Management Report

Impact 100 East Bay
For the period ended September 30, 2026

Prepared by
HK Law, LLC

Prepared on
October 12, 2026

For management use only

Balance Sheet
As of Sep 30, 2026

	Total
Assets	
Current Assets	
Bank Accounts	
Business Checking(5210)	37,056.82
Business Platinum Savings (3920)	55,964.02
Total for Bank Accounts	**$93,020.84**
Other Current Assets	
Edward Jones Brokerage	$6,047.64
Certificates of Deposit	$401,000.00
Cert of Dep Accrued Interest	10,042.93
Cert of Dep brokerage value	-663.59
Total for Certificates of Deposit	**$410,379.34**
Edward Jones & Co Cash Account 2209	246.50
Edward Jones & Co Cash account 7443	562.37
Marketable Securities - 2209	
Amer Wash Mutual Inv Fd (AWSHX)	2,570.79
American Fundamental (ANCFX)	8,030.39
First Trust Ecl	5,873.78
Invesco QQQ Tr Unit Ser 1 (QQQ)	5,626.42
Ish US Arosp ETF	2,843.75
Ishr Awr Eaf ETF	7,774.61
Ishr Awr USA ETF	4,799.61
Ishrs Cr 1-5 Yer	20,285.11
Schw US Div Eqty	8,016.31
State Strt ETF	3,842.49
Vanguard Growth ETF (VUG)	0.20
Vanguard Ttl BD	18,344.70
Vnck Smcndct ETF	4,297.09
Total for Marketable Securities - 2209	**$92,305.25**
Unrealized Gain (Loss) - 2209	8,635.36
Total for Edward Jones Brokerage	**$518,176.46**
Pledges Receivable	67.08
Total for Other Current Assets	**$518,243.54**
Total for Current Assets	**$611,264.38**
Total for Assets	**$611,264.38**

Balance Sheet
As of Sep 30, 2026

	Total
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	28,483.00
Total for Accounts Payable	**$28,483.00**
Credit Cards	
MasterCard (8940)	2,500.00
Wells Fargo Visa ending in 8940	180.00
Wells Fargo Visa card	284.45
Total for Credit Cards	**$2,964.45**
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)	197,195.00
26-27 Grant Cycle (year 11)	35,000.00
Total for Grants Payable	**$232,195.00**
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	**$242,525.52**
Total for Current Liabilities	**$273,972.97**
Total for Liabilities	**$273,972.97**
Equity	
Unrealized Gain/Loss	1,916.77
Unrestricted Net Assets	240,278.88
Net Income	95,095.76
Total for Equity	**$337,291.41**
Total for Liabilities and Equity	**$611,264.38**

Profit and Loss
January-September, 2026

	Total
Income	
Direct Community Support	8,031.15
Investment Income	
Capital Gains (Losses) Realized	5,315.05
Dividends	1,328.27
Interest-Savings, Short-term CD	13,220.21
Total for Investment Income	**$19,863.53**
Program Income	
Member Donations Greater Than $1,000	130,477.20
Total for Program Income	**$130,477.20**
Services	5,000.00
Total for Income	**$163,371.88**
Gross Profit	**$163,371.88**
Expenses	
Big 3 Events	$599.19
Big Reveal	1,094.38
Grant Award Celebration	60.00
Total for Big 3 Events	**$1,753.57**
Business Expenses	
Bank charges	$119.00
Credit card fees	8,475.52
Total for Bank charges	**$8,594.52**
Total for Business Expenses	**$8,594.52**
Contract Services	
Accounting Fees	4,750.00
Total for Contract Services	**$4,750.00**
Facilities and Equipment	$180.00
Rent, Parking, Utilities	1,193.94
Total for Facilities and Equipment	**$1,373.94**
Grants Awarded	
2026 Grant Awards	43,000.00
Total for Grants Awarded	**$43,000.00**
Membership Tracking Service	824.29
Operations	
Dues and Subscriptions	109.04
Insurance - Liability, D and O	715.00
Postage, Mailing Service	76.40
Website hosting & maintenance	625.28
Total for Operations	**$1,525.72**
Other Types of Expenses	
Other Costs	100.00
Total for Other Types of Expenses	**$100.00**

Profit and Loss
January-September, 2026

	Total
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	3,408.06
Total for Special Events	**$3,490.68**
Travel and Meetings	
Conference, Convention, Meeting	930.00
Grant Committee Meetings	686.52
Total for Travel and Meetings	**$1,616.52**
Total for Expenses	**$68,026.12**
Net Operating Income	**$95,345.76**
Other Expenses	
Fraud Charges	0.00
Organization Costs and Fees	250.00
Total for Other Expenses	**$250.00**
Net Other Income	**-$250.00**
Net Income	**$95,095.76**

Budget vs. Actuals

January - September, 2026

	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
Direct Community Support	8,031.15	13,500.00	-5,468.85	59.49 %
Investment Income	19,863.53	30,000.00	-10,136.47	66.21 %
Program Income				
Member Donations Greater Than $1,000	130,477.20	190,000.00	-59,522.80	68.67 %
Membership Grant Contributions		175,000.00	-175,000.00	
Total Program Income	**130,477.20**	**365,000.00**	**-234,522.80**	**35.75 %**
Services	5,000.00		5,000.00	
Special Events Income		5,500.00	-5,500.00	
Total Income	**$163,371.88**	**$414,000.00**	**$ -250,628.12**	**39.46 %**
GROSS PROFIT	**$163,371.88**	**$414,000.00**	**$ -250,628.12**	**39.46 %**
Expenses				
Big 3 Events	599.19	19,200.00	-18,600.81	3.12 %
Big Reveal	1,094.38		1,094.38	
Grant Award Celebration	60.00		60.00	
Total Big 3 Events	**1,753.57**	**19,200.00**	**-17,446.43**	**9.13 %**
Business Expenses				
Bank charges	**8,594.52**	**8,295.00**	**299.52**	**103.61 %**
Total Business Expenses	**8,594.52**	**8,295.00**	**299.52**	**103.61 %**
Contract Services	4,750.00	3,000.00	1,750.00	158.33 %
Facilities and Equipment	1,373.94	360.00	1,013.94	381.65 %
Grants Awarded	43,000.00	347,167.00	-304,167.00	12.39 %
Membership Tracking Service	824.29		824.29	
Operations	1,525.72	7,130.00	-5,604.28	21.40 %
Other Types of Expenses				
Other Costs	100.00		100.00	
Total Other Types of Expenses	**100.00**		**100.00**	
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	3,408.06	10,200.00	-6,791.94	33.41 %
Total Special Events	**3,490.68**	**10,200.00**	**-6,709.32**	**34.22 %**
Travel and Meetings				
Conference, Convention, Meeting	930.00		930.00	
Grant Committee Meetings	686.52	1,950.00	-1,263.48	35.21 %
Total Travel and Meetings	**1,616.52**	**1,950.00**	**-333.48**	**82.90 %**
Total Expenses	**$68,026.12**	**$399,502.00**	**$ -331,475.88**	**17.03 %**
NET OPERATING INCOME	**$95,345.76**	**$14,498.00**	**$80,847.76**	**657.65 %**
Other Expenses				

Budget vs. Actuals

January - September, 2026

	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Fraud Charges	0.00		0.00	
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	**$95,095.76**	**$14,498.00**	**$80,597.76**	**655.92 %**