

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

FINANCIAL STATEMENTS
December 31, 2019 and 2018

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pacific Institute for Studies in Development, Environment, and Security

We have audited the accompanying financial statements of Pacific Institute for Studies in Development, Environment, and Security (the "Institute"), which comprise the statements of financial position as of December 31, 2019 and 2018, 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 of 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 Pacific Institute for Studies in Development, Environment, and Security as of December 31, 2019 and 2018, 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.

Propp Christensen Caniglia LLP

September 17, 2020
Roseville, California

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

STATEMENTS OF FINANCIAL POSITION
December 31, 2019 and 2018

ASSETS

	<u>2019</u>	<u>2018</u>
Current assets:		
Cash and cash equivalents	\$ 514,874	\$ 728,592
Grants receivable	107,537	201,971
Contracts receivable	654,367	384,362
Prepaid expenses	<u>50,116</u>	<u>37,408</u>
Total current assets	1,326,894	1,352,333
Cash held for sponsored groups	5,074	412
Investments	22,214	113,277
Deposits and other assets	<u>11,480</u>	<u>11,480</u>
Total assets	<u>\$ 1,365,662</u>	<u>\$ 1,477,502</u>

LIABILITIES AND NET ASSETS

Current liabilities:		
Accounts payable and accrued expenses	\$ 44,973	\$ 122,337
Deferred revenue	125,546	228,576
Accrued paid time off	<u>146,968</u>	<u>119,276</u>
Total current liabilities	317,487	470,189
Payable to sponsored groups	<u>5,074</u>	<u>412</u>
Total liabilities	<u>322,561</u>	<u>470,601</u>
Net assets:		
Without donor restrictions:		
Available for operations	762,070	619,781
Board designated	22,214	113,277
With donor restrictions	<u>258,817</u>	<u>273,843</u>
Total net assets	<u>1,043,101</u>	<u>1,006,901</u>
Total liabilities and net assets	<u>\$ 1,365,662</u>	<u>\$ 1,477,502</u>

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

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2019 and 2018

	Year Ended December 31, 2019			Year Ended December 31, 2018		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenue:						
Contract revenue	\$ 1,988,955	\$ -	\$ 1,988,955	\$ 1,686,687	\$ -	\$ 1,686,687
Grants and contributions	353,253	767,250	1,120,503	505,144	407,235	912,379
Other income	44,210	-	44,210	74,784	-	74,784
Net return on investments	25,122	-	25,122	6,401	-	6,401
Net assets released from restrictions	782,276	(782,276)	-	522,739	(522,739)	-
Total support and revenue	3,193,816	(15,026)	3,178,790	2,795,755	(115,504)	2,680,251
Expenses:						
Program services	2,029,257	-	2,029,257	1,725,306	-	1,725,306
General and administrative	635,472	-	635,472	524,703	-	524,703
Fundraising	228,817	-	228,817	164,750	-	164,750
Communications	69,321	-	69,321	63,119	-	63,119
Facilities	179,723	-	179,723	174,854	-	174,854
Total expenses	3,142,590	-	3,142,590	2,652,732	-	2,652,732
Change in net assets	51,226	(15,026)	36,200	143,023	(115,504)	27,519
Net assets, beginning of year	733,058	273,843	1,006,901	590,035	389,347	979,382
Net assets, end of year	\$ 784,284	\$ 258,817	\$ 1,043,101	\$ 733,058	\$ 273,843	\$ 1,006,901

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

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

STATEMENTS OF FUNCTIONAL EXPENSES
For the Years Ended December 31, 2019 and 2018

	Program Services	General and Administrative	Fundraising	Communications	Facilities	2019 Total
Salaries	\$ 1,042,251	\$ 435,525	\$ 166,946	\$ 51,894	\$ -	\$ 1,696,616
Payroll taxes	81,492	32,986	13,444	4,396	-	132,318
Employee benefits	215,725	70,097	32,432	9,310	-	327,564
Professional fees	549,881	51,795	-	-	-	601,676
Occupancy	-	-	-	-	156,417	156,417
Travel	98,086	3,922	2,424	-	-	104,432
Telephone and communications	5,508	11,782	1,188	3,721	11,538	33,737
Conferences and meetings	22,680	648	-	-	3,266	26,594
Printing and publications	12,724	1,552	7,906	-	-	22,182
Office supplies	10	2,306	-	-	8,502	10,818
Insurance	-	5,830	-	-	-	5,830
Staff development	-	9,386	-	-	-	9,386
Bank and other fees	112	3,323	-	-	-	3,435
Postage and shipping	191	860	1,379	-	-	2,430
Miscellaneous	597	5,460	3,098	-	-	9,155
	<u>2,029,257</u>	<u>635,472</u>	<u>228,817</u>	<u>69,321</u>	<u>179,723</u>	<u>3,142,590</u>
Shared costs allocation	<u>884,516</u>	<u>(635,472)</u>	<u>-</u>	<u>(69,321)</u>	<u>(179,723)</u>	<u>-</u>
Total after allocation	<u>\$ 2,913,773</u>	<u>\$ -</u>	<u>\$ 228,817</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,142,590</u>

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

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

STATEMENTS OF FUNCTIONAL EXPENSES (CONTINUED)

For the Years Ended December 31, 2019 and 2018

	Program Services	General and Administrative	Fundraising	Communications	Facilities	2018 Total
Salaries	\$ 958,141	\$ 381,278	\$ 126,606	\$ 47,630	\$ -	\$ 1,513,655
Payroll taxes	74,822	27,777	9,665	3,928	-	116,192
Employee benefits	181,901	58,809	24,373	6,980	-	272,063
Professional fees	366,227	24,892	158	-	-	391,277
Occupancy	-	-	-	-	149,670	149,670
Travel	116,226	370	384	-	-	116,980
Telephone and communications	2,312	7,883	1,188	4,434	16,069	31,886
Conferences and meetings	14,961	1,807	-	-	3,404	20,172
Printing and publications	7,610	919	399	147	-	9,075
Office supplies	2,869	404	-	-	5,652	8,925
Insurance	-	5,653	-	-	-	5,653
Staff development	-	6,838	-	-	-	6,838
Depreciation	-	4,358	-	-	-	4,358
Bank and other fees	47	1,076	-	-	-	1,123
Postage and shipping	190	1,215	231	-	59	1,695
Miscellaneous	-	1,424	1,746	-	-	3,170
Total expenses	1,725,306	524,703	164,750	63,119	174,854	2,652,732
Shared costs allocation	762,676	(524,703)	-	(63,119)	(174,854)	-
Total after allocation	<u>\$ 2,487,982</u>	<u>\$ -</u>	<u>\$ 164,750</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,652,732</u>

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

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

STATEMENTS OF CASH FLOWS
For the Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Cash flows from operating activities:		
Cash received from grants, contracts and contributions	\$ 2,830,857	\$ 2,721,926
Cash received from investments and other income	46,394	75,550
Cash paid to vendors, employees and other agencies	<u>(3,200,308)</u>	<u>(2,522,944)</u>
Net cash provided by (used in) operating activities	<u>(323,057)</u>	<u>274,532</u>
Cash flows from investing activities:		
Purchase of investments	(7,103)	(8,651)
Proceeds from sale of investments	<u>121,104</u>	<u>143,366</u>
Net cash provided by investing activities	<u>114,001</u>	<u>134,715</u>
Change in cash and cash equivalents	(209,056)	409,247
Cash and cash equivalents, beginning of year	<u>729,004</u>	<u>319,757</u>
Cash and cash equivalents, end of year	<u>\$ 519,948</u>	<u>\$ 729,004</u>
Ending cash and cash equivalents includes the following accounts:		
Cash and cash equivalents	\$ 514,874	\$ 728,592
Cash held for sponsored groups	<u>5,074</u>	<u>412</u>
	<u>\$ 519,948</u>	<u>\$ 729,004</u>

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

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

STATEMENTS OF CASH FLOWS (CONTINUED)
For the Years Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Reconciliation of change in net assets <u>net cash provided by (used in) operating activities:</u>		
Change in net assets	\$ 36,200	\$ 27,519
Adjustments to reconcile change in net assets net cash provided by (used in) operating activities:		
Depreciation	-	4,358
Net unrealized gain on investments	(22,938)	(5,635)
Change in operating assets and liabilities:		
Grants receivable	94,434	8,525
Contracts receivable	(270,005)	(38,455)
Prepaid expenses	(12,708)	(5,272)
Accounts payable and accrued expenses	(77,364)	105,622
Deferred revenue	(103,030)	152,790
Accrued paid time off	27,692	26,280
Payable to sponsored groups	4,662	(1,200)
Net cash provided by (used in) operating activities	<u>\$ (323,057)</u>	<u>\$ 274,532</u>

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

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

NOTES TO FINANCIAL STATEMENTS

December 31, 2019 and 2018

NOTE 1: NATURE OF ORGANIZATION

Pacific Institute for Studies in Development, Environment, and Security (the "Institute") was organized in 1987 as a not-for-profit organization. The Institute works to create a healthier planet and sustainable communities. It conducts interdisciplinary research and partners with stakeholders to produce solutions that advance environmental protection, economic development, and social equity in California, nationally, and internationally. The Institute's main office is located in Oakland, California.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Institute have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

Basis of Presentation

The Institute presents its financial statements in accordance with FASB ASC Topic 958, Subtopic 210 (FASB ASC 958-210), Presentation of Financial Statements of Not-for-Profit Entities. Under FASB ASC 958-210, the Institute is required to report information regarding its financial position and activities according to the following two classes of net assets:

Net assets without donor restrictions - Net assets that are not subject to stipulations.

Board designated net assets represents assets without donor restrictions that have been set aside by the Board of Directors. This amount is set aside until it reaches \$500,000, at which time this will be considered a quasi-endowment.

Net assets with donor restrictions - Net assets that are subject to stipulations that will be met by actions or the passage of time.

Revenues and gains and losses on investments are reported as changes in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as changes in net assets without donor restrictions. Expirations of donor restrictions on net assets are reported as reclassifications between the applicable classes of net assets.

Donor-restricted contributions are reported as revenues which increase net assets with donor restrictions. Expirations of donor restrictions on contributions whose restrictions are met in the same reporting period have been reported as reclassifications between the applicable classes of net assets.

Program and Functional Expenses

The costs of providing program services have been summarized on a functional basis in the statement of activities and in the statement of functional expenses. Costs specifically identified with programs or fundraising are directly allocated to those functions. All costs not identifiable with a specific program or fundraising activity, but indispensable to the conduct of such programs and activities and to the Institute's existence, are included as management and general expenses. Expenses that benefit more than one function of the Institute are allocated among the functions based generally on the amount of time and effort spent by personnel on each function.

NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition

In accordance with the provisions of Financial Accounting Standards Board Accounting Standards Codification Topic 958-605, *Not-for-Profit Entities – Revenue Recognition* (FASB ASC 958-605), unconditional contributions are generally recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Unconditional promises to give (pledges) are recognized as revenues once a valid pledge has been received. The receivable and corresponding revenue are recognized concurrently. Conditional contributions and pledges are recorded when the conditions have been met.

The Institute reports gifts of goods and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Institute reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

In June 2018, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2018-08 "Not-for-Profit Entities (Topic 958)". The ASU provides an update to clarify and improve the scope and the accounting guidance for contributions received and contributions made. The amendments in this update should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. The Institute has retrospectively adopted the provision as of December 31, 2019 with no effect to previously reported net assets.

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 the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Institute considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

In November 2016, the FASB issued ASU 2016-18, Statement of Cash Flows (Topic 230), Restricted Cash. ASU 2016-18 requires that the statement of cash flows explain the total change in cash and restricted cash during the year. The Institute has retrospectively adopted ASU 2016-18 as of December 31, 2019. The adoption of ASU 2016-18 resulted in the reclassification of certain items related to restricted cash in the Statement of Cash Flows for the year ended December 31, 2018.

NOTES TO FINANCIAL STATEMENTS

December 31, 2019 and 2018

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Fixed Assets and Depreciation

The Institute records acquisition of tangible items with a cost or fair value of \$2,500 or more and development and design of its website as fixed assets. Fixed assets are recorded at cost when purchased or developed and fair value when received as a donation. Depreciation is provided over the estimated useful lives using the straight-line method of depreciation. Property and equipment consists of \$43,571 of costs capitalized for the Institute's website. Accumulated depreciation at December 31, 2019 and 2018 totaled \$43,571.

Investments

Investments are recorded at fair market value. Changes in the carrying amounts of investments held are included in the statement of activities as unrealized gains or losses. Investment income, gains and losses are reported as changes in assets without donor restrictions unless a donor restricts their use. Investments designated by the Board of Directors for long-term purposes are classified and reported as non-current assets.

Allocation of Shared Costs

Shared costs include costs related to the operation and maintenance of the office facility. They are pooled in a cost center and allocated among program and supporting activities benefiting from them, in total, based on Full Time Equivalent count. Salaries and related costs are allocated based on time activity reports prepared by staff during the year.

Fair Value of Financial Instruments

Financial Accounting Standards Board Accounting Standards Codification Topic 820-10, *Fair Value Measurements and Disclosures* (FASB ASC 820-10), establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820-10 are described as follows:

Level 1 Fair Value Measurements

Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Institute has the ability to access.

Level 2 Fair Value Measurements

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Fair Value Measurements

Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Fair Value of Financial Instruments (Continued)

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. The following methods and assumptions were used by the Institute in estimating the fair value of its financial instruments:

Marketable Securities: Fair values, which are the amounts reported in the statement of financial position, are based on quoted market prices.

The Institute has adopted the provisions of FASB ASC 825 as revised by ASU 2016-01, Financial Instruments—Overall (subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. ASU 2016-01 enhances the reporting model for financial instruments by providing financial statement users with more decision-useful information. The Institute has retrospectively adopted ASU 2016-01 during 2019 with no effect to previously reported net assets.

Income Taxes

The Institute is recognized as a public charity exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code, whereby only unrelated business income, as defined by Section 512(a)(1) of the Internal Revenue Code and similar code sections of the California Revenue and Taxation Code, is subject to income tax. The Institute does not have any uncertain tax positions that are material to the financial statements, as management believes all of its activities are related to its tax-exempt purposes. After they are filed, the information returns remain subject to examination by the taxing authorities generally three years for federal returns and four years for state returns.

Upcoming Accounting Pronouncements

In May 2014, the FASB issued ASU No. 2014-09 "Revenue from Contracts with Customers (Topic 606)". The ASU provides guidance over the core principle of recognizing revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. ASU 2014-09 will supersede the revenue recognition requirements in FASB ASC 605, "Revenue Recognition", and most industry specific guidance throughout the Industry Topics of the FASB ASC. The purpose of the new standard is to clarify the principles for recognizing revenue and to develop a common revenue standard for U.S. GAAP and International Financial Reporting Standards (IFRS). For non-public entities, the amendments in this update are effective for annual reporting periods beginning after December 15, 2017, and interim periods within annual periods beginning after December 15, 2018. Early adoption is permitted. In May 2020, the FASB voted to defer the effective date of ASU No. 2014-09 for all entities by one year. Management has not determined the impact on the financial statements.

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). The new standard will supersede much of the existing authoritative literature for leases. Under ASU 2016-02, a lessee will be required to recognize right-to-use assets and liabilities on their statement of financial position for all leases with lease terms of more than twelve months. The amendments in the update are effective for annual reporting periods beginning after December 15, 2020. Early application is permitted. Management has not determined the impact on the financial statements.

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Reclassifications

Certain amounts in the 2018 financial statements have been reclassified, with no effect to change in net assets, to conform to the 2019 financial statement presentation.

Subsequent Events

Events and transactions have been evaluated for potential recognition and disclosure through September 17, 2020, the date that the financial statements were available to be issued.

The COVID-19 outbreak in the United States has caused business disruption through mandated and voluntary closings of all businesses that are non-essential per the government's definitions. While the disruption is currently expected to be temporary, there is considerable uncertainty around the duration of the closings. The related financial impact cannot be reasonably estimated at this time.

NOTE 3: LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

As part of the Institute's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due.

The Institute's financial assets available within one year of the balance sheet date for general expenditures are as follows:

	<u>2019</u>	<u>2018</u>
Cash and cash equivalents	\$ 514,874	\$ 728,592
Grants receivable	107,537	201,971
Contracts receivable	<u>654,367</u>	<u>384,362</u>
Financial assets	1,276,778	1,314,925
Less those unavailable for general expenditures within one year, due to purpose restrictions stipulated by donors	(258,817)	(273,843)
Board designations	<u>(22,214)</u>	<u>(113,277)</u>
Financial assets available to meet cash need for expenditures within one year	<u>\$ 995,747</u>	<u>\$ 927,805</u>

NOTE 4: CONCENTRATIONS

Cash and Cash Equivalents

The Institute maintains cash and cash equivalents in various financial institutions and investment company accounts. The cash balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 and investment accounts are insured by the Securities Investor Protection Corporation (SIPC) up to \$500,000. At December 31, 2019 and 2018, the uninsured cash balances totaled \$110,559 and \$367,924, respectively.

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 4: CONCENTRATIONS (CONTINUED)

Major Funding Sources

Support and revenue for the years ended December 31, 2019 and 2018, included one major funding source each year, which accounted for approximately 40% and 38%, respectively, of the support and revenue of the Institute. Management believes the concentration of risk is minimal due to the collection history from these funding sources.

NOTE 5: CASH HELD FOR SPONSORED GROUPS

The Institute acts as the fiscal agent for various other organizations from which administrative fees are earned. Funds are disbursed as directed by the respective entities and are not available for use by the Institute.

NOTE 6: INVESTMENTS AT FAIR VALUE

All investments held by the Institute are in mutual funds investing in stocks.

The following table sets forth by level, within the fair value hierarchy, the Institute's assets at fair value as of December 31, 2019 and 2018:

<u>December 31, 2019</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual funds	<u>\$ 22,214</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 22,214</u>
<u>December 31, 2018</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual funds	<u>\$ 113,277</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 113,277</u>

The following is a summary of net return on investments as of December 31, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Interest and dividends	\$ 2,184	\$ 761
Realized and unrealized gains	22,933	5,635
Investment fees	<u>5</u>	<u>5</u>
	<u>\$ 25,122</u>	<u>\$ 6,401</u>

NOTE 7: OPERATING LEASES

The Institute leases its offices under non-cancelable operating leases with monthly rent subject to annual increases. Rent expense totaled \$150,920 and \$144,430 for the years ended December 31, 2019 and 2018, respectively.

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 7: OPERATING LEASES

The minimum future lease payments under these arrangements at December 31, 2019 are as follows:

<u>Year Ending December 31:</u>	
2020	\$ 105,140
2021	<u>276</u>
Total minimum future lease payments	<u>\$ 105,416</u>

NOTE 8: LINE OF CREDIT

During 2013, the Institute obtained an unsecured line of credit from Wells Fargo Bank in the amount of \$67,500 with an interest rate of prime plus 6.75%. As of December 31, 2019 and 2018 there was no outstanding balance.

Subsequent to year-end, the Institute obtained a line of credit from Beneficial State Bank in the amount of \$150,000 with a variable interest rate based on the Prime Rate as quoted in the Wall Street Journal West Coast Edition of 3.25% plus a margin of 2%, resulting in an initial interest rate of 5.25%. As of the date of issuance there have been no draws on the line of credit.

NOTE 9: RETIREMENT BENEFITS

The Institute has a defined contribution plan available to all of its full-time employees that provides up to 5% of gross wages as matching contributions for eligible employees. For the years ended December 31, 2019 and 2018, the employer matching contribution was \$75,489 and \$68,237, respectively.

PACIFIC INSTITUTE FOR STUDIES IN DEVELOPMENT, ENVIRONMENT, AND SECURITY

NOTES TO FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 10: NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were available for the following purposes as of December 31, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Equitable access to California water	\$ -	\$ 2,459
California drought initiative	-	5,282
Drought research in California	-	1,602
Capacity building for sustainable urban water	14,432	14,610
Water resource policy	2,937	9,289
Salton sea environment crisis	7,098	14,629
Urban conservation advocacy, research and analysis	-	701
Water, climate and conflict research	-	28,063
Work with community on Santa Ana Watershed	17,501	15,212
Multi-Benefit Test Cases	110	17,750
Multi-Benefit Frame II	2,201	64,709
To support sustainable landscapes program	-	654
Basic water needs	17,021	16,250
Water stewardship	6,084	80,816
WASH for Work Secretariat Support	1,332	1,817
PG BMI Prize to be directed to fund research student(s)	16,216	-
PG BMI Prize to fund research of choice	40,400	-
To support technical assistance to improve stormwater management and water sustainability in Santa Ana and Los Angeles counties	50,691	-
Site Targets and Interventions	7,508	-
Water Efficiency Research and Outreach	40,808	-
Mapping public water management	34,478	-
	<u>\$ 258,817</u>	<u>\$ 273,843</u>