# OPERATION CALIFORNIA, INC. (dba OPERATION USA)

FINANCIAL STATEMENTS

FISCAL YEARS ENDED JUNE 30, 2020 and 2019

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# Independent Auditors' Report

To the Board of Directors Operation California, Inc. Los Angeles, CA

We have audited the accompanying financial statements of Operation California, Inc., dba: Operation USA, (a nonprofit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities and changes in net assets, 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.

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Operation California, 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.

#### **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 4-5 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Goldman Kurland & Miraglia UP

Goldman Kurland & Miraglia, LLP Encino, California

December 23, 2020

## OPERATION CALIFORNIA, INC. Statements of Financial Position June 30, 2020 and 2019

	2020	2019
ASSETS		
Current Assets Cash	\$ 1,468,437	\$ 1,673,061
Accounts receivable	φ 1,400,437 -	\$ 1,073,001 500
Inventory	5,333,043	4,763,560
Prepaid expenses		7,590
Total Current Assets	6,801,480	6,444,711
Equipment		
Office Furniture and equipment	9,717	9,717
Computer Equipment	79,533	79,533
Less: accumulated depreciation	(89,250)	(89,250)
Total Property and Equipment		
Other Assets		
Security deposits	6,900	6,900
TOTAL ASSETS	\$ 6,808,380	\$ 6,451,611
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 6,429	\$ 4,165
Accrued liabilities	11,970	-
Current portion of Note Payable - SBA	40,816	-
Other liabilities	1,885	2,323
Total Current Liabilities	61,100	6,488
Long-Term Liabilities		
Note Payable - SBA	34,884	
Total Long-Term Liabilities	34,884	-
Net Assets		
Without donor restrictions	5,362,201	5,041,564
With donor restrictions	1,350,195	1,403,559
Total Net Assets	6,712,396	6,445,123
TOTAL LIABILITIES AND NET ASSETS	\$ 6,808,380	\$ 6,451,611

See accompanying accountants' report and notes to financial statements.

#### OPERATION CALIFORNIA, INC. Statements of Activities and Changes in Net Assets Years Ended June 30, 2020 and 2019

		t Donor ictions	With Donor Restrictions		Com	mbined		
	2020	2019	2020	2019	2020	2019		
SUPPORT AND REVENUES								
Support Contributions - Individuals Contributions - Organizations Special Events	\$ 288,013 12,821 255,569	\$ 576,702 183,753	\$ 147,413 228,426	\$ 166,200 790,483 	\$ 435,426 241,247 255,569	\$ 742,902 974,236		
Total Support	556,403	760,455	375,839	956,683	932,242	1,717,138		
In-Kind Donations	1,714,671	912,326			1,714,671	912,326		
Revenue Interest Other Total Revenue	815  	1,289 <u>1,876</u> <u>3,165</u>	- 	- 	815  	1,289 <u>1,876</u> <u>3,165</u>		
TOTAL SUPPORT AND REVENUES	2,271,889	1,675,946	375,839	956,683	2,647,728	2,632,629		
FUNCTIONAL EXPENSES (SCHEDULE)								
Program Administrative Fund raising In-Kind Contributions Total Functional Expenses	868,136 183,556 114,373 785,187 1,951,252	544,893 192,499 70,550 <u>365,973</u> 1,173,915	423,387 3,877 1,939 - 429,203	822,536 11,050 5,525 - 839,111	1,291,523 187,433 116,312 785,187 2,380,455	1,367,429 203,549 76,075 365,973 2,013,026		
INCREASE IN NET ASSETS	320,637	502,031	(53,364)	117,572	267,273	619,603		
NET ASSETS, BEGINNING OF YEAR	5,041,564	4,539,533	1,403,559	1,285,987	6,445,123	5,825,520		
NET ASSETS, END OF YEAR	\$ 5,362,201	\$ 5,041,564	\$ 1,350,195	\$ 1,403,559	\$ 6,712,396	\$ 6,445,123		

See accompanying accountants' report and notes to financial statements.

#### OPERATION CALIFORNIA, INC. Statements of Functional Expenses Years Ended June 30, 2020 and 2019

	2020							
	Adminis-							
		Program		trative	Fund			
		Expense	E	Expense		Raising		Total
Accounting & legal	\$	3,580	\$	19,316	\$	511	\$	23,407
Advertising & promotion		3,473		993		496		4,962
Bank charges		-		8,673		-		8,673
Conferences & meetings		1,246		355		564		2,165
Contributions to other non-profit organizations								
and direct project costs		404,301		-		22,676		426,977
Dues & subscriptions		-		12,930		-		12,930
Equipment & supplies		3,633		1,038		519		5,190
Freight & transportation		7,779		2,222		1,112		11,113
Health Insurance		24,563		7,018		3,509		35,090
Insurance		22,931		6,552		3,276		32,759
Office supplies		11,629		3,323		5,432		20,384
Outside services		1,700		-		10,550		12,250
Payroll taxes		5,051		1,443		722		7,216
Payroll service fees		22,992		6,569		3,285		32,846
Pension plan contribution		4,759		1,360		680		6,799
Postage		396		113		2,690		3,199
Printing		587		168		5,487		6,242
Professional fees & consultants		5,899		1,686		843		8,428
Rent-space & equipment		423,056		18,016		9,008		450,080
Salaries		301,108		86,031		43,015		430,154
Security		-		2,698		-		2,698
Taxes & licenses		4,936		1,410		705		7,051
Telephone & telex		8,622		2,463		1,232		12,317
Travel & automobile		10,728		-		-		10,728
Utilities		-		3,056		-		3,056
Warehouse expenditures		18,276		-		-		18,276
Website		278		-		-		278
Total Expenses		1,291,523		187,433		116,312		1,595,268
In-Kind Contributions		785,187		-		_		785,187
Total Expenses	\$	2,076,710	\$	187,433	\$	116,312	\$	2,380,455

#### OPERATION CALIFORNIA, INC. Statements of Functional Expenses Years Ended June 30, 2020 and 2019

	2019											
	Adminis-											
		Program	m trative		trative		trative			Fund		
		Expense	E	Expense	F	Raising		Total				
Accounting & legal	\$	-	\$	20,268	\$	-	\$	20,268				
Advertising & promotion		5,803		1,658		829		8,290				
Bank charges		-		11,303		-		11,303				
Conferences & meetings		1,152		329		165		1,646				
Contributions to other non-profit organizations												
and direct project costs		769,492		-		-		769,492				
Dues & subscriptions		-		15,097		-		15,097				
Equipment & supplies		3,197		913		457		4,567				
Freight & transportation		8,326		2,379		1,189		11,894				
Health Insurance		21,666		6,190		3,095		30,951				
Insurance		23,428		6,694		3,347		33,469				
Office supplies		10,642		3,006		1,503		15,151				
Outside services		24,638		-		-		24,638				
Payroll taxes		23,052		6,586		3,293		32,931				
Payroll service fees		4,913		1,404		702		7,019				
Pension plan contribution		4,759		1,360		680		6,799				
Postage		5,299		1,514		757		7,570				
Printing		4,762		1,361		680		6,803				
Professional fees & consultants		7,202		2,058		1,028		10,288				
Rent-space & equipment		61,516		17,576		8,788		87,880				
Salaries		333,326		95,237		47,618		476,181				
Security		-		1,500		-		1,500				
Taxes & licenses		6,075		1,736		868		8,679				
Telephone & telex		7,530		2,152		1,076		10,758				
Travel & automobile		24,847		-		-		24,847				
Utilities		-		3,228		-		3,228				
Warehouse expenditures		15,804		-		-		15,804				
Website		-		-		-		-				
Total Expenses		1,367,429		203,549		76,075		1,647,053				
In-Kind Contributions		365,973		-		-		365,973				
Total Expenses	\$	1,733,402	\$	203,549	\$	76,075	\$	2,013,026				

See accompanying accountants' report and notes to financial statements.

#### OPERATION CALIFORNIA, INC. Statements of Cash Flows Years Ended June 30, 2020 and 2019

	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES:		
Increase/(Decrease) in net assets Adjustment to reconcile change in net assets to net cash provided (used) by operating activities	\$ 267,274	\$ 619,603
Inventory Accounts receivable Prepaid expenses Increase/(decrease) in operating liabilities	(569,484) 500 7,591	(546,355) 1,500 -
Accounts payable Accrued liabilities	1,825 11,970	(3,913)
NET CASH (USED IN)/PROVIDED BY OPERATING ACTIVITIES	(280,325)	70,835
CASH FLOWS FROM FINANCING ACTIVITIES: Borrowings on Loans Payable - SBA	75,700	
NET CASH PROVIDED BY FINANCING ACTIVITIES	75,700	
NET (DECREASE)/INCREASE IN CASH	(204,625)	70,835
CASH AT BEGINNING OF PERIOD	1,673,061	1,602,226
CASH AT END OF PERIOD	\$ 1,468,437	\$ 1,673,061
SUPPLEMENTAL INFORMATION	2020	2019
Interest Income Taxes	<u>\$</u> - \$-	<u>\$</u> - <u>\$</u> -

## NOTE A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Activities

Operation California, Inc. (the "Organization") is a not-for-profit public benefit corporation exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. Its principal activities are to solicit, collect and distribute donated supplies and make cash grants for relief to the victims of natural disasters in the United States and throughout the world. The cash donations collected by the Organization are spent primarily on their programs to carry out relief and development activities and to pay for the distribution of goods; for the cost of transportation of supplies; for field visits required to monitor the distribution of such supplies; and, for domestic and international grants and training programs in the relief and development field. The Organization also uses its dba: Operation USA, by which it is primarily known to the public.

#### Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP"). Accordingly, the financial statements reflect all significant receivables, payables, and other liabilities.

#### Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### Contributions

The Company receives contributions primarily from Corporate organizations and public donations. Contributions received are recorded with or without donor restrictions depending on the existence and/or nature of any donor restrictions. Net assets with donor restrictions are reclassified to net assets upon satisfaction of the time or purpose of restrictions.

#### **Donated Inventory and In-Kind Donations**

The Organization measures its material aid program by the value of products physically delivered to intended beneficiaries. These products are donated by corporations and supplemented by procurement and cash grants to partner non-profit agencies. Products which Operation California, Inc. is storing for later delivery to intended beneficiaries are shown as inventory in these financial statements. The Organization has always received substantial amounts of donated services from health care professionals and from transportation companies. No amounts have been reflected in these financial statements for donated services or volunteer time, as the amounts were not material, except for the storage facility provided free of charge (See Note F).

#### Inventory

Inventory is stated at the lower of cost or net realizable value. Inventories are recorded at the in-kind contributions made by the donors. Management compares the cost of inventories with the net realizable value and an allowance is made to write down inventories to net realizable value, if lower.

#### Credit Risk

The Company's credit risks primarily relate to cash and cash equivalents and investments. The Company maintains its cash balances at various financial institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to an aggregate of \$250,000. The Company has not experienced any such losses and management believes the Company is not exposed to significant credit risk pertaining to cash.

#### Cash and Cash Equivalents

For the purposes of the statements of cash flows, the Company considers all highly liquid debt instruments purchased with initial maturities of three months or less to be cash equivalents.

#### Furniture and Equipment

Furniture and equipment are state at costs, if purchased, or fair market value at the date of donation. Depreciation is provided on a straight-line basis over the estimated useful life of the asset. Depreciation ranges from three to five years. Expenditures for normal maintenance and repairs are charged to expense. Expenditures for major renewals and betterments that materially extend the life of assets in excess of \$500 are capitalized.

#### Net Assets

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 available for use in general operations and not subject to donor restrictions.

Net Assets With Donor Restrictions – Net assets subject to donor-imposed restrictions. Some donorimposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. There were no donor-imposed restrictions of perpetual nature at June 30, 2020. 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. When a restriction expires, 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.

#### **Functional Allocation of Expenses**

The costs of program and supporting services have been summarized on a functional basis in the statement of activities. The statements of functional expenses present the natural classification detail of expenses by function. Expenses that are identified with a specific program or support service are charged directly to the appropriate function. Other shared costs have been allocated among the programs and supporting services benefited on management's estimate of the relative effort expended for the related functions.

#### Income Taxes

The Company is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes is included in the financial statements.

#### Recent Accounting Pronouncements

In February 2016, the Financial Accounting and Standards Board (FASB) amended the Leases topic of the Accounting Standards Codification to revise certain aspects of recognition, measurement, presentation, and disclosure of leasing transactions. The amendments will be effective for fiscal years beginning after December 15, 2020, and interim periods within fiscal years beginning after December 15, 2020, and interim periods within fiscal years beginning after December 15, 2021. The Organization is currently evaluating the effect that implementation of the new standard will have on its financial position, results of operations, and cash flows.

On June 21, 2018, the FASB issued ASU 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, which applies to all entities that receive or make contributions. The criteria for evaluating whether contributions are unconditional (and thus recognized immediately in income) or conditional (for which income recognition is deferred) have been clarified. The focus is whether a gift or grant agreement both (1) specifies a "barrier or hurdle" that the recipient must overcome to be entitled to the resources, and (2) releases the donor from its obligation to transfer resources (or if assets are advanced, a right to demand their return) if the barrier or hurdle is not achieved. An agreement that contains both is a conditional contribution. An agreement that omits one or both is unconditional. No new disclosures are required. For grants/contributions made, donors will use the same criteria as recipients (i.e., a barrier or hurdle coupled with a right of return/release) to determine whether gifts or grants are conditional or unconditional.

For federal and other government grants, the ASU clarifies the definition of an exchange transaction. As a result, not-for-profit entities will account for most federal grants as donor-restricted conditional contributions, rather than as exchange transactions (the prevalent practice today). An accommodation ("simultaneous release" option) is provided which, if elected, would allow grants received and used within the same period to be reported in net assets without donor restrictions, consistent with where the grant revenue is reported today.

For transactions in which a non-public entity serves as a resource recipient, the entity should apply the amendments in this ASU on contributions received to annual periods beginning after December 15, 2018. For transactions in which a non-public entity serves as a resource provider, the entity should apply the amendments in this ASU on contributions made to annual periods beginning after December 15, 2019. Early adoption of the amendments is permitted. The Organization is currently evaluating the effect that implementation of the new standard will have on its financial position, results of operations, and cash flows.

### NOTE B. LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, are comprised of cash of the following:

		As of June 30,			
	_	2020		2019	
Cash	¢	118,242	\$	269,502	
Accounts receivable	\$	- 110,242	φ	209,502 500	
Accounts payable		(6,429)		(4,165)	
Accrued liabilities		(11,970)		-	
Current portion of Note Payable – SBA		(40,816)		-	
Other Liabilities		(1,885)		(2,323)	
Financial assets available to meet cash needs for general expenditures within	\$	57,142	\$	263,514	
one year					

As part of the Organization'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. Normal operating expenses per month are, on average, approximately \$97,000 and \$67,000 for June 30, 2020 and June 30, 2019, respectively.

## NOTE C. GOVERNMENT FUNDING

The Organization does not seek nor accept US government program funding for its international relief and development efforts.

#### NOTE D. BENEFIT PLAN

The Organization maintains a defined contribution retirement plan under section 401(k) of the Internal Revenue Code. Under the plan, eligible employees may elect to defer a portion of their compensation, subject to the Internal Revenue Service limits. The Organization has a matching deferral up to 4% of eligible compensation. The Organization contributed \$6,798 to the plan for both years ended June 30, 2020 and 2019.

#### NOTE E. NET ASSETS WITH DONOR RESTRICTIONS

For the year ended June 30, 2020, restricted net assets decreased by \$53,364 to a total of \$1,350,195. Such restricted net assets relate to contributions specified for disaster response relief as follows:

	As of June 30,				
	2020	2019			
Disaster response relief	\$ 1,350,195	\$	1,403,559		

#### NOTE F. LEASES, COMMITMENTS, AND CONTINGENCIES

In July 2011, the Organization leased office facilities under an operating lease. Under the lease term, the Organization is required to pay a monthly base rate plus a prorated share of common area operating expenses. The Organization renewed the lease on June 17, 2019 and extended the term for 3 years

commencing September 1, 2019. Under the renewed lease, base rent per month is \$7,100 at September 1, 2019 and increasing to \$7,313 September 1, 2020.

Lease payments totaled \$90,080 and \$87,880 for the years ended June 30, 2020 and 2019, respectively.

The following is a schedule by years of future minimum lease payments required under the lease.

Year ended June 30,		
2022		\$ 87,330
2022		89,950
2023		15,065
	Total	\$ 192,345

The Organization has the use of a storage facility at 326 West "C" Street, Wilmington, California. The use of this facility has been provided free of charge from the Harbor Commission of the port of Los Angeles. The Organization estimates rent for this storage facility to be \$1 per square feet per year and recorded total in-kind donations (rent) of \$360,000 for the year ended June 30, 2020.

We are not aware of any pending claims or legal actions against the organization. The Organization carries a \$2,000,000 general liability policy as protection against such claims or lawsuits should they arise.

# <u>Covid-19</u>

The spread of COVID-19 has severely impacted many local economies around the globe. In many countries, businesses are being forced to cease or limit operations for long or indefinite periods of time. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing, and closures of non-essential services have triggered significant disruptions to businesses worldwide, resulting in an economic slowdown. Global stock markets have also experienced great volatility and a significant weakening. Governments and central banks have responded with monetary and fiscal interventions to stabilize economic conditions.

The Company has determined that these events are non-adjusting subsequent events. Accordingly, the financial position and activities and changes in net assets as of and for the year ended June 30, 2020 have not been adjusted to reflect their impact. The duration and impact of the COVID-19 pandemic, as well as the effectiveness of government and central bank responses, remains unclear at this time. It is not possible to reliably estimate the duration and severity of these consequences, as well as their impact on the financial position and results of the Company for future periods.

## NOTE G. LOAN PAYABLE

On May 11, 2020, the Company received \$75,700 from the Paycheck Protection Program ("PPP") from US Small Business Administration ("the SBA"), which is a loan designed to provide a direct incentive for small businesses to keep their workers on the payroll during the COVID-19 pandemic. The loan can be fully forgiven if the funds are used for qualified expense purposes. The loan amount not forgiven, will have interest of 1%. The loan matures in May 2022. Loan payments are deferred for six months. The Company plans to apply for loan forgiveness with the lender. No collateral or personal guarantees were required.

The following is a schedule by years of future minimum loan payments required under the loan.

Loan payable to the SBA in 24 monthly installments of \$3,187, including interest at 1%, maturing May 2022.	\$ 75,700
Principal payments for future years are as follows:	
Year Ended June 30,	
2021	\$ 40,816
2022	34,884
Total	75,700
Less: Current Maturities	(40,816)
Long-Term	\$ 34,884

# NOTE H. SUBSEQUENT EVENTS

The Organization has evaluated events subsequent to June 30, 2020 to assess the need for potential recognition or disclosure in the financial statements. Such events were evaluated through December 23, 2020, the date the financial statements were available to be issued. Based upon this evaluation, it was determined that no subsequent events occurred that require recognition or additional disclosure in the financial statements.