FINANCIAL STATEMENTS WITH INDEPENDENT AUDITOR'S REPORT

YEARS ENDED
DECEMBER 31, 2020 AND 2019



INDEPENDENT AUDITOR'S REPORT

Board of Directors Sacramento Loaves & Fishes, Inc. Sacramento, California

We have audited the accompanying financial statements of Sacramento Loaves & Fishes, Inc. (Loaves & Fishes), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows 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. 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 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.

Board of Directors Sacramento Loaves & Fishes, Inc. Page two

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Sacramento Loaves & Fishes, Inc. as of December 31, 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.

GILBERT CPAs

Sacramento, California

March 8, 2021

STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2020 AND 2019

ASSETS	<u>2020</u>	<u>2019</u>
CURRENT ASSETS:		
Cash	\$ 2,786,511	\$ 1,323,139
Certificates of deposit		281,766
Contributions and bequests receivable	373,203	128,676
Inventories	1,017,837	860,499
Prepaid expenses	88,531	63,343
Total current assets	4,266,082	2,657,423
INTEREST IN THE NET ASSETS OF		
MERCY FOUNDATION (Note 4)	140,931	515,216
PROPERTY AND EQUIPMENT, Net (Note 5)	7,873,214	7,434,805
TOTAL ASSETS	\$ 12,280,227	\$ 10,607,444
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:		
Accrued expenses and other liabilities	\$ 99,115	\$ 95,433
Current portion of long-term debt	47,828	49,983
Total current liabilities	146,943	145,416
LONG-TERM DEBT, Net (Note 7)	1,540,370	1,690,114
TOTAL LIABILITIES	1,687,313	1,835,530
NET ASSETS:		
Without donor restrictions:		
Investment in property and equipment	6,285,016	5,694,708
Undesignated	2,943,703	2,132,881
Total without donor restrictions	9,228,719	7,827,589
With donor restrictions (Note 8)	1,364,195	944,325
Total net assets	10,592,914	8,771,914
TOTAL LIABILITIES AND NET ASSETS	\$ 12,280,227	\$ 10,607,444

STATEMENTS OF ACTIVITIES YEARS ENDED DECEMBER 31, 2020 AND 2019

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NET ASSETS WITHOUT DONOR RESTRICTIONS: REVENUES:		<u>2020</u>		<u>2019</u>
Contributions and grants	\$	8,283,805	\$	6,663,655
Change in interest in the net assets of Mercy Foundation	4	225,601	4	277,714
Bequests		154,490		378,211
Rental income		50,886		62,078
Interest income		4,124		4,775
Other income		173,957		162,753
Net assets released from restrictions		133,658		196,107
Total revenues		9,026,521		7,745,293
EXPENSES:				
Program services (Note 1):				
Food and guest services		5,404,764		5,236,859
Educational services		810,866		842,860
Residential services		413,812		418,108
Mental health services		242,823		240,663
Total program services		6,872,265	***********	6,738,490
Total program by 11005		0,01-,-00		0,,00,,50
Supporting services:				
General and administrative		448,673		363,319
Fundraising		304,453		306,720
Total expenses		7,625,391		7,408,529
INCREASE IN NET ASSETS WITHOUT				
DONOR RESTRICTIONS		1,401,130		336,764
NET ASSETS WITH DONOR RESTRICTIONS:				
Contributions and grants		101,805		389,373
Change in interest in the net assets of Mercy Foundation		96,820		268,617
Bequests		354,903		ŕ
Net assets released from restrictions		(133,658)		(196,107)
INCREASE IN NET ASSETS WITH DONOR RESTRICTIONS		419,870		461,883
INCREASE IN NET ASSETS		1,821,000		798,647
NET ASSETS, Beginning of Year		8,771,914		7,973,267
NET ASSETS, End of Year	\$	10,592,914	<u>\$</u>	8,771,914

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2020

			Program Services	Servi	ses				Supporting Services	g Ser	vices		
	Food and guest services	Ed	Educational <u>services</u>	R S	Residential <u>services</u>	Men	Mental health <u>services</u>	Ger	General and administrative	Fun	Fundraising		Total
Salaries, benefits and taxes	\$ 2,381,922	€9	474,351	↔	275,914	69	197,386	↔	434,372	69	124,322	↔	3,888,267
and other supplies	1,373,212		133,003		10,587		2,391		135		815		1,520,143
rood Depreciation	240,185		50,744		30,446		16,915						338,290
Occupancy and utilities	135,672		18,804		30,820		6,547		5,547		1,420		198,810
Printing and postage	16,765		12,856		260		114		1,554		159,538		191,087
Contributions	112,424		51,119		11,219		7,833				009		183,195
Interest and bank charges	103,759		6,710		4,026		2,237						116,732
Supplies	71,856		6,718		5,159		. 658		3,724		274		88,389
Equipment, repairs													
and maintenance	60,155		12,325		6,480		1,561		2,950		244		83,715
Liability insurance	50,506		10,670		6,402		3,557						71,135
Professional services	19,170		10,050		2,430		1,350						33,000
Autos	17,514		1,152		096						35		19,661
Public relations													
and advertising	2,353		330		954		34				5,753		9,424
Miscellaneous	23,768	1	5,571		3,071		1,068		391		11,452		45,321
Total	\$ 5,404,764	8	810,866	↔	413,812	S	242,823	€9	448,673	69	304,453	8	\$ 7,625,391

The accompanying notes are an integral part of these financial statements.

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2019

			Program Services	Servi	ces				Supporting Services	g Serv	ices		
	Food and	Ed	Educational	Re	Residential	Men	Mental health	Gel	General and	ļ	•	•	
	guest services	Ø.	services	Ø	services	Ωl	services	adm	administrative	Fui	Fundraising	. 1	Total
Salaries, benefits and taxes	\$ 2,293,713	€>	434,962	€9	281,183	↔	195,720	6/3	350,083	⇔	114,261	€9	3,669,922
Guest services, clothing													
and other supplies	1,238,381		136,053		8,218		1,077		210		4,190	_	1,388,129
Food	753,051		58,353		27,514		99		12				838,996
Depreciation	245,937		47,821		30,742		17,079						341,579
Occupancy and utilities	158,262		18,860		29,806		6,929		5,111		1,926		220,894
Printing and postage	31,616		22,048		551		483		1,069		175,717		231,484
Contributions	141,661		57,622		13,758		8,843				300		222,184
Interest and bank charges	92,539		2,593		1,667		976		•				97,725
Supplies	97,161		4,696		5,104		1,087		4,199		150		112,397
Equipment, repairs													
and maintenance	56,801		12,196		5,939		1,601		2,338		391		79,266
Liability insurance	50,330		9,786		6,291		3,495						69,902
Professional services	22,350		24,675		2,700		1,500						51,225
Autos	18,119		5,810		43		24		6		639		24,644
Public relations													
and advertising	7,469		1,713		542		468				6,481		16,673
Miscellaneous	29,469		5,672		4,050		1,365		288	;	2,665		43,509
Total	\$ 5,236,859	€	842,860	↔	418,108	65	240,663	↔	363,319	60	306,720	6	7,408,529

The accompanying notes are an integral part of these financial statements.

STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2020 AND 2019

		<u>2020</u>		<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES:	4	1 001 000	ф	700 C17
Increase in net assets	\$	1,821,000	\$	798,647
Reconciliation to net cash provided by operating activities:				244 550
Depreciation		338,290		341,579
Donated property and equipment				(10,000)
Accrued interest on certificates of deposit		(218)		(3,879)
Donated investments		(65,023)		(22,912)
Proceeds from sale of donated investments		65,023		22,912
Changes in:				
Contributions and bequests receivable		(244,527)		33,453
Inventories		(157,338)		(404,157)
Prepaid expenses		(25,188)		(5,458)
Interest in the net assets of Mercy Foundation		374,285		(268,617)
Accrued expenses and other liabilities		3,682		6,832
Net cash provided by operating activities		2,109,986		488,400
CASH FLOWS FROM INVESTING ACTIVITIES:				
Purchases of property and equipment		(776,699)		(162,794)
Purchases of certificates of deposit				(200,000)
Proceeds from sale and maturity of certificates of deposit		281,984		777,837
Net cash provided (used) by investing activities		(494,715)		415,043
CASH FLOWS FROM FINANCING ACTIVITIES:				
Principal payments on long-term debt		(151,899)		(91,187)
NET INCREASE IN CASH		1,463,372		812,256
CASH, Beginning of Year		1,323,139		510,883
CASH, End of Year	<u>\$</u>	2,786,511	\$	1,323,139
SUPPLEMENTAL CASH FLOW INFORMATION: Interest paid	\$	71,307	\$	78,543

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

1. ORGANIZATION

Sacramento Loaves & Fishes, Inc. (Loaves & Fishes) is a nonprofit, public benefit corporation dedicated to feeding the hungry and sheltering the homeless in Sacramento, California. Loaves & Fishes neither solicits nor accepts government funds. Following is a description of Loaves & Fishes' primary programs:

Food and Guest Services

Dining Room – Serves a hot lunch to guests 364 days of the year. On average, 400 to 600 meals are served daily. The dining room utilizes volunteers on a daily basis, comprised of individuals, churches, schools, and community based organizations. The daily meals are nutritionally based containing the proper balance of nutrients. Local vendors, food banks, and individuals contribute food on a regular basis to assist in feeding the homeless and hungry. Items used in the dining room that are not donated are purchased.

Friendship Park – Provides activities, information, and a safe environment for our guests during the day. Friendship Park provides a full service library reading room for guests to use for reading books, periodicals, writing and computer use. Friendship Park serves hot coffee, pastries and distributes continental breakfast items each morning to approximately 250 guests each day and also provides sleeping bags, tarps, and warm coats to those in need. Friendship Park also performs memorial services for guests who have passed away.

Maryhouse – Provides daytime services to homeless women, children and single fathers. Provides home cooked breakfasts to approximately 150 women and children daily, showers, diapers, personal hygiene products and resources.

Jail Visitation – Provides services to Sacramento County inmates including sending letters to inmates and on behalf of inmates, providing personal toiletry kits, sweatshirts and backpacks, and bus passes to released inmates.

Brother Martin's Ministries (BMM) – A placement and orientation service that includes a complete weekly tour of the facilities for the public interested in volunteering at Loaves & Fishes. BMM staffs personnel responsible for building and yard maintenance of Loaves & Fishes' properties to serve guests in a clean, well maintained environment.

Animal Services – Houses guests' pets during the day while guests use services.

Washhouse - Provides shower and laundry services for men.

Advocacy - Advocates for housing and civil rights on behalf of the homeless.

Education Services

Mustard Seed – Provides instruction to children (ages 3-15), re-enrolls homeless children into public schools, arranges medical and dental visits, and provide Christmas gifts for children.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Residential Services

Sister Nora's Place – Provides long-term overnight shelter, including meals and case management, for up to 16 chronically homeless women with mental health issues.

Hope House – Houses annual Jesuit volunteers.

Mental Health Services

Genesis – Administers a full service mental health clinic, which provides counseling and referral services to guests.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting and financial statement presentation — The financial statements are prepared on the accrual basis of accounting and in conformity with professional standards applicable to not-for-profit entities. Loaves & Fishes reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Revenue recognition — Contributions, grants, and bequests are recognized in full when received or unconditionally promised, in accordance with professional standards. Conditional promises to give - that is, those with a measurable performance or other barrier and a right of return - are not recognized until the conditions on which they depend have been met. All contributions are considered available for unrestricted use unless specifically restricted by donors for future periods or specific purposes. Restricted contributions whose restrictions and conditions are met in the same reporting period are recognized as revenue within net assets without donor restrictions. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

A portion of Loaves & Fishes revenue is derived from cost-reimbursable grants, which are conditioned upon certain performance requirements and/ or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when Loaves & Fishes has incurred expenditures in compliance with specific grant provisions. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the statements of financial position. The Organization received cost-reimbursable grants of \$42,193 that have not been recognized at December 31, 2020 because qualifying expenditures have not yet been incurred.

Donated goods and services are recognized at the estimated fair value as of the date of donation or service.

Bequests are recognized when Loaves & Fishes receives a contractually irrevocable promises to pay Loaves & Fishes a specified sum of money upon a donor's death, subject to a reasonable period of time for the orderly administration of the donor's estate. At times, Loaves & Fishes is named a beneficiary in a trust, however, these are not recognized in these financial statements until they become contractually irrevocable and the amount Loaves & Fishes is to receive are reasonably determinable in accordance with professional standards.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Credit risk – Loaves & Fishes minimizes credit risk associated with cash by periodically evaluating the credit quality of its primary financial institution. The balance at times may exceed federally insured limits. Loaves & Fishes deposits held with financial institutions in excess of federal depository insurance limits was \$2,375,135 and \$907,525 as of December 31, 2020 and 2019, respectively. Loaves & Fishes has not experienced any losses in such accounts and management believes Loaves & Fishes is not exposed to any significant credit risk related to cash.

Certificates of deposit are stated at cost.

Contributions and bequests receivable are considered to be available for general operations unless specifically restricted by the donor. Contributions and bequests receivable are reported net of the allowance for uncollectible accounts. However, management has determined that no allowance was necessary at both December 31, 2020 and 2019, based on their conclusion that all amounts were collectible. Amounts are due within one year of the statements of financial position dates and therefore no discount has been applied.

Inventories consist of food, clothing, gift cards and miscellaneous supplies. Inventories are stated at cost if purchased and fair market value if donated, using the first-in, first-out method.

Property and equipment are stated at cost if purchased or, if donated, at fair market value on the date of donation or unconditional promise and depreciated using the straight-line method over estimated useful lives of 5 to 30 years. Loaves & Fishes' policy is to capitalize purchases of \$2,500 or more.

Functional allocation of expenses – The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and professional services which are allocated based on time and effort; benefits and taxes, which are allocated based on salaries; all other expenses are allocated based on estimated usage of resources.

Use of estimates – The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Income taxes – Loaves & Fishes is publicly supported and exempt from income taxes under Internal Revenue Code Section 501(c)(3) and corresponding California state codes. Loaves & Fishes applies the accounting principles related to accounting for uncertainty in income taxes and has determined that there is no material impact on the financial statements.

Subsequent events have been evaluated through March 8, 2021, the date the financial statements were available to be issued. Management concluded that no material subsequent events have occurred since December 31, 2020 that require recognition or disclosure in such financial statements.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

3. LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets available within one year of the statement of financial position date for general expenditure are as follows at December 31:

	<u>2020</u>	<u>2019</u>
Cash	\$ 2,786,511	\$ 1,323,139
Certificates of deposit		281,766
Contributions and bequests receivable	373,203	128,676
Total financial assets	3,159,714	1,733,581
Less:		
Restricted by donor for specific purpose	(868,361)	(429,109)
Total financial assets available to management for general expenditure within one year	\$ 2,291,353	\$ 1,304,472

As a policy, Loaves & Fishes will set aside financial assets to be available to meet operating expenses during the year. The assets are used during the down months of the year and are accessed as needed. Additionally, Loaves & Fishes maintains a line of credit with Merchants National Bank of \$300,000 which it can draw upon if needed. However, the line of credit has not been drawn upon for operations since 2005.

4. INTEREST IN THE NET ASSETS OF MERCY FOUNDATION

The Mercy Foundation (Foundation) is a nonprofit organization that was established to support the works of the Sisters of Mercy. The Foundation solicits contributions for and holds funds on behalf of the Sisters of Mercy and its sponsored and supported ministries, including Loaves & Fishes as a support ministry. In accordance with professional standards, Loaves & Fishes and the Foundation are considered financially interrelated organizations. When the Foundation receives contributions for the benefit of Loaves & Fishes, they recognize contribution revenue and temporarily restricted net assets. Loaves & Fishes recognizes their interest in the net assets of the Foundation which represents donor restricted contributions and pledges received by the Foundation for the benefit of Loaves & Fishes. Changes in the interest in net assets of the Foundation are shown as unrestricted when distributions are made from the Foundation to Loaves & Fishes unless restricted for a specific purpose by the original donor. Loaves & Fishes' interest in net assets of the Foundation are considered time restricted until distributed by the Foundation.

The change in the interest in net assets of the Foundation for the years ended December 31 includes the following:

	<u>2020</u>	<u>2019</u>
Change in interest in the net assets of the Foundation Distributions – temporarily restricted – purpose restricted	\$ 322,421 (471,105)	\$ 546,331
Distributions – unrestricted	 (225,601)	 (277,714)
Net increase (decrease) in interest in the net assets of the Foundation	\$ (374,285)	\$ 268,617

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

5. PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	<u>2020</u>	<u>2019</u>
Buildings and improvements	\$ 9,555,986	\$ 9,555,986
Land	1,426,946	1,426,946
Construction in progress	827,465	53,600
Equipment	651,132	648,298
Vehicles	259,352	259,352
Total	12,720,881	11,944,182
Less accumulated depreciation	(4,847,667)	(4,509,377)
Property and equipment, net	\$ 7,873,214	\$ 7,434,805

6. LINE OF CREDIT

Loaves & Fishes has a \$300,000 revolving line of credit with a bank, secured by real estate in Sacramento County. The line calls for a variable interest rate at the bank's index rate (prime rate) less 0.50%. The bank's index rate was 3.25 and 5.00% at December 31, 2020 and 2019, respectively. Interest only payments are due monthly until maturity on August 15, 2021. There were no amounts outstanding on this line of credit at December 31, 2020 and 2019.

7. LONG-TERM DEBT

Long-term debt consists of the following:

	2020	2019
Promissory note totaling \$3,000,000 that allows for draws as necessary for construction of the new Friendship Park, secured by property at North C Street and North 12 th Street in Sacramento, payable in 19 monthly interest only payments, followed by monthly principal and interest payments totaling \$10,426, with interest calculated using the interest rate of 4.375% until November 1, 2020 and \$9,204, with interest calculated using the interest rate of 4.000% until April 1, 2027. All unpaid principal and interest is due May 1, 2027. Loaves & Fishes is required to maintain \$1,000,000 of working capital which is to be measured at fiscal year-end.	\$ 1,588,198	\$ 1,740,097
Less current portion	(47,828)	(40,983)
Long-term debt, net	\$ 1,540,370	\$ 1,690,114

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Scheduled annual maturities of long-term debt are as follows:

Years ending December 31:

2021	\$ 47,82
2022	49,77
2023	51,80
2024	53,91
2025	56,11
Thereafter	1,328,76
Total	<u>\$ 1,588,19</u>

8. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes or periods:

	<u>2020</u>	<u>2019</u>
Time and purpose restriction – Interest in the net assets of Mercy Foundation	\$ 140,931	\$ 515,216
Time only restriction	354,903	
Purpose restrictions:		
Mustard Seed	807,679	284,078
Maryhouse	14,956	13,156
Mercy Corps volunteer program		38,000
Dining room	14,300	69,250
Friendship Park operations	6,748	2,946
Other projects	 24,678	 21,679
Total	\$ 1,364,195	\$ 944,325

9. IN-KIND DONATIONS

During the years ended December 31, 2020 and 2019, Loaves & Fishes received the following non-cash donations of food, clothing, property and equipment, gift cards, and miscellaneous supplies that have been reflected as part of contributions and grants in the statements of activities:

	<u> </u>	<u> 2020</u>		<u>2019</u>
Clothing and miscellaneous supplies	\$ 1	1,713,102	\$	1,890,043
Food		716,644		603,403
Property and equipment				10,000
Gift cards		9,130	***************************************	9,596
Total	<u>\$</u> 2	2,438,876	<u>\$</u>	2,513,042

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

10. RETIREMENT PLAN

Loaves & Fishes offers a qualified 403(b) pension plan to all employees who meet eligibility criteria. The plan is voluntary. The employee's contribution is not matched by the employer. No matching contributions were made to the plan for the years ended December 31, 2020 and 2019.