INDEPENDENT AUDITORS' REPORT AND FINANCIAL STATEMENTS

For the Years Ended June 30, 2020 and 2019

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors All Kids Academy Head Start, Inc. El Cajon, California

Report on the Financial Statements

We have audited the accompanying financial statements of All Kids Academy Head Start, Inc. (a nonprofit corporation), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities, cash flows, and functional expenses for the years 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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 entity'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 entity'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 All Kids Academy Head Start, Inc. as of June 30, 2020 and 2019, 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.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated February 3, 2021, on our consideration of All Kids Academy Head Start, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters for the year ended June 30, 2020. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering All Kids Academy Head Start, Inc.'s internal control over financial reporting and compliance.

Lavine, Logren, Morris + Engelberg, LP

La Jolla, California February 3, 2021

Statements of Financial Position As of June 30, 2020 and 2019

	 2020	 2019
ASSETS		
Cash	\$ 825,563	\$ 362,442
Restricted cash	141,944	-
Grant receivable - claims to NHA for reimbursement	186,500	422,912
Food reimbursement receivables	-	121,210
San Diego County - Quality Preschool Initiative (QPI) receivables	-	58,496
Other assets and receivables	-	3,429
Security deposits	23,278	23,278
Property and equipment, net	 358,597	 451,986
Total assets	\$ 1,535,882	\$ 1,443,753
LIABILITIES AND NET ASSETS WITHOUT DONOR RESTRICTION		
Accounts payable and accrued expenses	\$ 452,147	\$ 420,905
Accrued payroll and related liabilities	105,357	176,733
Accrued annual leave	440,604	360,053
Deferred rent liability	63,563	39,377
Amount due to funding agency - NHA	23,278	23,278
Funding advance from California Department		
of Education - State Preschool Program	 141,944	 -
Total liabilities	1,226,893	1,020,346
Commitments and contingencies		
Net assets without donor restriction	 308,989	 423,407
Total liabilities and net assets		
without donor restriction	\$ 1,535,882	\$ 1,443,753

Statements of Activities For the Years Ended June 30, 2020 and 2019

	2020	2019
Revenue and support:		
Grant revenue:		
Head Start Program	\$ 12,725,301	\$ 12,536,911
California Department of Education - State Preschool Program	968,285	916,015
Child and Adult Care Food Program	515,732	670,126
San Diego County - QPI	369,900	366,515
Total grant revenue	14,579,218	14,489,567
Contributions	5,597	7,229
Total revenue and support	14,584,815	14,496,796
Expenses:		
Child care services	12,477,119	12,344,306
Management and general	2,222,114	2,243,810
Total expenses	14,699,233	14,588,116
Decrease in net assets		
without donor restriction	(114,418)	(91,320)
Net assets without donor restriction:		
Beginning of the year	423,407	514,727
End of the year	\$ 308,989	\$ 423,407

Statements of Cash Flows For the Years Ended June 30, 2020 and 2019

		2020	 2019
Cash flows from operating activities:			
Decrease in net assets without donor restriction	\$	(114,418)	\$ (91,320)
Adjustments to reconcile decrease in net assets to			
net cash provided by operating activities:			
Depreciation expense		93,389	96,620
Deferred rent expense		24,186	39,377
Changes in operating assets and liabilities:			
Grant receivable		236,412	91,748
Food reimbursement receivables		121,210	(85,874)
San Diego County - QPI receivables		58,496	67,361
Other assets and receivables		3,429	(1,008)
Accounts payable and accrued expenses		31,242	(48,199)
Accrued payroll and related liabilities		(71,376)	(20,171)
Accrued annual leave		80,551	66,219
Funding advance from California Department			
of Education - State Preschool Program		141,944	 -
Net cash provided by operating activities		605,065	 114,753
Cash flows from investing activities:			
Purchase of property and equipment		-	 (43,447)
Net cash used in investing activities			 (43,447)
Net increase in cash		605,065	71,306
Cash and restricted cash, beginning of year		362,442	 291,136
Cash and restricted cash, end of year	_\$	967,507	\$ 362,442

Statement of Functional Expenses For the Year Ended June 30, 2020

	Child Care Services	Management and General	Total
Salaries	\$ 7,148,424	\$ 1,425,521	\$ 8,573,945
Payroll taxes and fringe benefits	2,240,899	439,362	2,680,261
Occupancy	930,150	45,071	975,221
Special assistance	640,587	-	640,587
Contracted services	376,239	178,512	554,751
Supplies	503,067	24,072	527,139
Facilities and equipment	285,125	35,178	320,303
Conferences and meetings	106,975	51,963	158,938
Utilities	100,878	5,177	106,055
Commercial insurance	58,618	7,271	65,889
Telephone	50,431	2,790	53,221
Travel	8,503	1,055	9,558
Other	27,223	6,142	33,365
Total expenses	\$ 12,477,119	\$ 2,222,114	\$ 14,699,233

Statement of Functional Expenses For the Year Ended June 30, 2019

	Child Care Services	Management and General	Total
Salaries	\$ 6,780,904	\$ 1,435,031	\$ 8,215,935
Payroll taxes and fringe benefits	2,093,657	444,831	2,538,488
Occupancy	904,004	41,991	945,995
Special assistance	914,675	-	914,675
Contracted services	474,736	190,153	664,889
Supplies	434,941	19,749	454,690
Facilities and equipment	380,972	41,504	422,476
Conferences and meetings	92,791	45,249	138,040
Utilities	117,817	5,969	123,786
Commercial insurance	63,107	7,973	71,080
Telephone	33,677	1,863	35,540
Travel	17,224	2,176	19,400
Other	35,801	7,321	43,122
Total expenses	\$ 12,344,306	\$ 2,243,810	\$ 14,588,116

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 1. ORGANIZATION

All Kids Academy Head Start, Inc. (the "Organization") is a non-profit organization incorporated in 1970 under the laws of the State of California. The Organization's specific and primary purpose is to engage in a comprehensive child development program for low-income families and their infant/toddler and preschool-aged children in its community under the Economic Opportunity Act of 1964. The Organization is a subrecipient (delegate agency) of Neighborhood House Association ("NHA").

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements of the Organization 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

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents and Restricted Cash

For the purposes of the statement of cash flows, the Organization considers investments purchased with a maturity of three months or less to be cash equivalents. There were no cash equivalents as of June 30, 2020 or 2019. As further described in Note 9, the Organization has restricted cash in the amount of \$141,944 for the California Department of Education as of June 30, 2020. For the purposes of the statement of cash flows, cash includes cash and restricted cash on the accompanying balance sheet, as follows as of June 30:

	 2020	 2019
Cash	\$ 825,563	\$ 362,442
Restricted Cash	 141,944	 -
Total apph and restricted each per		
Total cash and restricted cash per		
the statement of cash flows	\$ 967,507	\$ 362,442

The Organization maintains its cash and cash equivalents and restricted cash in checking and money market accounts, which at times may exceed federally insured limits. The Organization has not experienced any losses in the aforementioned accounts. The Organization believes it is not exposed to any significant credit risk in regard to its cash and cash equivalents accounts.

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions

Contributions received are recorded as (i) increases in net assets without donor restriction, or (ii) increases in net assets with donor restriction, depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in net assets without donor restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restriction are reclassified to net assets without donor restriction and reported in the statements of activities as net assets released from restrictions. No amounts are restricted as of June 30, 2020 or 2019.

Functional Allocation of Expenses

The costs of providing the Organization's programs and other activities have been summarized on a functional basis in the statements of functional expenses. Where costs can be specifically identified with a particular program or activity, they are categorized accordingly. Where costs are common to more than one function, they have been allocated thereto based on relative square footage, time spent, and other estimates made by the Organization's management.

Property and Equipment

The Organization capitalizes property and equipment over \$5,000. Lesser amounts are expensed. Purchased property and equipment is capitalized at cost and is depreciated using the straight-line method over following useful lives:

Description	<u>Useful Life</u>
Vehicles	Five years
Furniture & Equipment	Five years
Leasehold improvements	Shorter of useful life or related lease term

Title to property acquired with NHA grant funds is generally vested with NHA while used for authorized purposes in accordance with the grant fund requirements. In the event NHA should discontinue the delegate agency agreement with the Organization, NHA would have the right to take possession of all property and equipment acquired with NHA grant funds. The Organization believes that its delegate agency agreement will continue for the foreseeable future and that in the event NHA took possession of certain of its property, there would not be a significant effect on its financial statements.

Impairment of Long-Lived Assets

The Organization reviews its long-lived assets including property and equipment for impairment at least annually and whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the excess of the asset's carrying value over the fair value of the asset. There was no impairment of the Organization's long-lived assets during years ended June 30, 2020 and 2019.

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Donated Services

The Organization receives a substantial amount of services donated by volunteers and others interested in the Organization's programs throughout the year. Such contributed services are not recognized in the financial statements unless the services create or enhance nonfinancial assets or require specialized skills which are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

The donated services by volunteers for the years ended June 30, 2020 and 2019 did not meet the aforementioned requirements, and management has determined that the value of discounted professional services received was not significant to the financial statements for the years ended June 30, 2020 and 2019. As such, no amounts were recognized in the financial statements for volunteer or donated time.

Revenue Recognition and Deferred Revenue

The Organization has analyzed its grant agreements and has determined that they represent nonreciprocal (rather than exchange) transactions, and applies the accounting guidance applicable to contribution (nonexchange) transactions. More specifically, management has determined its grant agreements contain donor-imposed conditions, and accordingly, the Organization recognizes grant revenue when those conditions are met. Due to the cost reimbursement nature of the grant agreements, those conditions are substantially met as the Organization incurs expenses by providing the services for which the grants are awarded.

Amounts due to funding agencies include amounts received from funding agencies for which services have not yet been delivered and for which conditions of the grants have not yet been met as of the reporting date.

Contributions without restriction are reported as unrestricted revenue and support in the year in which payments are received and/or unconditional promises to give are made. Any donor-restricted contributions that were initially conditional contributions whose restrictions are met in the same reporting period are reported within net assets without donor restrictions.

Income Taxes

Under section 501(c)(3) of the Internal Revenue Code and section 23701(d) of the California Revenue and Taxation Code, the Organization is exempt from the payment of taxes on income other than unrelated business income. For the years ended June 30, 2020 and 2019, no provision for income taxes is included in the accompanying financial statements as the Organization had no significant unrelated business income.

Management believes that it has not taken any significant uncertain tax positions. There are currently no examinations in process and management believes that the Organization is no longer subject to income tax examinations for fiscal years prior to the fiscal year ended June 30, 2016.

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recent Accounting Pronouncements

In August 2016, the Financial Accounting Standards Board issued Accounting Standards Update No. 2016-14 ("ASU 2016-14"), Not-for Profit Entities (Topic 958): Presentation of Financial Statements of Notfor-Profit Entities. ASU 2016-14 amends the current reporting model for non-profit organizations and enhances their required disclosures. The major changes in the pronouncement include (i) requiring the presentation of only two classes of net assets, now titles "net assets with donor restriction" and "net assets without donor restriction", (ii) requiring that all non-profit organization present an analysis of expenses by function and nature in either the statement of activities, a separate statement, or in the notes, and disclose a summary of the allocation methods used to allocate costs, (iii) requiring the disclosure of quantitative and qualitative information regarding liquidity and availability of resources, (iv) presenting investment return net of investment expenses, and (v) modifying other financial statement reporting requirements and disclosures intended to increase the usefulness of the financial statements of non-profit organizations. The Organization has adopted ASU 2016-14 effective for the year ended June 30, 2019. The Organization believes there is no quantitative impact of this guidance on its financial statements, as historically its revenue and support has been entirely without donor restriction; it has presented its expenses by function and nature in a separate statement of functional expenses; and it has had minimal, if any, investment activity. Additional qualitative disclosures regarding the Organization's methods of allocation for the purpose of the statements of functional expenses are included in Note 2 ("Functional Allocation of Expenses" section); additional liquidity disclosures are included in Note 5.

In February 2016, the FASB issued guidance codified in ASC 842, *Leases*, which amends the guidance in ASC 840, *Leases*. The core principle of the standard is to provide enhanced transparency and comparability by requiring lessees to record right-of-use assets and corresponding lease liabilities on the balance sheet for most leases. Expenses associated with leases will continue to be recognized in a manner similar to current accounting guidance. The Organization is required to adopt this standard effective July 1, 2022, with early adoption permitted. The Organization is currently evaluating the impact of the new accounting pronouncement, including the enhanced disclosure requirements.

Receivables

The Organization considers its receivables, including grants, accounts, and food reimbursement receivables, to be fully collectible; accordingly, no allowance for doubtful accounts has been established. If amounts become uncollectible, they will be charged to operations when that determination is made.

Subsequent Events

The Organization has evaluated subsequent events through the date of the independent auditors' report, which is the date these financial statements were available to be issued (Note 11).

NOTE 3. RETIREMENT PLAN

The Organization sponsors a defined contribution 403(b) Tax Sheltered Annuity retirement plan covering eligible employees of the Organization. Participants may voluntarily elect to defer a portion of their compensation into the plan. Employer contributions charged to operations for the years ended June 30, 2020 and 2019 were \$398,538 and \$355,194, respectively.

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 4. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30:

	 2020	 2019
Leasehold improvements	\$ 736,479	\$ 736,479
Furniture and equipment	98,128	98,128
Vehicles	91,566	91,566
Software	 25,807	 25,807
Total property and equipment at cost	951,980	951,980
Less: accumulated depreciation and amortization	 (593,383)	 (499,994)
Property and equipment, net	\$ 358,597	\$ 451,986

Depreciation expense, which is included in facilities and equipment expense on the statements of functional expenses, was \$93,389 and \$96,620 or the years ended June 30, 2020 and 2019, respectively.

NOTE 5. FINANCIAL ASSETS AVAILABLE WITHIN ONE YEAR

The Organization has \$1,012,063 of financial assets available within one year of June 30, 2020 consisting of cash of \$825,563 and receivables of \$186,500 to meet cash needs for general expenditures. The Organization received \$141,944 in advance from the California Department of Education for the State Preschool Program, for which the Organization has recorded an equal and offsetting liability for services yet to be performed as of June 30, 2020. The receivables are subject to implied time restrictions and have been collected subsequent to June 30, 2020. The Organization intends for its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization's primary sources of support are cost reimbursement grants. The Organization expects that, together with the aforementioned cash and receivable balances, these sources will provide adequate funding for its near-term operating needs.

NOTE 6. CONCENTRATION OF GRANT REVENUE

During the years ended June 30, 2020 and 2019, the Organization received 100% of its grant revenue from the following sources:

		2020		2019
Neighborhood House Association for Head Start Program	\$ 1	2,725,301	\$ 1	2,536,911
California Department of Education - State Preschool Program	\$	968,285	\$	916,015
California Department of Education for Child and Adult Care Food Program	\$	515,732	\$	670,126
San Diego County - Quality Preschool Initiative	\$	369,900	\$	366,515

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 6. CONCENTRATION OF GRANT REVENUE (Continued)

The California Department of Education – State Preschool Program, California Department of Education for Child and Adult Care Food Program, and San Diego County – Quality Preschool Initiative funds are for enhancing the established Head Start preschool program.

NOTE 7. COMMITMENTS AND CONTINGENCIES

Lease Commitments

As of June 30, 2020, the Organization occupies facilities in various locations under operating lease agreements that expire at various dates through 2038. Total facilities rent expense (including storage rent) for the years ended June 30, 2020 and 2019 was \$975,221 and \$945,995, respectively.

Future minimum lease payments including estimated common area maintenance fees, and also including a lease renewal as well as a new lease agreement entered into subsequent to June 30, 2020, are approximately as follows for the years ending June 30:

Fiscal Year Ending	 Total	
2021	\$ 963,000	
2022	874,000	
2023	656,000	
2024	341,000	
2025	256,000	
Thereafter	 2,304,000	
Total future minimum lease payments	\$ 5,394,000	

Compliance Audits

The Organization receives federal and state grants that are subject to review, audit, and adjustment by various federal and state agencies for qualified expenses charged to the grants. Any such audits could lead to requests for reimbursement to the federal and state agencies for any expenditures or claims disallowed under the terms of the agreements. Although the Organization expects such amounts, if any, to be insignificant, the result of any audits which may be performed by federal or state agencies is unable to be determined at this time.

Contingencies

The Organization is involved in various claims arising from the normal course of operating its programs and activities. Management does not believe their outcome will have a material adverse effect on the financial position or results of operations of the Organization.

NOTE 8. AMOUNT DUE TO FUNDING AGENCY - NHA

As of June 30, 2020 and 2019, the amount due to funding agency – NHA represents rental deposits.

Notes to Financial Statements For the Years Ended June 30, 2020 and 2019

NOTE 9. FUNDING ADVANCE FROM CALIFORNIA DEPARTMENT OF EDUCATION

As of June 30, 2020, the Organization has recorded a liability in the amount of \$141,944, representing an operating advance from the California Department of Education for the State Preschool Program. The Organization intends to use these funds toward the administration of its preschool program during the year ending June 30, 2021.

NOTE 10. RECONCILIATION OF EXPENSES PER FINANCIAL STATEMENTS TO EXPENDITURES OF FEDERAL AWARDS FOR HEAD START

The Organization's delegate agency agreement with NHA requires that the cost of acquisition of property and equipment be treated as an expenditure in the period incurred, while U.S. GAAP requires such assets to be capitalized at cost and depreciated over their estimated useful lives. The following reconciles total expenses per the statements of activities to total expenditures as reported to NHA for the years ended June 30:

	2020	2019
Total expenses per statements of activities	\$ 14,699,233	\$ 14,588,116
Property and equipment purchased with grant funds	-	43,447
Depreciation of property and equipment purchased with grant funds	(93,389)	(96,620)
Deferred rent expense	(24,186)	(39,377)
Total expenditures claimed	14,581,658	14,495,566
Total expenditures funded by San Diego County - Quality		
Preschool Initiative	(369,900)	(366,515)
Total expenditures funded by California Department		
of Education for Child and Adult Care Food Program	(515,732)	(670,126)
Total expenditures funded by California Department		
of Education for the State Preschool Program	(968,285)	(916,015)
Other miscellaneous expenses	(2,440)	(5,999)
Total Head Start program expenditures reported on		
the schedule of expenditures of federal awards	\$ 12,725,301	\$ 12,536,911

NOTE 11. COVID-19

As a result of the COVID-19 outbreak in the United States, economic uncertainties have arisen which could impact the Organization's future operational and financial performance. Although the Organization's operating results have not been materially negatively impacted at this time, any potential future impact cannot be reasonably estimated.

On March 27, 2020, the President of the United States signed into law the Coronavirus Aid, Relief and Economic Security ("CARES") Act. The CARES Act, among other things, includes provisions relating to refundable payroll tax credits, deferment of employer side social security payments, net operating loss carryback periods, alternative minimum tax credit refunds, modifications to the net interest deduction limitations, and technical corrections to tax depreciation methods for qualified improvement property. Management has not yet determined the impact of the CARES Act on its operations.