## **FINANCIAL STATEMENTS**

### June 30, 2022

(WITH COMPARATIVE TOTALS AS OF JUNE 30, 2021)



Certified Public Accountants for Nonprofit Organizations

#### Contents

Independent Auditors' Report	1-2
Financial Statements:	
Statement of Financial Position	3
Statement of Activities	4
Statement of Cash Flows	5
Statement of Functional Expenses	6
Notes to the Financial Statements	7-13

**CROSBY & KANEDA** 

Certified Public Accountants for Nonprofit Organizations 1970 Broadway Suite 930 Oakland, CA 94612 www.ckcpa.biz 510-835-2727

#### **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of The Climate Center Santa Rosa, California

#### Opinion

We have audited the accompanying financial statements of The Climate Center (the Organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, cash flows and functional expenses, for the year 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 The Climate Center as of June 30, 2022, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

We conducted our audit 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 the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. 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 the Organization'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, including omissions, 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. 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 the Organization'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 the Organization'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.

#### **Report on Summarized Comparative Information**

We have previously audited the Organization's 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 20, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

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Oakland, California October 6, 2022

#### Statement of Financial Position June 30, 2022 (With Comparative Totals as of June 30, 2021)

2022 2021 Assets Assets Cash and cash equivalents \$ 1,001,377 874,545 \$ Investments (Note 3) 31,871 11,390 Contributions and grants receivable 51,764 78,420 Prepaid expenses and supplies 50,570 41,152 Property and equipment (Note 5) 48,949 Total Assets 1,057,699 \$ 1,132,339 \$ **Liabilities and Net Assets** Liabilities 106,687 Accounts payable and accrued expenses \$ 88,736 \$ Accrued paid time off 131,092 113,525 EIDL loan (Note 7) 158,834 150,000 **Total Liabilities** 396,613 352,261 Net Assets Without donor restrictions (Note 9) 461,141 612,427 With donor restrictions (Note 10) 199,945 167,651 **Total Net Assets** 661,086 780,078 1,057,699 Total Liabilities and Net Assets \$ \$ 1,132,339

#### Statement of Activities For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

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Without Donor With Donor Total   Restrictions Restrictions 2022   Support and Revenue Contributions	2021
Support and Revenue	
	1 000 049
CONTRIBUTIONS	1 002 040
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Business 245,400 245,400	281,338
Foundation 357,500 110,000 467,500	462,354
Government     29,180     29,180	34,909
In-kind support 1,150 1,150	94,580
Conference tickets15,14515,145	-
Interest and investment activity, net (2,952) (2,952)	2,329
Paycheck Protection Program -	236,739
Support provided by expiring time	200,709
and purpose restrictions 97,706 (97,706) -	-
	2,205,197
	,,
Expenses	
Program 1,833,628 1,833,628	1,466,477
Management and general 344,968 344,968	322,696
Fundraising 356,688 356,688	329,385
Total Expenses 2,535,284 - 2,535,284	2,118,558
Change in Net Assets (151,286) 32,294 (118,992)	86,639
Net Assets, beginning of year     612,427     167,651     780,078	693,439
Net Assets, end of year     \$ 461,141     \$ 199,945     \$ 661,086     \$	780,078

See Notes to the Financial Statements

#### Statement of Cash Flows For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

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	2022	2021
Cash flows from operating activities		
Change in net assets	\$ (118,992)	\$ 86,639
Adjustments to reconcile change in net assets to		
cash provided (used) by operating activities:		
Donated stock, net fees	(378,886)	(38,665)
Investment activity, net	5,376	-
Accrued interest	8,834	-
Change in assets and liabilities:		
Contributions and grants receivable	26,656	(24,119)
Prepaid expenses and supplies	(9,418)	1,685
Accounts payable and accrued expenses	17,951	38,322
Accrued paid time off	17,567	24,555
Net cash provided (used) by operating activities	(430,912)	 88,417
Cash flows from investing activities		
Proceeds from community foundation account	337,500	45,000
Purchase of investments	(25,000)	-
Proceeds from sale of investments	40,529	-
Cost of website	 (48,949)	 -
Net cash provided (used) by investing activities	 304,080	 45,000
Net change in cash and cash equivalents	(126,832)	133,417
Cash and cash equivalents, beginning of year	 1,001,377	 867,960
Cash and cash equivalents, end of year	\$ 874,545	\$ 1,001,377
Supplemental Information Donated stock	\$ 378,886	\$ 38,665

#### Statement of Functional Expenses For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

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		Management		Тс	otal
	Program	and General	Fundraising	2022	2021
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Salaries	\$ 1,180,276	\$ 244,503	\$ 238,967	\$ 1,663,746	\$ 1,257,906
Retirement contributions	28,977	5,824	5,711	40,512	7,284
Other employee benefits	157,825	31,163	30,999	219,987	178,013
Payroll taxes	87,697	17,664	18,995	124,356	93,671
Total Personnel	1,454,775	299,154	294,672	2,048,601	1,536,874
Grants and scholarships	25,000	-	-	25,000	47,450
Fees for service	243,224	19,401	9,119	271,744	269,660
Advertising and promotion	6,429	711	5,324	12,464	51,573
Supplies and office expenses	6,809	3,706	22,836	33,351	41,707
Staff home office expense	9,003	1,730	1,761	12,494	7,741
Travel and meals	15,698	1,128	1,569	18,395	958
Information technology	38,450	4,230	18,258	60,938	56,608
Conferences and meetings	30,473	916	1,273	32,662	707
Insurance	1,270	3,394	236	4,900	3,860
Interest	-	8,834	-	8,834	-
Dues, licenses, service fees	2,497	1,764	490	4,751	6,840
In-kind expenses			1,150	1,150	94,580
Total Expenses	\$ 1,833,628	\$ 344,968	\$ 356,688	\$ 2,535,284	\$ 2,118,558

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

#### **NOTE 1: NATURE OF ACTIVITIES**

The Climate Center (the Organization) is a climate and energy policy nonprofit organization whose mission is to rapidly reduce climate pollution at scale, starting in California. The Climate Center works with business, government, environment and environmental justice organizations, academics and others to accelerate equitable climate policy. Governed by a board of directors, The Climate Center is exempt from income taxes under Internal Revenue Code Section 501 (c)(3) and section 23701(d) of the California Revenue and Taxation Code.

Climate-Safe California is a unique and comprehensive campaign to make California the first state in the nation to become carbon negative. Endorsed by hundreds of businesses, elected officials, and nonprofits and more than 1,000 individuals, Climate-Safe California offers climate solutions at the speed and scale that science demands. It's a set of policies that would allow California to remove more climate pollution from the atmosphere than we emit by 2030 while creating thousands of jobs and building a more equitable clean energy economy. Climate-Safe California — and all of The Climate Center's work — is guided by these core principles: follow the latest science, secure a just transition for fossil fuel workers and their families, and prioritize climate justice with equitable access to climate solutions.

#### **NOTE 2: SIGNIFICANT ACCOUNTING POLICIES**

#### **Basis of Accounting**

The accompanying 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).

#### **Net Assets**

The financial statements report net assets and changes in net assets in two classes that are based upon the existence or absence of restrictions on use that are placed by its donors, as follows:

*Net assets without donor restrictions* – are resources available to support operations. The only limits on the use of the net assets are the broad limits resulting from the nature of the Organization, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations.

*Net assets with donor restrictions* – are resources that are restricted by a donor for use for a particular purpose or in a particular period. Some donor-imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature; the Organization must continue to use the resources in accordance with the donor's instructions.

The Organization's unspent contributions are included in this class if the donor limited their use.

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor-imposed restrictions. Net assets restricted for acquisition of building or equipment (or less commonly, the contribution of those net assets directly) are reported as net assets with donor restrictions until the specified asset is placed in service by the Organization, unless the donor provides more specific directions about the period of its use.

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

#### **Accounting for Contributions**

Contributions, including unconditional promises to give, are recognized when received. All contributions are reported as increases in net assets without donor restrictions unless the contributed assets are specifically restricted by the donor. Amounts received that are restricted by the donor to use in future periods or for specific purposes are reported as increases in net assets with donor restrictions. Unconditional promises with payments due in future years have an implied restriction to be used in the year the payment is due, and therefore are reported as restricted until payment is due, unless the contribution is clearly intended to support activities of the current fiscal year. Conditional promises are not recognized until they become unconditional, that is, until all conditions on which they depend are substantially met.

#### Accounting for Revenue

The Organization recognizes revenue as performance obligations are satisfied.

Revenue is recognized over time when any of the following conditions are met: The customer receives and consumes the benefits provided by the Organization's performance as the Organization performs; the Organization's performance creates or enhances an asset that the customer controls as the asset is created or enhanced; or the work does not create an asset with an alternative use to the Organization and the entity has a right to payment for performance completed to date.

Revenue is recognized at a point in time when goods or services are provided to customers and the Organization is not required to provide additional goods or services or if the above criteria are not met. Revenue from the sales of goods or merchandise are recognized at the point in time when the goods or merchandise are provided to the customer.

#### **Contributions Receivable**

Contributions receivable including pledges and grants receivable are unconditional promises to give that are recognized as contributions when the promise is received. Contributions receivable that are expected to be collected in less than one year are reported at net realizable value. Contributions receivable that are expected to be collected in more than one year are recorded at fair value at the date of promise. That fair value is computed using a present value technique applied to anticipated cash flows. The Organization considers all contributions receivable to be fully collectible at June 30, 2022. Accordingly, no allowance for doubtful accounts was deemed necessary. If amounts become uncollectible, they are charged to expense in the period in which that determination is made.

#### **Income Taxes**

The Internal Revenue Service and the California Franchise Tax Board have determined that the Organization is exempt from federal and state income taxes under IRC 501(c)(3) and California RTC 23701(d). The Organization has evaluated its current tax positions as of June 30, 2022 and is not aware of any significant uncertain tax positions for which a reserve would be necessary. The Organization's tax returns are generally subject to examination by federal and state taxing authorities for three and four years, respectively, after they are filed.

#### **Contributed Services**

Contributed services are reflected in the financial statements at the fair value of the services received only if the services (a) create or enhance nonfinancial assets or (b) require specialized

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

skills, are performed by people with specialized skills, and would otherwise be purchased by the Organization. There were no contributed services that met the criteria for recognition for the year ended June 30, 2022.

#### Estimates

The preparation of financial statements in conformity with GAAP 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 reporting period. Accordingly, actual results could differ from those estimates.

#### Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers all money market funds and other highly liquid investments with original maturities of three months or less when purchased to be cash equivalents except for brokerage cash and money market fund balances held for investment purposes which are included in investments. Cash held for investment purposes is classified with investments. For statement of cash flow purposes, proceeds from investments reflect transfers from investment accounts to operating accounts, and additions to investment reflect transfers from operating accounts to investment accounts.

#### Prepaid Expenses and Supplies

Prepaid expenses and supplies consist of amounts paid in advance of a vendor's related performance obligations as well as a supply of climate related DVD's.

#### **Property and Equipment**

Property and equipment purchased by the Organization are recorded at cost. The Organization capitalizes all expenditures for property and equipment over \$2,500; the fair value of donated fixed assets is similarly capitalized. The Organization identifies website development costs as either planning costs, application and infrastructure development costs, graphics and content development, or operating expenses. Costs incurred in the application development and infrastructure development stage are capitalized as incurred. Depreciation is computed using the straight-line method over the estimated useful lives on property and equipment as follows:

Website 3 years

#### **Expense Recognition and Allocation**

The cost of providing the Organization's programs and other activities is summarized on a functional basis in the statement of activities and statement of functional expenses. Expenses that can be identified with a specific program or support service are charged directly to that program or support service. Costs common to multiple functions have been allocated among the various functions using a reasonable allocation method that is consistently applied as follows:

The cost of the CEO's compensation is allocated based on estimate of their time spent on each function. Compensation for other staff are allocated based on time reported under each function in the organization's time tracking system.

Certain common costs, including benefits, taxes, information technology costs, staff home office expenses and use of paid time off are allocated based on staff salary expense for a given period.

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

Management and general expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of the Organization.

Fundraising costs are expensed as incurred, even though they may result in contributions received in future years. The Organization generally does not conduct fundraising activities in conjunction with its other activities. Additionally, advertising costs are expensed as incurred. All expenses and net losses are reported as decreases in net assets without donor restrictions.

#### **Prior Year Summarized Information**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2021, from which the summarized information was derived.

#### Reclassifications

Certain accounts in the prior year's summarized information have been reclassified for comparative purposes to conform with the presentation in the current-year financial statements.

#### **Subsequent Events**

The Organization has evaluated subsequent events and has concluded that as of October 6, 2022 the date that the financial statements were available to be issued, there were no significant subsequent events to disclose.

#### **Changes in Accounting Principles**

In September 2020, the FASB issued ASU 2020-07, Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets. This update was designed to increase the transparency of contribution nonfinancial assets through enhancements to presentation and disclosure. The update requires that in-kind contributions be presented as a separate line on the statement of activities, disaggregate in-kind contributions by category, describe whether contributed nonfinancial assets were monetized or utilized, disclose policies for monetization rather than utilization (if any), donor imposed restrictions related to in-kind contributions and describe the valuation techniques used to arrive at a fair value measure of value of donated items. The Organization's adoption of this update did not have a material impact on the Organizations financial statements.

#### **NOTE 3: INVESTMENTS**

Investments consisted of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 567	\$ -
Mutual funds/ETFs	20,158	-
Community investment fund	11,146	11,390
Total	<u>\$ 31,871</u>	<u>\$ 11,390</u>

Community investments fund assets are held at a local community foundation (the Foundation), which are invested with a 60%/40% allocation to the Foundation's intermediate and short-term investment pools respectively.

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

#### NOTE 4: FAIR MARKET VALUE

The Organization determines the fair values of its assets and liabilities based on a fair value hierarchy that includes three levels of inputs that may be used to measure fair value.

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access at the measurement date.

Level 2 - Inputs other than quoted market prices that are observable for the asset or liability, either directly or indirectly.

Level 3 - Unobservable inputs for the assets or liability.

Fair values of assets measured on recurring basis were as follows as of June 30, 2022:

	Level 1	NAV	<u>Total</u>
Cash and cash equivalents	\$ 567	\$ -	\$ 567
Mutual and ETF funds:			
Fixed income	11,720	-	11,720
Equities	6,392	-	6,392
Other	2,046	-	2,046
Community investment fund	<u> </u>	11,146	11,146
Total	<u>\$ 20,725</u>	<u>\$ 11,146</u>	<u>\$ 31,871</u>

#### **NOTE 5: PROPERTY AND EQUIPMENT**

Property and equipment consisted of a website under construction with total costs of \$48,949 as of June 30, 2022.

#### **NOTE 6: CONTINGENCIES AND UNCERTAINTIES**

#### **Compliance with Donor Restrictions**

Grant awards require the fulfillment of certain conditions as set forth in the instrument of grant. Failure to fulfill the conditions could result in the return of the funds to the grantors. The Organization deems this contingency remote since by accepting the grants and their terms, it has accommodated the objectives of the Organization to the provisions of the grants. The Organization's management is of the opinion that the Organization has complied with the terms of all grants.

#### Coronavirus

In March 2020, the WHO classified the COVID-19 outbreak as a pandemic. The full impact of the COVID-19 outbreak continues to evolve as of the date of this report. As such, it is uncertain as to the full magnitude of the effect that the pandemic will have on the Center's financial condition, liquidity, and future results of operations. Management is actively monitoring the impact on its financial condition, liquidity, operations and workforce.

#### NOTE 7: ECONOMIC INJURY DISASTER LOAN

In May 2020, the Organization received an economic injury disaster loan (EIDL) for \$150,000 bearing interest at 2.75% with principal and interest payments of approximately \$641 commencing

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

December 2022 through January 2052. The future scheduled maturities of the EIDL are as follows for the years ending June 30:

2023	\$ 1,72
2024	3,01
2025	3,09
2026	3,18
2027	3,27
Thereafter	144,53
Total	<u>\$ 158,83</u>

#### **NOTE 8: LINE OF CREDIT**

The Organization maintains a \$200,000 line of credit with River City Bank to be drawn down upon as needed through March 2023, with an interest rate at 1.5% above the bank's Base Commercial Loan Rate. The minimum interest rate on the line is 3.25%. The rate on the line as of June 30, 2022 was 4.75%. Amounts drawn on the line of credit and not repaid during the draw down period must be paid in amortizing payments through the line of credit maturity date of March 2024 based on a fixed rate based on the 1 year constant maturity rate plus 3% set at the beginning of the term amortization period. As of June 30, 2022 there was no outstanding balance on the line of credit.

#### NOTE 9: NET ASSETS WITHOUT DONOR RESTRICTIONS

Net assets without donor restrictions were available as follows as of June 30:

	<u>2022</u>	<u>2021</u>
Board designated – reserve	\$ -	\$ 185,064
Undesignated	461,141	427,363
Total	<u>\$ 461,141</u>	\$ 612,427

#### NOTE 10: NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were available as follows as of June 30:

	<u>2022</u>	<u>2021</u>
Funding Climate Action	\$ -	\$ 2,512
Sequestration	35,000	-
Community Energy Resilience	130,945	115,139
Fiscally sponsored projects	9,000	-
Time restricted	25,000	50,000
Total	<u>\$ 199,945</u>	<u>\$ 167,651</u>

#### **NOTE 11: CONCENTRATIONS**

#### **Concentration of Credit Risk**

At times, the Organization may have deposits in excess of federally insured limits. The risk is managed by monitoring the financial strength of the institutions holding such amounts.

#### Notes to the Financial Statements For the Year Ended June 30, 2022 (With Comparative Totals for the Year Ended June 30, 2021)

#### NOTE 12: RETIREMENT PLAN

The Organization provides a 401(k) retirement plan for eligible employees. Under the plan, staff may make regular and Roth contributions as well as catch-up contributions. The Organization may provide an optional employer contribution or matching contribution for staff who have completed 1,000 hours of service. Contributions by the Organization were \$40,512 and \$7,284 during the years ended June 30, 2022 and 2021, respectively.

#### NOTE 13: RELATED PARTY

The Organization has a resource sharing agreement with The Climate Center Action Fund (TCCAF), a related 501(c)4 organization. TCCAF reimburses the Organization for certain costs incurred by the Organization for the benefit of TCCAF. During the year ended June 30, 2022 reimbursable expenses totaled \$11,275 which it accounted for on a pass through basis. Accounts receivable due from TCCAF as of June 30, 2022 totaled \$3,764.

#### NOTE 14: LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of June 30, 2022 include the following:

Cash and cash equivalents	\$ 874,545
Investments	31,871
Contributions and grants receivable	51,764
Less purpose-restricted net assets	(174,945)
Total	\$ 783,235

The Organization's working capital and cash flows vary during the year based on the timing of grant awards and other factors. As part of the Organization's liquidity management plan, the Organization maintains a \$200,000 line of credit and holds excess cash balances, if any, in a money market account.