BONK, CUSHMAN, EAGLE & GARCIA CERTIFIED PUBLIC ACCOUNTANTS

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NORTH PARK ORGANIZATION OF BUSINESSES, INC. dba NORTH PARK MAIN STREET

AUDITED FINANCIAL STATEMENTS JUNE 30, 2023 and 2022

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INDEPENDENT AUDITOR'S REPORT

(619) 297-8080 (619) 297-8087 FAX

To the Board of Directors of North Park Organization of Businesses, Inc. dba North Park Main Street

Opinion

We have audited the accompanying financial statements of North Park Organization of Businesses, Inc., dba North Park Main Street (a nonprofit organization), which comprise the statements of financial position as of June 30, 2023 and 2022, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of North Park Organization of Businesses, Inc., dba North Park Main Street as of June 30, 2023 and 2022, 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.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of North Park Organization of Businesses, Inc., dba North Park Main Street and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about North Park Organization of Businesses, Inc., dba North Park Main Street's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

BONK, CUSHMAN, EAGLE & GAR

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Auditor's Responsibilities for the Audit of the Financial Statements, continued

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 North Park Organization of Businesses, Inc., dba North Park Main Street's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about North Park Organization of Businesses, Inc., dba North Park Main Street's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Bonk, Cushman, Eagle & Garcia

January 8, 2024

STATEMENTS OF FINANCIAL POSITION JUNE 30, 2023 & 2022

	_	2023	_	2022
ASSETS:	_			_
Cash and Cash Equivalents Accounts Receivable Employee Advance Total Current Assets	\$	225,558 202,133 115 427,806	\$	329,748 46,226 450 376,424
Equipment Less: (Accumulated Depreciation) Total Property & Equipment	-	22,561 (14,626) 7,935	-	15,261 (12,625) 2,636
Security Deposit Total Other Assets	-	3,629 3,629	-	129 129
Total Assets	\$	439,370	\$_	379,189
LIABILITIES:				
Accounts Payable Payroll Liability Grants Payable Credit Cards Total Current Liabilities	\$	29,637 12,409 - 3,679 45,725	\$	10,634 13,023 15,000 280 38,937
PBID Advance	_		_	46,421
Total Liabilities NET ASSETS:	\$_	45,725	\$_	85,358
Without Donor Restrictions Total Net Assets	\$_	393,645 393,645	\$_	293,831 293,831
Total Liabilities & Net Assets	\$_	439,370	\$_	379,189

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS FOR THE YEARS ENDED JUNE 30, 2023 and 2022

	Without Dono Restrictions	r	With Donor Restrictions		2023	2022
REVENUE:				•		
Governmental Funding:						
Special Enhancement District Contract	\$ 436,186	\$	-	\$	436,186 \$	_
BID Reimbursements	84,737		-		84,737	84,027
PBID Reimbursements	230,615		-		230,615	324,337
Small Business Enhancement Program Grant	17,893		-		17,893	17,909
Government Grant Income	48,140		-		48,140	21,000
Total Governmental Funding	817,571		-	•	817,571	447,273
Other Revenue:						
Special Events	426,216		-		426,216	388,899
Program Income	1,401		-		1,401	69,846
Other Income	79,000		-		79,000	185,779
Interest	25		-		25	25
Total Other Revenue	506,642		-		506,642	644,549
Total Revenue	1,324,213		-		1,324,213	1,091,822
EXPENSES:						
Program Services	976,427		_		976,427	684,355
General & Administrative	247,972			-	247,972	175,710
Total Expenses	1,224,399				1,224,399	860,065
Change in Net Assets	99,814		-		99,814	231,757
Net Assets, Beginning of Year	293,831		-	. <u>-</u>	293,831	62,074
Net Assets, End of Year	\$ 393,645	\$	_	\$	393,645 \$	293,831

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2023

		Program Services	A	General & dministrative	;	Total
Salarias & Wagas	\$	116 /51	\$	20 017	\$	155 269
Salaries & Wages	Ф	116,451	Ф	38,817	Ф	155,268
Payroll Taxes Employee Benefits		24,927		8,309		33,236
Total Payroll & Related Expenses	_	6,392 147,770	-	2,131 49,257	-	8,523 197,027
Total Payroll & Related Expenses	•	147,770		49,237		197,027
PBID & SED Contracts						
Administration		58,934		19,645		78,579
Improvement & Economic Dev.		54,613		18,204		72,817
Landscaping		13,529		4,510		18,039
Sanitation		176,501		58,834		235,335
Other		22,792		7,597		30,389
Accounting/Audit		33,591		11,197		44,788
Advertising/Marketing		1,649		550		2,199
Bank Fees		16,024		5,341		21,365
Conuslting Services		42,758		14,252		57,010
Depreciation		1,501		500		2,001
Dues/Subscriptions		735		245		980
Grant Expenses		750		250		1,000
Hospitality		2,380		793		3,173
Insurance		5,580		1,860		7,440
Legal Fees		11,250		3,750		15,000
Miscellaneous		1,000		2		1,002
Payroll Processing Fees		2,707		902		3,609
Rent		25,175		8,392		33,567
Repairs & Maintenance		157		52		209
Special Projects/Events		346,846		38,538		385,384
Supplies		7,074		2,358		9,432
Taxes & Licenses		75		25		100
Travel		807		269		1,076
Utilities		1,106		368		1,474
Workshops	_	1,123	_	281	_	1,404
Total Expenses	\$_	976,427	\$_	247,972	\$	1,224,399

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2022

	_	Program Services		General & lministrative	· _	Total
Salaries & Wages	\$	186,071	\$	62,024	\$	248,095
Payroll Taxes	*	17,596	4	5,865	7	23,461
Employee Benefits		14,779		4,926		19,705
Total Payroll & Related Expenses	<u> </u>	218,446	_	72,815	-	291,261
1		,		,		,
PBID Contract						
Administration		18,687		6,229		24,916
Improvement & Economic Dev.		10,638		3,546		14,184
Sanitation		58,112		19,371		77,483
Other		15,073		5,024		20,097
Accounting/Audit		27,716		9,238		36,954
Advertising/Marketing		7,316		2,438		9,754
Bank Fees		11,096		3,698		14,794
Depreciation		1,527		509		2,036
Dues/Subscriptions		1,246		415		1,661
Hospitality		1,672		557		2,229
Insurance		18,519		6,173		24,692
Legal Fees		450		150		600
Miscellaneous		-		3,483		3,483
Payroll Processing Fees		1,259		420		1,679
Phone/Fax		1,232		411		1,643
Postage		308		103		411
Rent		29,470		9,823		39,293
Repairs & Maintenance		216		72		288
Special Projects/Events		250,692		27,855		278,547
Supplies		6,176		2,059		8,235
Taxes & Licenses		56		19		75
Travel		23		8		31
Utilities		2,253		751		3,004
Workshops	_	2,172	_	543	_	2,715
Total Expenses	\$	684,355	\$	175,710	\$	860,065

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2023 & 2022

		2023		2022
CASH FLOWS FROM OPERATING ACTIVITIES:			_	
Change in Net Assets	\$	99,814	\$	231,757
Adjustments to Reconcile Change in Net Assets to				
Net Cash (Used) Provided by Operating Activities:				
Depreciation		2,001		2,036
(Increase) / Decrease in:				
Accounts Receivable		(155,907)		8,133
Employee Advance		335		(300)
Prepaid Expenses		-		-
Security Deposit		(3,500)		-
Increase / (Decrease) in:				
Accounts Payable		19,003		1,104
COVID Rent Deferral		-		(7,710)
Grants Payable		(15,000)		-
PBID Advance		(46,421)		(28,579)
Payroll Liabilities		(614)		(31)
Credit Cards		3,399		(247)
Net Cash (Used) Provided by Operating Activities	_	(96,890)	_	206,163
CASH FLOWS FROM INVESTING ACTIVITIES:				
Equipment Purchased		(7,300)		_
Net Cash (Used) by Investing Activities	_	(7,300)	_	_
	_	())	-	
Net (Decrease) Increase in Cash & Cash Equivalents		(104,190)		206,163
Cash & Cash Equivalents, Beginning of Year	_	329,748	_	123,585
Cash & Cash Equivalents, End of Year	\$_	225,558	\$_	329,748

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2023 and 2022

Note 1. Nature of Organization

North Park Organization of Businesses, Inc. dba North Park Main Street (the Organization) is a non-profit consortium of local businesses organized for the purpose of promoting, improving, and fostering business conditions in the City of San Diego in the area commonly known as North Park, pursuant to City Ordinance 16481, which established and defined a parking and business improvement area as the North Park Business Improvement District under the provisions of the Parking and Business Improvement Area Law of 1979 of the State of California and enabling ordinances of the City of San Diego.

Note 2. <u>Summary of Significant Accounting Policies</u>

<u>Basis of Accounting</u>: The accompanying financial statements have been prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"), whereby unconditional support is recognized when received, revenue is recognized when earned and expenses are recognized when incurred. liabilities.

<u>Basis of Presentation</u>: The financial statements have been prepared in conformity with U.S. generally accepted accounting principles (GAAP) and with the provisions of the FASB Accounting Standards Codification (ASC) 958, *Not-for-Profit Entities*.

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net assets without donor restrictions: net assets without donor restrictions are the net assets that are neither invested in perpetuity, nor purpose or time restricted by donor-imposed stipulations.

Net assets with donor restrictions: net assets with donor-imposed restrictions are the net assets that are contributions subject to donor-imposed stipulations. Some donor-imposed restrictions are temporary in nature that either expire by the passage of time or can be fulfilled and removed by action of the Organization pursuant to these stipulations. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

The Organization reports unconditional contributions restricted by donors as increases in net assets with donor restrictions in the reporting period in which the revenue is recognized. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. The Organization reports conditional contributions with restrictions by donors as increases in net assets without donor restrictions in the reporting period in which the condition has been satisfied and revenue has been recognized, and when the time restriction ends, or purpose restriction is accomplished.

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2023 and 2022

Note 2. Summary of Significant Accounting Policies, continued

<u>Measure of Operations</u>: The statement of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing programs. Non-operating activities are limited to resources that generate return from long-term investments and other activities considered to be of a more unusual or nonrecurring nature.

<u>Revenue Recognition</u>: The Organization is funded principally through the administration of contracts and grants with the City and County of San Diego (special assessment districts SED, BID, PBID, EDTS, etc.). Additional funds are generated from special projects and special events.

<u>Cash and Cash Equivalents</u>: The Organization has defined cash and cash equivalents as cash in banks and certificates of deposits with an initial maturity of three months or less.

<u>Accounts Receivable</u>: Accounts receivable represents unpaid claims submitted to various agencies of the City of San Diego for expenditures incurred through the end of the fiscal year and other receivables. An allowance for doubtful accounts is based on an analysis of expected collection rates determined from past history. No allowance for doubtful accounts was considered necessary as of June 30, 2023 and 2022.

<u>Property and Equipment</u>: Property and equipment are recorded at cost if purchased or at fair value at the date of donation if donated. Depreciation expense is computed using the straight-line method over the estimated useful lives of the related assets, which are generally from 3 to 7 years. All property and equipment purchased by the Organization with funds received from the City of San Diego are considered property of the City. If the agreement with the City of San Diego is terminated for any reason, the Organization is required to deliver such assets to the City of San Diego.

Depreciation expense for the years ended June 30, 2023 and 2022 amounted to \$2,001 and \$2,036, respectively.

<u>Donated Materials and Services</u>: Donated materials and services are recognized as contributions if the materials or services (a) create or enhance non-financial assets, or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. Volunteers provide services throughout the year that are not recognized as contributions in the financial statements since the recognition criteria were not met.

<u>Functional Allocation of Expenses</u>: The statement of functional expenses presents expense by function and natural classification. Expenses directly attributable to a specific functional area of the Organization are reported as expenses of those functional areas. A portion of costs that benefit multiple functional areas (indirect costs) have been allocated across programs and supporting services based on the full-time employee equivalents of programs or supporting service.

<u>Use of Estimates</u>: The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities, and reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2023 and 2022

Note 3. Income Tax Status

The Organization is a California Not-For-Profit corporation exempt from federal and state income taxes under Internal Revenue Code Section 501(c)(6) and California State Tax Code 23701(e), respectively.

U.S. generally accepted accounting principles require Organization management to evaluate tax positions taken by the Organization and recognize a tax liability if the Organization has taken uncertain tax positions that more-likely-than-not would not be sustained upon examination by applicable taxing authorities. Management has analyzed tax positions taken by the Organization and has concluded that, as of June 30, 2023 and 2022, there are no uncertain tax positions taken, or expected to be taken, that would require recognition of a liability or that would require disclosure in the financial statements.

The Organization is subject to routine audits by taxing jurisdictions. However, currently no audits for any tax periods are in progress.

Note 4. Commitments and Contingencies

<u>Contracts</u>: The Organization's contracts are subject to inspection and audit by the appropriate governmental funding agency. The purpose is to determine whether program funds were used in accordance with their respective guidelines and regulations. The potential exists for disallowance of previously funded program costs. The ultimate liability, if any, which may result from these governmental audits cannot be reasonably estimated and, accordingly, the Organization has no provisions for the possible disallowance of program costs on its financial statements. Management has submitted all reports required by funding agencies and is not aware of the existence of any potential disallowances.

<u>Obligations Under Operating Leases</u>: The Organization moved to a new location at 3939 Iowa Street, Suite 2, San Diego, CA 92104 and entered into a lease agreement for a period of five (5) years beginning February 1, 2017 and ending January 31, 2022. On December 1, 2021, an extension to this lease was agreed to, which extended the term of the lease from February 1, 2022 through January 31, 2023, with a monthly rent of \$3,029.35.

The Organization moved to a new location at 2948 University Avenue, San Diego CA 92104 effective February 1, 2023. The lease is for 12 months, ending January 31, 2024 with a monthly base rent of \$1,750.

Total lease payments under these leases amounted to \$30,545 and \$37,079, respectively, in the years ended June 30, 2023 and 2022.

Future minimum lease payments, by year and in the aggregate, under the new lease consist of the following:

Years ending June 30; 2024 \$ 12,250 \$ 12,250

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2023 and 2022

Note 5. PBID Advance

The City of San Diego advanced the Organization \$75,000 for the PBID program to be used / expended in the next five years. The Organization applied \$28,579 of this advance to PBID Reimbursements revenue in the year ending June 30, 2022, resulting in a balance of \$46,421 at June 30, 2022.

The Organization applied the remaining balance of \$46,421 of this advance to PBID Reimbursements revenue in the year ending June 30, 2023. The Organization and the City of San Diego terminated the PBID program effective December 31,2022.

Note 6. Grants Payable

During the fiscal year ending June 30, 2014, the Organization received \$20,000 in private grants to support the Property Based Business Improvement District (PBID). The purpose of the PBID program is to provide sanitation, landscaping, maintenance, improvement, and economic development for the North Park Business Improvement District. The City approved this program in fiscal year ending June 30, 2018 and \$5,000 was repaid. The private donors decided to donate the remaining fund of \$15,000 to the Organization in the year ending June 30, 2023 and this amount is included Other Income on the Statement of Activities.

Note 7. Liquidity and Availability of Financial Assets

The Organization's working capital and cash flows are relatively consistent throughout the year due to monthly assessments from BID, PBID and SBEP programs. For months in which special events occur the Organization receives grants and sponsorships for the events corresponding to the timing of the event. To manage liquidity the Organization maintains adequate cash balances.

The following reflects the Organization's financial assets as of the balance sheet date, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date.

<u>06/30/2023</u>	06/30/2022
\$ 225,558	\$ 329,748
202,133	46,226
427,691	375,974
-	
<u>\$ 427,691</u>	\$ 375,974
	\$ 225,558 202,133 427,691

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2023 and 2022

Note 8. Other Income

Other income consists of the following.

	<u>06</u>	<u>/30/2023</u>	<u>06/30/202</u>		
Sponsorships	\$	63,800	\$	91,450	
Public Contributions		15,200		285	
Employee Retention Tax Credits		-		87,044	
Miscellaneous		_		7,000	
Total	\$	79,000	\$	185,779	

Note 9. <u>Subsequent Events</u>

The management of the Organization have reviewed the results of operations and evaluated subsequent events for the period of time from its year end June 30, 2023 through January 8, 2024, the date the financial statements were available to be issued, and have determined that no adjustments are necessary to the amounts reported in the accompanying financial statements nor have any subsequent events occurred, the nature of which would require disclosure.