



*Report of Independent Auditors and  
Financial Statements*

**Raising A Reader**

*December 31, 2020*

*(with Comparative Totals for the Year Ended December 31, 2019)*

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## **Report of Independent Auditors**

To the Board of Directors  
Raising A Reader

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Raising A Reader (the “Organization”), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended and the related notes to the financial statements.

### ***Management’s Responsibility 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.

### ***Auditor’s Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization’s preparation and fair presentation of the financial statements 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 the Organization’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Raising A Reader as of December 31, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

***Report on Summarized Comparative Information***

We have previously audited the Organization's 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated June 17, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Moss Adams LLP*

San Francisco, California  
June 16, 2021

## **Financial Statements**

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**Raising A Reader**  
**Statements of Financial Position**  
**December 31, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>ASSETS</b>		
Cash and cash equivalents	\$ 1,096,577	\$ 428,145
Investments	299,695	293,808
Beneficial interest in assets	294,047	292,775
Contributions and grants receivable, net	1,426,726	1,591,239
Other receivables	232,609	287,618
Inventory	358,366	352,848
Deposits and prepaid expenses	60,065	60,519
Property and equipment, net of accumulated depreciation and amortization	<u>19,613</u>	<u>28,631</u>
Total assets	<u><u>\$ 3,787,698</u></u>	<u><u>\$ 3,335,583</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Related-party payables	\$ 92,695	\$ 192,395
Accounts payable	233,620	98,513
Payroll related liabilities	164,657	131,937
Notes payable	<u>409,756</u>	<u>-</u>
Total liabilities	<u>900,728</u>	<u>422,845</u>
<b>NET ASSETS</b>		
Without donor restrictions	1,239,983	1,194,457
With donor restrictions	<u>1,646,987</u>	<u>1,718,281</u>
Total net assets	<u>2,886,970</u>	<u>2,912,738</u>
Total liabilities and net assets	<u><u>\$ 3,787,698</u></u>	<u><u>\$ 3,335,583</u></u>

**Raising A Reader**  
**Statement of Activities and Changes in Net Assets**  
**Year Ended December 31, 2020**  
**(with Comparative Totals for the Year Ended December 31, 2019)**

	2020			2019
	Without Donor Restrictions	With Donor Restrictions	Total	Total
<b>REVENUES AND OTHER SUPPORT</b>				
Contributions and grants	\$ 356,660	\$ 1,022,730	\$ 1,379,390	\$ 1,561,089
Government grants	10,000	-	10,000	-
In-kind donations	265,301	-	265,301	231,929
Sales revenue	1,751,078	-	1,751,078	2,286,120
Other income	7,500	-	7,500	34,631
Interest and dividend income	6,496	-	6,496	6,412
Change in beneficial interest, net	1,272	-	1,272	5,613
Net assets released from restrictions	1,094,024	(1,094,024)	-	-
Total revenues and other support	<u>3,492,331</u>	<u>(71,294)</u>	<u>3,421,037</u>	<u>4,125,794</u>
<b>EXPENSES</b>				
Program services	2,658,604	-	2,658,604	2,835,073
General and administrative	548,304	-	548,304	538,842
Development	239,897	-	239,897	249,590
Total expenses	<u>3,446,805</u>	<u>-</u>	<u>3,446,805</u>	<u>3,623,505</u>
<b>CHANGES IN NET ASSETS</b>	45,526	(71,294)	(25,768)	502,289
<b>NET ASSETS, beginning of year</b>	<u>1,194,457</u>	<u>1,718,281</u>	<u>2,912,738</u>	<u>2,410,449</u>
<b>NET ASSETS, end of year</b>	<u>\$ 1,239,983</u>	<u>\$ 1,646,987</u>	<u>\$ 2,886,970</u>	<u>\$ 2,912,738</u>

**Raising A Reader**  
**Statements of Functional Expenses**  
**Years Ended December 31, 2020 and 2019**

	December 31, 2020			
	Program Services	General and Administrative	Development	Total
Salaries and benefits	\$ 1,161,281	\$ 345,622	\$ 143,239	\$ 1,650,142
Grants awarded	245,784	-	-	245,784
Cost of goods sold	754,452	23	6	754,481
Sales and use tax	16,238	5	3	16,246
Program training and incentives	256	-	-	256
Professional services	71,786	97,384	50,127	219,297
Occupancy	267,160	55,913	12,365	335,438
General office	114,607	19,815	33,445	167,867
Interest expense	-	4,160	-	4,160
Equipment, maintenance, and repair	5,758	739	199	6,696
Depreciation and amortization	7,453	1,234	331	9,018
Insurance	-	22,902	-	22,902
Travel and meetings	4,343	452	145	4,940
Outreach and marketing	1,257	55	37	1,349
Donated program materials	5,140	-	-	5,140
Bad debt	3,089	-	-	3,089
	<u>\$ 2,658,604</u>	<u>\$ 548,304</u>	<u>\$ 239,897</u>	<u>\$ 3,446,805</u>

	December 31, 2019			
	Program Services	General and Administrative	Development	Total
Salaries and benefits	\$ 1,019,096	\$ 331,726	\$ 173,338	\$ 1,524,160
Grants awarded	234,069	-	-	234,069
Cost of goods sold	843,126	-	-	843,126
Sales and use tax	13,398	5	55	13,458
Program training and incentives	33,708	-	-	33,708
Professional services	131,146	105,242	11,911	248,299
Occupancy	282,815	50,915	16,108	349,838
General office	119,020	20,909	45,356	185,285
Equipment, maintenance, and repair	7,897	1,149	370	9,416
Depreciation and amortization	8,416	1,442	465	10,323
Insurance	-	22,914	-	22,914
Travel and meetings	41,009	4,483	1,942	47,434
Outreach and marketing	3,260	57	45	3,362
Donated program materials	1,340	-	-	1,340
Bad debt	96,773	-	-	96,773
	<u>\$ 2,835,073</u>	<u>\$ 538,842</u>	<u>\$ 249,590</u>	<u>\$ 3,623,505</u>



**Raising A Reader**  
**Statements of Cash Flows**  
**Years Ended December 31, 2020 and 2019**

	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Changes in net assets	\$ (25,768)	\$ 502,289
Adjustments to reconcile change in net assets to net cash from operating activities:		
Changes in discount on receivables	(8,479)	(2,267)
Depreciation and amortization	9,018	10,323
Bad debt expenses	3,089	96,773
Investment income reinvested	(5,887)	(5,756)
Change in beneficial interest, net	(1,272)	(5,613)
(Increase) decrease in assets:		
Contributions and grants receivable	169,903	(773,921)
Other receivables	55,009	24,023
Inventory	(5,518)	112
Deposits and prepaid expenses	454	(6,743)
Property and equipment	-	(27,445)
Increase (decrease) in liabilities:		
Related-party payables	(99,700)	(138,313)
Accounts payable	135,107	10,472
Payroll related liabilities	32,720	6,709
	258,676	(309,357)
CASH FLOWS FROM FINANCING ACTIVITIES		
Notes payable	409,756	-
	409,756	-
NET CHANGES IN CASH AND CASH EQUIVALENTS	668,432	(309,357)
CASH AND CASH EQUIVALENTS, beginning of year	428,145	737,502
CASH AND CASH EQUIVALENTS, end of year	\$ 1,096,577	\$ 428,145

# Raising A Reader

## Notes to Financial Statements

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### NOTE 1 – ORGANIZATION

Raising A Reader (the “Organization”) is a national nonprofit family engagement and literacy program that helps families develop, practice, and maintain home literacy habits essential for school success. The Organization is operated through a diverse national network of affiliates (e.g., school systems, libraries, or community agencies) at more than 2,900 locations nationally, serving families with children between the ages of 0 to 8 years old. Children participating in our programs are exposed to high-quality, developmentally appropriate children’s books, providing them with both a mirror reflecting their own world and a window to the world beyond. Through initial training and ongoing support, Raising A Reader parents, even those with limited English proficiency or low literacy skills, learn how to engage their children in storytelling with picture books. The program also includes an introduction to community resources, such as the public library, setting up families for a lifetime of book enjoyment. More than 39 independent evaluations confirm the valuable impact of the Organization on family engagement and early literacy skills.

The Organization was incorporated in the State of California in 2000 and has been granted tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code. Additionally, Raising A Reader is a Supporting Organization, Internal Revenue Code (the “Code”) 509(a)(3), of Silicon Valley Community Foundation (the “Community Foundation”). Though the organizations operate as distinct legal entities, the Organization’s finances are consolidated annually with the Community Foundation.

### NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES

**Basis of presentation** – 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 (“U.S. GAAP”).

**Use of estimates** – Management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities and contingencies at the date of the statements of financial position and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from management’s estimates. Significant estimates include fair value of investments, beneficial interest in assets, and the allocation of functional expenses.

**Summarized financial information** – The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization’s financial statements as of and for the year ended December 31, 2019, from which the summarized information was derived.

**Cash and cash equivalents** – All highly liquid investments, with an original maturity of three months or less when purchased, are considered to be cash equivalents.

**Investments** – Investments are reported at fair value and include certificate of deposit accounts which have maturity dates of more than three months.

**Fair value of beneficial interest in assets** – The Organization’s beneficial interest in assets represents its investment in a diversified investment pool offered by the Community Foundation. The pool consists of money markets and certificates of deposit. The Community Foundation has the Organization’s investment account under its management. The Organization’s share of the pool is recorded at fair value, based on the net asset value of the pooled assets and the Organization’s ownership interest in the pool. Fair value of the pool is determined by the Community Foundation and based on information provided by fund managers, external investment advisors, and other market factors. Net asset values are evaluated by the Organization to determine if the values of these investments should be adjusted. Factors considered may include, but are not limited to, estimates of liquidation value, prices of recent transactions in the same or similar funds, current performance, future expectations of the particular investment, and changes in market outlook and the financing environment. Valuations are reviewed at least annually using a variety of qualitative factors to subjectively determine the most appropriate valuation methodologies.

**Contributions, grants receivable, and other receivables** – Contributions, grants, and other receivable are reviewed for collectability and reserves for uncollectable amounts are established when needed. No allowance was deemed necessary for contributions, grants, and other receivables for the years ended December 31, 2020 and 2019.

**Inventory** – A cornerstone of the Raising A Reader program are the high-quality books that have been selected for participants as well as the red bags used to circulate the books among the children and households. The Organization sells or grants these items to affiliates who are implementing the program. The Organization purchases most books and materials as needed to fulfill orders; however, a small amount of inventory is maintained in a warehouse to manage short-term demand. Inventory in stock is valued on the basis of weighted-average cost of items on hand.

**Property and equipment** – Property and equipment are stated at cost or, if donated, at the estimated fair value at the date of donation. Assets with a value of \$5,000 or more, and with a useful life of more than one year, are depreciated using the straight-line method of depreciation over the following estimated useful lives:

Computer hardware and software	3 years
Office furnishings and equipment	7 years
Leasehold improvements	Term of lease

**Classes of net assets** – The accompanying financial statements have been prepared in accordance with U.S. GAAP and the guidelines set forth in the industry audit and accounting guide for Not-For-Profit Entities issued by the American Institute of Certified Public Accountants (“AICPA”). Under these guidelines, contributions of cash and other assets are classified as one of the following two categories:

*Without donor restrictions* – net assets without donor restrictions include resources for which there are no donor restrictions. Such amounts are available to support the Organization’s general operations and programs. The Organization does not have any Board of Directors designated net assets as of December 31, 2020 and 2019.

## Raising A Reader

### Notes to Financial Statements

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*With donor restrictions* – net assets with donor restrictions include resources with donor-imposed restrictions that will be fulfilled by actions of the Organization and/or become net assets without donor restrictions by the passage of time. When the donor or time restriction is fulfilled, net assets with donor restrictions are released to net assets without donor restrictions and are reported in the accompanying statement of activities and changes in net assets as net assets released from restrictions.

**Revenue recognition** – Grants from corporations or private foundations and contributions are recognized in full when received or unconditionally promised. Contributions and grants receivable that are expected to be collected in more than one year are recorded at fair value based on discounted cash flows. The discount on these amounts is computed using the rate applicable in the year the promises were received. Amortization of discount is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the original contributions. All contributions are considered available for use without donor restrictions unless specifically restricted by donors for future periods or specific purposes. Donor-restricted amounts are reported as increases in net assets with donor restrictions. Net assets with donor restrictions become net assets without donor restrictions and are reported in the statement of activities and changes in net assets as net assets released from restrictions, when time restrictions expire or the contributions are used for the restricted purpose.

Sales revenue from the sale of the Organization program books and materials is recognized upon completion of the sales transaction, after the goods are shipped or otherwise released to the intended recipient.

**In-kind donations** – The Organization recognizes the value of donated equipment and/or supplies at the fair value for similar items. Donated services are recognized at fair value if the services meet the recognition criteria prescribed by generally accepted accounting principles, which include a) requiring specialized skills, b) being provided by someone with those skills, and c) having to be purchased if they were not donated. The Organization receives contributed office space, as well as donated program materials. The value of these in-kind donations are reflected in the accompanying financial statements.

**Functional allocation of expenses** – The costs of providing program services have been summarized on a functional basis in the statements of activities and changes in net assets and statements of functional expenses. When appropriate, costs are allocated on a direct cost basis to the various programs or supporting services. In some cases, expenses are incurred, that support the work performed under more than one function. Such expenses are allocated across the functions based on actual usage. Certain costs have been allocated among programs, general and administration, and development, that are benefited based on periodic review of personnel time, department headcount, and square footages.

**Grants awarded** – The Organization uses donated funds to grant the Raising A Reader program to thousands of children and families each year. Grants include books and materials, as well as financial support to offset the affiliates' cost of implementing the program and are recorded as expenses when approved by the Chief Executive Officer.

**Income taxes** – The Organization has been granted tax-exempt status under Section 501(c)(3) of the Code and Section 23701d of the California Revenue and Taxation Code, and as such no provision for income tax has been made. The Organization does not have any material uncertain tax positions or unrelated business income. The Organization files exempt organization returns and, if applicable, unrelated business income tax returns in the U.S. federal and California jurisdictions.

**Contingencies and commitments** – In March 2020, the World Health Organization declared the novel coronavirus (“COVID-19”) a global pandemic and recommended containment and mitigation measures worldwide. The Organization’s operations are primarily located in California, which has restricted gatherings of people due to the COVID-19 outbreak. Given the dynamic nature of these circumstances and business disruption, the Organization anticipates a significant short-term impact. The Organization will continue to monitor the situation closely, but given the uncertainty about the ongoing situation, an estimate of the impact to the financial statements cannot be made at this time.

**Concentrations of risk** – Financial instruments, which potentially subject the Organization to credit risk, consist primarily of cash. The Organization’s cash has been placed with a major financial institution. At times, such amounts may exceed Federal Deposit Insurance Corporation (“FDIC”) limits and equity investments may be in excess of Securities Investor Protections Corporation (“SIPC”). The Organization closely monitors these balances and has not experienced credit losses.

For the year ended December 31, 2020, the Organization received 80% of its contributions and grants from three grantors. At December 31, 2020, 94% of contributions and grants receivable were due from three grantors and 80% of other receivables were due from five affiliates. For the year ended December 31, 2019, the Organization received 70% of its contributions and grants from one grantor. At December 31, 2019, 92% of contributions and grants receivable were due from two grantors and 63% of other receivables were due from five affiliates.

**Recent accounting pronouncements** – In February 2016, Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2016-02, *Leases (Topic 842)*, which increases transparency and comparability among organizations by recognizing lease assets and lease liabilities on the statements of financial position and disclosing key information about leasing arrangements in the financial statement of lessees. ASU No. 2016-02 is effective for years beginning after December 15, 2019, with early adoption permitted. In 2020, FASB issued ASU No. 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842) Effective Dates for Certain Entities*, to delay the effective date of ASU No. 2016-02 for fiscal years beginning after December 15, 2021. The adoption is effective for the Organization year ending December 31, 2022. Management is currently evaluating the impact of the provisions of ASU No. 2016-02 on the financial statements.

In September 2020, the FASB issued ASU No. 2020-07, *Not-for-profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit entities for Contributed Nonfinancial Assets* (“ASU No. 2020-07”), which increases transparency of contributed nonfinancial assets for not-for-profit (“NFP”) entities through enhancements to presentation and disclosure. The adoption is effective for the Organization beginning January 1, 2022. Management is currently evaluating the impact of the provisions of ASU No. 2020-07 on the financial statements.

**Subsequent events** – Subsequent events are events or transactions that occur after the statement of financial position date but before financial statements are available to be issued. The Organization recognizes the effects of subsequent events that provide additional evidence about conditions that existed at the date of the statement of financial position, including the estimates inherent in the process of preparing the financial statements. The Organization’s financial statements do not recognize subsequent events that provide evidence about conditions that did not exist at the date of the statement of financial position but arose after the statement of financial position date and before the financial statements are available to be issued.

In March 2021, the Paycheck Protection Program (“PPP”) loan discussed in Note 9 was forgiven in full and will be recognized as a gain on extinguishment of debt in 2021.

## Raising A Reader

### Notes to Financial Statements

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The Organization has evaluated subsequent events through June 16, 2021, which is the date the financial statements were available to be issued.

#### NOTE 3 – CONTRIBUTIONS AND GRANTS RECEIVABLE, NET

The Organization expects to receive contributions and grants receivable as follows:

<u>Year Ending December 31,</u>	<u>2020</u>	<u>2019</u>
2020	\$ -	\$ 747,363
2021	854,266	602,645
2022	581,677	258,927
	<u>1,435,943</u>	<u>1,608,935</u>
Less: discount from multi-year contributions and grants receivable	<u>9,217</u>	<u>17,696</u>
Net contributions and grants receivable	<u>\$ 1,426,726</u>	<u>\$ 1,591,239</u>

The estimated discount rate used was 1.61% for the years ended December 2020 and 2019, respectively.

#### NOTE 4 – FAIR VALUE MEASUREMENT

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between willing market participants at the measurement date. The Organization determines fair value based on the fair value hierarchy established under applicable accounting guidance, which requires an entity to prioritize the use of observable market-based inputs over the use of unobservable inputs when measuring fair value. There are three levels of inputs used to measure fair value:

Level 1 - The valuation is based on quoted market prices in active markets for identical assets or liabilities.

Level 2 - Financial instruments are valued using quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or models using inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - Values are determined using pricing models, discounted cash flow methodologies or similar techniques, and at least one significant model assumption or input is unobservable, and when determination of the fair value requires significant management judgment or estimation.

The following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis and recognized in the accompanying statements of financial position, as well as the general classification of such instruments pursuant to the valuation hierarchy.

Investments as of December 31, 2020 and 2019, consist of certificates of deposit, which are classified as Level 2 pursuant to the valuation hierarchy and are valued using maturity and interest rate as observable inputs.

## Raising A Reader Notes to Financial Statements

The beneficial interest in assets is classified as Level 3 pursuant to the valuation hierarchy. Valuation is determined based on the net asset value of the pooled assets and the Organization's ownership interest in the pool. Management reviews detailed information about the pool on a quarterly basis and evaluates its proportional share to substantiate the valuation. The Organization estimates the fair value of investments within its scope using the net asset value (or its equivalent) per share of the investments as of the Community Foundation's measurement dates.

While the Organization believes its valuation methods are appropriate and consistent with those used by other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date. Those estimated values may differ significantly from the values that would have been used had a readily available market for such investments existed, or had such investments been liquidated, and these differences could be material to the financial statements.

The following tables summarize the fair value hierarchy levels of Raising A Reader's assets measured at fair value at December 31:

	2020			
	Level 1	Level 2	Level 3	Total
Investments:				
Certificates of deposit	\$ -	\$ 299,695	\$ -	\$ 299,695
Beneficial interest in assets	-	-	294,047	294,047
Total	\$ -	\$ 299,695	\$ 294,047	\$ 593,742
	2019			
	Level 1	Level 2	Level 3	Total
Investments:				
Certificates of deposit	\$ -	\$ 293,808	\$ -	\$ 293,808
Beneficial interest in assets	-	-	292,775	292,775
Total	\$ -	\$ 293,808	\$ 292,775	\$ 586,583

**Level 3 roll-forward table** – The following table presents the rollforward of Level 3 investments carried at fair value (including the change in fair value) on the statements of financial position for the years ended December 2020 and 2019:

	Beneficial Interest in Assets
Balance, January 1, 2019	\$ 287,162
Change in beneficial interest, net Sales	5,613
	-
Balance, January 1, 2020	292,775
Change in beneficial interest, net Sales	1,272
	-
Balance, December 31, 2020	\$ 294,047

## Raising A Reader Notes to Financial Statements

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There were no restrictions for redemption of the beneficial interest in assets for the years as of December 31, 2020 and 2019.

### NOTE 5 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at December 31:

	<u>2020</u>	<u>2019</u>
Computer hardware and software	\$ 517,542	\$ 517,542
Office furniture and equipment	36,817	36,817
Leasehold improvements	<u>22,136</u>	<u>22,136</u>
	576,495	576,495
Less: accumulated depreciation and amortization	<u>(556,882)</u>	<u>(547,864)</u>
Total property and equipment, net of accumulated depreciation and amortization	<u>\$ 19,613</u>	<u>\$ 28,631</u>

### NOTE 6 – RELATED-PARTY TRANSACTIONS

The Organization is a supporting organization of the Community Foundation and all the Organization personnel are employees of the Community Foundation. Additionally, the Organization receives donations from the Community Foundation and makes grants to it as an affiliate that conducts the Raising A Reader programs in San Mateo County. In 2020 and 2019, the Organization received \$169,500 and \$104,690, respectively, in donations from the Community Foundation. The Organization awarded grants to the Community Foundation in the amounts of \$0 and \$19,828 in product grants in 2020 and 2019, respectively. At December 31, 2020, a payable in the amount of \$92,695 was due to the Community Foundation to reimburse for payroll related and other expenses directly related to the work of the Organization. At December 31, 2019, the payable amount due to the Community Foundation was \$192,395.

A director on the Board of the Organization is a key member of the Masonic Grand Lodge of California, an organization that has been a major partner with the Organization since 2011. Since the inception of this instrumental partnership, the Raising A Reader classic program has been implemented in over 700 classrooms throughout California. In 2020, the Masonic Grand Lodge of California donated \$284,000 to the Organization to support immediate summer programming during the pandemic. This donation provided summer learning kits to over 7,000 children across California. Additionally, the Masonic Grand Lodge of California pledged another \$500,000 to support the Organization's work in California over the next two years.

The Organization's Board of Directors (current and former members) committed \$322,697 in 2020 to the Organization to support the Organization's work.



The Organization entered into an agreement with the Community Foundation for a revolving line of credit in amount of \$500,000 on April 30, 2019. The interest rate applicable to each draw amount shall be fixed on the applicable draw date. The per annum interest rate on each interest rate date shall be the United States Prime Rate as listed in the Easter print edition of the Wall Street Journal on the draw date. All interest shall be computed on the basis of actual days elapsed over an assumed year of 360 days consisting of twelve 30-day months and for the actual number of days elapsed in any partial month. There is no compounding of the accrued interest. The Organization had no outstanding balance on the line of credit as of December 31, 2020 and 2019.

**NOTE 7 – NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions were available for the following purposes as of December 31:

	2020	2019
Special program use	\$ 1,646,987	\$ 1,718,281

All net assets with donor restrictions are expected to be released from restrictions by December 31, 2022.

**NOTE 8 – NET ASSETS RELEASED FROM RESTRICTIONS**

Net assets released from restrictions by the incurrence of expenses satisfying the restricted purposes specified by the donors or by the passage of time during the years ended December 31, 2020 and 2019, amounted to:

	2020	2019
Special program use	\$ 1,094,024	\$ 718,973

**NOTE 9 – NOTES PAYABLE**

On May 13, 2020, the Organization received loan proceeds in the amount of \$259,756 under the PPP. The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (“CARES Act”), provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable after twenty-four weeks as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the twenty-four-week period. The unforgiven portion of the PPP loan is payable over two years at an interest rate of 1%, with a deferral of payments for the first 16 months according to latest PPP guidelines.

## Raising A Reader

### Notes to Financial Statements

On July 14, 2020, the Organization received loan proceeds in amount of \$150,000 under the Small Business Administration's Economic Injury Disaster Loan Program ("EIDL"). The EIDL, was expanded by the CARES Act to meet the financial needs of small business owners impacted by the coronavirus. The Small Business Administration's EIDL program provides small businesses and nonprofit with low-interest loans that can provide vital economic support to small businesses and nonprofits to help overcome the temporary loss of revenue they are experiencing due to COVID-19. EIDL interest rate is 2.75% for not-for-profits. The EIDL is payable over thirty years at an interest rate of 2.75%, with a deferral of payments for the first 12 months according to the EIDL agreement.

Long-term note	Total amount	Payments Due by Period				
		2020	2021	2022	2023	Thereafter
Paycheck Protection Program	\$ 259,756	\$ -	\$ 54,403	\$ 174,827	\$ 30,526	\$ -
Economic Injury Disaster Loan	150,000	-	2,028	3,552	3,651	140,769
Total note payable	<u>\$ 409,756</u>	<u>\$ -</u>	<u>\$ 56,431</u>	<u>\$ 178,379</u>	<u>\$ 34,177</u>	<u>\$ 140,769</u>

As discussed in subsequent events under Note 2 above, the PPP loan was forgiven in full in March 2021.

#### NOTE 10 – LIQUIDITY AND FUNDS AVAILABLE

The following table reflects the Organization's financial assets as of December 31, 2020 and 2019, reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year.

Financial assets available to meet cash needs for general expenditures within one year as of the statements of financial position date, comprise the following:

	2020	2019
Financial assets:		
Cash and cash equivalents	\$ 1,096,577	\$ 428,145
Investments	299,695	293,808
Beneficial interest in assets	294,047	292,775
Contributions and grants receivable, net	1,426,726	1,591,239
Other receivables	232,609	287,618
Financial assets, at December 31	3,349,654	2,893,585
Less: those unavailable for general expenditure within one year, due to:		
Receivables collectible beyond one year	581,677	861,572
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 2,767,977</u>	<u>\$ 2,032,013</u>

The Organization's policy is to structure its financial assets to be available to cover the following in order of priority: current operations, capital assets, planned future operations, opportunities to enhance the Organization's mission, unanticipated expenses, and sudden shortfalls in revenues. Available to the Organization is their line of credit as discussed in Note 6 above which may be utilized should the Organization face shortfalls in liquidity from operations.

**NOTE 11 – OTHER INCOME**

Other income is comprised of the following for the years ended December 31:

	<u>2020</u>	<u>2019</u>
Training and program consulting fees	\$ 6,500	\$ 26,031
Rental income	<u>1,000</u>	<u>8,600</u>
Total other income	<u>\$ 7,500</u>	<u>\$ 34,631</u>

**NOTE 12 – COMMITMENTS**

The Organization leases office and warehouse space under separate operating leases, including three month-to-month leases. Due to the generosity of the Sobrato Family Foundation, which owns and operates the leased space in California, the Organization’s rent expense has been waived during the term of the leases, provided the Organization maintains its 501(c)(3) status. This waived rent is recorded as in-kind donations in the year received and totaled \$260,162 and \$230,589 in 2020 and 2019. The Organization is typically responsible for the annual operating expenses associated with the leased space, though Sobrato Family Foundation waived these monthly operating expenses at the onset of the pandemic. These amounts, which totaled \$6,467 and \$36,648 in 2020 and 2019, respectively, are included in occupancy expense in the statements of functional expenses.

