	
Total Gala - Facilities, Food, Bev	82.62		82.62	
Recruiting & Membership Events	908.06	10,200.00	-9,291.94	8.90 %
Total Special Events	990.68	10,200.00	-9,209.32	9.71 %
Travel and Meetings	930.00	1,950.00	-1,020.00	47.69 %
Total Expenses	\$12,166.84	\$399,502.00	\$ -387,335.16	3.05 %
NET OPERATING INCOME	\$214,390.62	\$14,498.00	\$199,892.62	1,478.76 %
Other Expenses				
Organization Costs and Fees	250.00		250.00	
Total Other Expenses	\$250.00	\$0.00	\$250.00	0.00%
NET OTHER INCOME	\$ -250.00	\$0.00	\$ -250.00	0.00%
NET INCOME	\$214,140.62	\$14,498.00	\$199,642.62	1,477.04 %