

San Luis Obispo County YMCA, Inc.

Financial Statements

December 31, 2021 and 2020

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Independent Auditors' Report on the Financial Statements

To the Board of Directors
San Luis Obispo County YMCA, Inc.
San Luis Obispo, California

Opinion

We have audited the accompanying financial statements of the San Luis Obispo County YMCA, Inc. ("the Association"), a California non-profit organization, which comprise the statements of financial position as of December 31, 2021 and 2020, 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Association as of December 31, 2021 and 2020, and the results of its operations 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 the Association 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 these 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 Association's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.



Independent Auditors' Report on the Financial Statements – Continued

Auditors' 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 Association'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 Association'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.

Caliber Audit & Attest, LLP

San Luis Obispo, California
May 17, 2022

San Luis Obispo County YMCA, Inc.

*Statements of Financial Position
December 31, 2021 and 2020*

<i>ASSETS</i>	<u>2021</u>	<u>2020</u>
<i>Current Assets</i>		
Cash and cash equivalents	\$ 1,213,887	\$ 1,001,264
Investments - certificates of deposits	532,631	415,024
Accounts receivable, net of allowance for doubtful accounts of \$6,519 and \$6,519	25,461	9,183
Promises-to-give receivable, net of allowance for doubtful promises of \$13,150 and \$8,817	100,073	63,750
Promise-to-give land lease receivable, current	2,000	2,686
Contracts and grants receivable	271,356	14,750
Prepaid expenses	36,329	28,733
Total current assets	<u>2,181,737</u>	<u>1,535,390</u>
<i>Long-term Assets</i>		
Promise-to-give receivables, less current portion	20,000	40,000
Promise-to-give land lease receivable, less current portion	54,333	29,994
Property and equipment, net of accumulated depreciation	925,063	962,111
Total long-term assets	<u>999,396</u>	<u>1,032,105</u>
Total assets	<u>\$ 3,181,133</u>	<u>\$ 2,567,495</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

Statements of Financial Position - Continued
December 31, 2021 and 2020

<i>LIABILITIES AND NET ASSETS</i>	<u>2021</u>	<u>2020</u>
<i>Current Liabilities</i>		
Accounts payable	\$ 98,568	\$ 127,542
Accrued compensation	86,618	82,201
Deferred revenue	97,794	45,097
Current maturities of capital lease obligations	14,479	17,967
Current maturities of note payable	-	23,435
Total current liabilities	<u>297,459</u>	<u>296,242</u>
<i>Long-term Liabilities</i>		
Capital lease obligations, less current maturities	11,887	7,586
Note payable, less current maturities	-	164,372
Total long-term liabilities	<u>11,887</u>	<u>171,958</u>
Total liabilities	<u>309,346</u>	<u>468,200</u>
<i>Commitments and Contingencies</i>		
<i>Net Assets</i>		
Without donor restrictions		
Board designated - capital fund	237,145	95,789
Invested in property and equipment	925,063	962,111
Undesignated, including operating reserve	1,366,805	713,837
Total without donor restrictions	<u>2,529,013</u>	<u>1,771,737</u>
With donor restrictions		
Purpose restrictions	191,441	199,878
Restricted for capital expenditures	95,000	95,000
Time-restricted for future periods	56,333	32,680
Total with donor restrictions	<u>342,774</u>	<u>327,558</u>
Total net assets	<u>2,871,787</u>	<u>2,099,295</u>
Total liabilities and net assets	<u>\$ 3,181,133</u>	<u>\$ 2,567,495</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

*Statement of Activities and Changes in Net Assets
Year Ended December 31, 2021*

	<i><u>Without Donor Restrictions</u></i>	<i><u>With Donor Restrictions</u></i>	<i><u>Total</u></i>
<i>Public Support and Revenue:</i>			
<i>Public support:</i>			
Contributions	\$ 237,760	\$ 141,988	\$ 379,748
Government grants and contracts - state and local	10,072	-	10,072
Government grant - federal PPP funds	410,645	-	410,645
Government grant - payroll tax credits	437,159	-	437,159
In-kind contributions	38,116	26,339	64,455
Total public support	<u>1,133,752</u>	<u>168,327</u>	<u>1,302,079</u>
<i>Revenue:</i>			
Program fees	1,307,601	-	1,307,601
Membership fees	415,080	-	415,080
Other income	1,537	-	1,537
Total revenue	<u>1,724,218</u>	<u>-</u>	<u>1,724,218</u>
Net assets released from restrictions	153,111	(153,111)	-
Total public support and revenues	<u>3,011,081</u>	<u>15,216</u>	<u>3,026,297</u>
<i>Functional Expenses:</i>			
Program services	1,654,969	-	1,654,969
Management and general	511,512	-	511,512
Fundraising	87,324	-	87,324
Total functional expenses	<u>2,253,805</u>	<u>-</u>	<u>2,253,805</u>
Change in net assets	<u>757,276</u>	<u>15,216</u>	<u>772,492</u>
Net assets - beginning of year	<u>1,771,737</u>	<u>327,558</u>	<u>2,099,295</u>
Net assets - end of year	<u>\$ 2,529,013</u>	<u>\$ 342,774</u>	<u>\$ 2,871,787</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

*Statement of Activities and Changes in Net Assets
Year Ended December 31, 2020*

	<u><i>Without Donor Restrictions</i></u>	<u><i>With Donor Restrictions</i></u>	<u><i>Total</i></u>
<i>Public Support and Revenue:</i>			
<i>Public support:</i>			
Donations	\$ 298,627	\$ 252,102	\$ 550,729
Government grants and contracts - state and local	122,340	-	122,340
Government grant - federal PPP funds	410,600	-	410,600
In-kind contributions	50,425	-	50,425
Total public support	<u>881,992</u>	<u>252,102</u>	<u>1,134,094</u>
<i>Revenue:</i>			
Program fees	1,004,281	-	1,004,281
Membership fees	475,373	-	475,373
Other income	15,062	-	15,062
Total revenue	<u>1,494,716</u>	<u>-</u>	<u>1,494,716</u>
Net assets released from restrictions	297,362	(297,362)	-
Total public support and revenues	<u>2,674,070</u>	<u>(45,260)</u>	<u>2,628,810</u>
<i>Functional Expenses:</i>			
Program services	1,725,198	-	1,725,198
Management and general	578,322	-	578,322
Fundraising	89,355	-	89,355
Total functional expenses	<u>2,392,875</u>	<u>-</u>	<u>2,392,875</u>
Change in net assets	<u>281,195</u>	<u>(45,260)</u>	<u>235,935</u>
Net assets - beginning of year	<u>1,490,542</u>	<u>372,818</u>	<u>1,863,360</u>
Net assets - end of year	<u>\$ 1,771,737</u>	<u>\$ 327,558</u>	<u>\$ 2,099,295</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

*Statement of Functional Expenses
Year Ended December 31, 2021*

	<i>Supporting Services</i>			<i>Total</i>
	<i>Program Services</i>	<i>Management and General</i>	<i>Fundraising</i>	
Personnel costs:				
Salaries and wages	\$ 1,011,291	\$ 112,324	\$ 64,258	\$ 1,187,873
Employee benefits	88,324	33,722	138	122,184
Payroll taxes	106,451	20,924	1,916	129,291
Total personnel costs	<u>1,206,066</u>	<u>166,970</u>	<u>66,312</u>	<u>1,439,348</u>
Affiliated fair share fees and other dues	20,246	1,709	11,343	33,298
Bad debt	-	12,582	-	12,582
Contract services	124,441	119,587	-	244,028
Depreciation	75,625	3,980	-	79,605
Field trip admissions and supplies	1,008	4,094	-	5,102
Field trip travel	8,699	1,229	157	10,085
Insurance	35,850	11,950	-	47,800
Interest	-	6,986	-	6,986
IT and software services	35,905	35,905	2,094	73,904
Miscellaneous	-	4,121	-	4,121
Occupancy	48,913	92,805	-	141,718
Postage	900	1,799	-	2,699
Promotion and printing	22,743	4,494	5,259	32,496
Small equipment	18,469	4,050	-	22,519
Supplies	48,057	24,002	2,159	74,218
Telephone	8,047	15,249	-	23,296
Total non-personnel costs	<u>448,903</u>	<u>344,542</u>	<u>21,012</u>	<u>814,457</u>
Total functional expenses	<u>\$ 1,654,969</u>	<u>\$ 511,512</u>	<u>\$ 87,324</u>	<u>\$ 2,253,805</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

*Statement of Functional Expenses
Year Ended December 31, 2020*

	<u>Supporting Services</u>			<u>Total</u>
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	
Personnel costs:				
Salaries and wages	\$ 1,002,325	\$ 144,095	\$ 58,065	\$ 1,204,485
Employee benefits	107,614	33,754	5,241	146,609
Payroll taxes	204,255	29,042	4,902	238,199
Total personnel costs	<u>1,314,194</u>	<u>206,891</u>	<u>68,208</u>	<u>1,589,293</u>
Affiliated fair share fees and other dues	24,538	5,646	5,160	35,344
Bad debt	-	21,159	-	21,159
Contract services	139,946	140,180	1,151	281,277
Depreciation	74,039	3,897	-	77,936
Field trip admissions and supplies	5,421	3,141	133	8,695
Field trip travel	9,051	3,141	125	12,317
Insurance	24,197	8,066	-	32,263
Interest	-	11,589	-	11,589
Miscellaneous	-	4,796	-	4,796
Occupancy	45,990	124,619	-	170,609
Postage	-	1,369	-	1,369
Program fees	9,761	-	-	9,761
Promotion and printing	13,029	1,659	3,402	18,090
Small equipment	7,280	5,098	-	12,378
Supplies	50,136	21,525	11,176	82,837
Telephone	7,616	15,546	-	23,162
Total non-personnel costs	<u>411,004</u>	<u>371,431</u>	<u>21,147</u>	<u>803,582</u>
Total functional expenses	<u>\$ 1,725,198</u>	<u>\$ 578,322</u>	<u>\$ 89,355</u>	<u>\$ 2,392,875</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

Statements of Cash Flows
Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
<i>Cash flows from operating activities:</i>		
Change in net assets	\$ 772,492	\$ 235,935
<i>Adjustments to reconcile the change in net assets to net cash provided by operating activities:</i>		
Depreciation	79,605	77,936
Loss on disposal of fixed assets	324	-
Bad debt expense	12,582	21,159
In-kind land lease contribution	(26,339)	-
Amortization and adjustment of promise-to-give receivable, land lease	2,686	2,686
<i>Changes in operating assets and liabilities:</i>		
Accounts receivable	(16,278)	24,689
Promises-to-give receivable	(28,905)	(9,322)
Contracts and grants receivable	(256,606)	14,010
Prepaid expenses	(7,596)	(5,928)
Accounts payable	(28,974)	63,719
Accrued compensation	4,417	(27,797)
Deferred revenue	52,697	(66,306)
	<u>560,105</u>	<u>330,781</u>
Net cash provided by operating activities		
<i>Cash flows from investing activities:</i>		
Purchase of investments	(117,607)	(214,811)
Purchase of property and equipment	(19,988)	(41,739)
Proceeds from sale of property and equipment	600	-
	<u>(136,995)</u>	<u>(256,550)</u>
Net cash used in investing activities		

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

Statements of Cash Flows - Continued
Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
<i>Cash flows from financing activities:</i>		
Principal payments on capital lease obligations	\$ (22,680)	\$ (18,751)
Principal payments on note payable	<u>(187,807)</u>	<u>(22,291)</u>
Net cash used in financing activities	<u>(210,487)</u>	<u>(41,042)</u>
<i>Net increase in cash and cash equivalents</i>	212,623	33,189
<i>Cash and cash equivalents, beginning of year</i>	<u>1,001,264</u>	<u>968,075</u>
<i>Cash and cash equivalents, end of year</i>	<u><u>\$ 1,213,887</u></u>	<u><u>\$ 1,001,264</u></u>
<i>Supplementary disclosures of cash flow information:</i>		
Interest paid	<u>\$ 6,986</u>	<u>\$ 11,589</u>
<i>Noncash investing and financing activities:</i>		
In-kind donations of services and use of facilities	<u>\$ 64,455</u>	<u>\$ 50,425</u>
Purchases through capital leases	<u>\$ 23,493</u>	<u>\$ 20,829</u>
Use of restricted cash for capital purchases	<u>\$ -</u>	<u>\$ 20,000</u>

See Notes to Financial Statements.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 1. Operations and Summary of Significant Accounting Policies

Nature of operations:

The San Luis Obispo County YMCA, Inc. (“the Association” or the “YMCA”) is a California non-profit corporation with a mission of developing the total person – spirit, mind, and body – through values based programs that build strong kids, strong families, and strong communities in San Luis Obispo County. Established in August of 1956, the Association offers programs which benefit a variety of audiences through education in the development of interpersonal skills, the exploration of personal interests, and the cultivation of values and skills which lead to positive behaviors.

Youth Development - These program focus areas include youth development programs, which are committed to nurturing the potential of every child and teen. The Association believes that all kids deserve the opportunity to discover who they are and what they can achieve. That is why the Association helps young people cultivate the values, skills and relationships that lead to positive behaviors, better health and educational achievement. The YMCA programs, such as teens, after school, day camps, and youth activities, offer a range of experiences that enrich cognitive, social, physical and emotional growth.

Healthy Living - In addition, the Association is an advocate for healthy lifestyles and well-being in order to bring families closer together, encourage good health and foster connections through fitness, sports, fun and shared interests. As a result, people in the community are receiving the support, guidance and resources they need to achieve greater health in spirit, mind and body. The Association’s membership and enterprise operations are aimed at providing adults and families with the support, guidance, and resources needed to achieve greater health. Members are provided with access to fitness facilities, classes, and a variety of other amenities.

As part of the mission, the Association’s programs are accessible, affordable and open to all faiths, backgrounds, abilities and income levels. The Association provides financial assistance to people who otherwise may not have been able to afford to participate. The Association is governed by an elected board of directors and officers responsible for the development of policies. The Chief Executive Officer and staff conduct the Association’s activities in accordance with board-established policy.

Basis of accounting:

The financial statements are presented on an accrual basis, which recognizes income when performance obligations are met, and expenses when incurred, and in accordance with accounting principles generally accepted in the United States of America.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Financial statement presentation and net assets:

To ensure the observance of limitations and restrictions placed on the use of resources, the accounts of the Association are maintained in accordance with the principles of fund accounting. The Association has presented its financial statements in accordance with generally accepted accounting principles for not-for profit organizations. Under this guidance, the Association is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions or with donor restrictions.

The Association reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or a 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.

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 (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets for a capital and operating reserve.

Net Assets With Donor Restrictions: Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed 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 can be perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

Public support:

All public support revenue is considered to be available for unrestricted use unless specifically restricted by the donor or the terms of a grant. Revenue from public support is recognized at the time an unconditional promise to give or transfer of assets is made.

Contributions: The Association receives contributions to support operating activities and capital projects. These contributions can be from individuals, foundations, corporations, or trusts. The Association records contributions receivable, net of allowances for estimated uncollectible amounts, when there is sufficient evidence in the form of verifiable documentation that an unconditional promise was received. Conditional gifts, with a measurable performance or other barrier and right of return, are not recognized until the conditions on which they depend are substantially met or explicitly waived by the donor. The Association discounts multi-year promises-to-give that are expected to be collected after one year using a risk adjusted discount rate, if that discount would be material.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Government grants and contracts: The Association receives grant and contract funding from various state and local governments to provide a variety of program services to the public based on specific requirements included in the agreement, including eligibility, procurement, reimbursement, curriculum, staffing and other requirements. These program services range from child care after school programs, camps, and family programs related programs. Such government grants and contracts are nonreciprocal transactions and include conditions stipulated by the government agencies and are, therefore, accounted for as conditional contributions. Public support is recognized as conditions are satisfied, primarily as expenses are incurred. Cash received on government grants and contracts prior to incurring allowable expenses are recorded as advances upon receipt.

Government grants and contracts receivable are recorded in contracts and grants receivables. All other contributions are recorded in promises-to-give receivables. The allowance for doubtful accounts is determined by the age of the balance, historical collection rates, and specific identification of uncollectible accounts. Uncollectible receivables are charged to the allowance. An expense is recorded at the time the allowance is adjusted.

In-kind contributions: The Association recognizes contributions of services received if such services: (a) create or enhance nonfinancial assets (b) require specialized skills (c) are provided by individuals possessing those skills, and (d) would typically need to be purchased if not contributed. Such amounts totaled \$16,989 and \$19,375, for the years ended December 31, 2021 and 2020, respectively.

The Association receives services from many volunteers who give significant amounts of their time to the programs of the Association. No amounts have been reflected for these types of donated services, as there is no objective basis available to measure the value of such services.

Contributions of assets other than cash are recorded at estimated fair value.

Revenue recognition:

The Association has multiple revenue streams that are accounted for as reciprocal exchange transactions including membership and program fees.

Because the Association's performance obligations relate to contracts with a duration of less than one year, the Association has elected to apply the optional exemption provided in the revenue recognition guidance, and, therefore, is not required to disclose the aggregate amount of the transaction price allocated to performance obligations that are unsatisfied or partially unsatisfied at the end of the reporting period. There are no incremental costs of obtaining a contract and no significant financing components.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Membership dues and program fees: Membership dues and program fees consist of amounts that families and individuals pay to participate in health, fitness, education and recreation activities and programs. Members join for varying lengths of time and may cancel with notice. Members generally pay a onetime joining fee plus monthly dues in advance. Memberships provide use of the recreation facilities, access to free classes, programs and activities, and discounts to fee-based programs. The Association offers a variety of programs including family, child care, day camp, resident camp, teen, scholastic, fitness, aquatics, and other services. Fee-based programs are available to the public. Program fees for short duration programs of two months or less, such as youth sports programs, are typically paid in advance at the time of registration. Program fees for longer duration programs, such as fee-based childcare, are usually paid monthly in advance. Cancellation provisions vary by program, but most transactions are cancellable with written notice. Refunds may be available for services not provided. Financial assistance is available to members and program participants. Such financial assistance is reflected as a reduction of gross membership dues and program fees.

Membership dues and program fees are recognized ratably over the period the membership or program service is provided on a straight-line basis in an amount that reflects the consideration the Association expects to be entitled to in exchange for those services. All the Association's revenue from contracts with customers are from performance obligations satisfied over time. Prices are specific to a distinct performance obligation and do not consist of multiple transactions. Membership joining fees are recognized at the time of sign up, primarily due to the fact that they are non-refundable, orientation services are provided upfront, and members can cancel at any time with a month's notice.

Membership dues and program fees paid to the Association in advance represent contract liabilities and are recorded as other deferred revenue. Amounts billed but unpaid are contract assets and recorded as accounts receivable.

Use of donated facilities:

In some cases, nominal or no rents are paid by the Association under the terms of various agreements with local municipalities for programs such as after school care, teen centers, and day camps. These agreements require the Association to fulfill certain conditions annually. The Association recognizes in-kind contribution revenue and a corresponding expense in an amount approximating the annual estimated fair-value rental of the properties. The fair value of donated facilities is determined based on the amount of rent charged for comparative facilities in the area. Such amounts totaled \$47,466 and \$31,050 for the years ended December 31, 2021 and 2020, respectively.

Financial assistance and scholarships:

The Association awards scholarships to deserving individuals, families, and groups to enable them to participate in the programs and use the facilities. These scholarships are awarded based upon financial need and are provided by a fee reduction. Total revenue is reported net of scholarships awarded.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Use of estimates:

The preparation of the financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates, and those differences could be material.

Fair value measurements:

The Fair Value Measurements topic of the FASB *ASC*, 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 are described below:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Association has the ability to access.

Level 2 – Inputs to the valuation methodology include:

- 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 by other means.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset 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 are descriptions of the recurring valuation methods and assumptions used by the Association to estimate the fair values of certain financial instruments:

Cash and cash equivalents: Fair values of money market funds are estimated to approximate deposit account balances, payable on demand, as no discounts for credit quality or liquidity were determined to be applicable (considered Level 1).

Investments – certificates of deposit: Fixed income securities, including certificates of deposit, which are one to three years in duration. The fair values of these investments are readily marketable and are determined by obtaining quoted prices on a nationally recognized securities exchange or by using discounted cost, which approximates fair value (considered Level 1).

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

The donated services, assets, and use of facilities recorded by the Association have been recorded at fair values, based on management's estimate of fair value on a non-recurring basis from comparisons of similar assets or services or from the value as provided by the donor. This is considered Level 2 of the fair value hierarchy.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Association believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain donated services, assets and use of facilities could result in a different fair value measurement at the reporting date.

Cash and cash equivalents:

The Association considers cash equivalents to be all short-term securities purchased with a maturity of three months or less.

The Association maintains cash balances with financial institutions located in California. Accounts at these institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. As of December 31, 2021 and 2020, the Association held cash in financial institutions in excess of federally insured limits.

Cash balances held for long-term donor restricted purposes are shown as restricted cash on the balance sheet and are excluded from the definition of cash and cash equivalents.

Investments:

Investments are reported at fair value and are based primarily on quoted market prices or estimated fair value. Investments represent assets that have original maturities over 3 months and thus are not cash equivalents. Even though some of the certificates of deposits original maturity dates are beyond one year, the Association classifies the investments as available for sale and considered short-term for classification purposes.

Accounts receivable:

Accounts receivable consist primarily of non-interest bearing amounts due for program services. The Association's policy is to send all 90 day past due accounts three notices. After the third notice and a hard deadline in which either payment is received or a payment plan signed, the past due accounts are sent to collections, of which if paid, the Association will receive 50%. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance and credit to the receivable balance. In evaluating the collectability of individual receivable balances, the Association considers many factors, including the age of the balance, the customer's payment history, customer current credit worthiness, customer payment terms and current economic trends. The remaining balance is expected to be fully collectible within one year of the year end.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Promises-to-give receivable:

Promises-to-give receivables are recognized at fair market value as revenues in the period in which there is sufficient evidence in the form of verifiable documentation that an unconditional promise was received. Conditional promises are recognized when the conditions on which they depend are substantially met. Unconditional promises to give that are expected to be collected within one year are recorded at their net realizable value. Unconditional promises to give that are expected to be collected over periods in excess of one year are recorded at the present value of estimated cash flows beyond one year, or at net realizable value if not materially different from the present value. Amortization of the discount, if any, is included in donation revenue. The allowance for uncollectible amounts is estimated based upon historical collection rates and specific identification of uncollectible amounts.

Promise-to-give land lease receivable:

The promise to give and lease receivable is based on the 55-year land lease with the City of San Luis Obispo and represents donated use of facilities (See Note 10).

Contracts and grants receivable:

Contracts and grants receivable are mainly from governmental agencies. The Association has determined that an uncollectible allowance is not required, and the balance is expected to be fully collectible within one year of the year end.

Property and equipment:

Purchased property and equipment are stated at cost and donated assets are valued at their estimated fair value on the date donated. Property and equipment additions over \$1,000 are capitalized. All assets are depreciated over estimated useful lives on a straight line basis. Repairs and maintenance and small equipment purchases are expensed as incurred. Expenditures that significantly increase asset values or extend useful lives are capitalized. Upon retirement, sale or other disposition of property and equipment, the cost and accumulated depreciation are eliminated from the accounts and gains or losses are included on the statement of activities.

Estimated useful lives are as follows:

	<u><i>Years</i></u>
Building	50
Leasehold improvements	5 – 39
Furniture, fixtures and equipment	5 – 25
Website	5 – 10
Facility upgrades	5 – 39

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Compensated absences:

The Association allows full-time employees to receive compensation for vacation leave. The estimate related to compensated absences is based on vacation hours available and current pay rates. The obligation for compensated absences has been recorded to accrued compensation.

Income tax status:

The Association's activities are generally exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Franchise Tax Code. Since the Association is exempt from federal and state income tax liability, no provision is made for current or deferred income tax expense. The Association is not a private foundation. Management has determined that the Association is not subject to unrelated business income tax. Management is not aware of any transactions that would impact the Association's tax-exempt status.

For the years ended December 31, 2021 and 2020, management of the Association is not aware of any material uncertain tax positions to be accounted for in the financial statements under the principles of the *Income Taxes* topic of the FASB (*ASC*). The Association recognizes interest and penalties, if any, related to unrecognized tax benefits in interest expense.

All tax exempt entities are subject to review and audit by federal, state and other applicable agencies. Such agencies may review the taxability of unrelated business income, or the qualification of the tax-exempt entity under the Internal Revenue Code and applicable state statutes.

Functional expense allocations:

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses that can be identified with a specific program or supporting service are charged directly to the program or supporting service. Expenses which apply to more than one functional category have been allocated based on estimates made by management.

Advertising:

The Association expenses advertising costs as incurred. Promotion and printing expense for the year ended December 31, 2021 and 2020 was \$32,497 and \$18,090, respectively.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Recent accounting pronouncements:

The FASB issued ASU 2016-02, *Leases (Topic 842)*. This new standard amends a number of aspects of lease accounting, including requiring lessees to recognize operating leases with a term greater than one year on their balance sheet as a right-of-use asset and corresponding lease liability, measured at the present value of the lease payments. The new standard is now effective for private companies for fiscal years beginning after December 15, 2021, which means that it will be effective for the Association for the year beginning January 1, 2022. The new standard is required to be adopted using a modified retrospective approach. Management will be evaluating the potential impact of the new guidance and is currently uncertain what impact the pronouncement will have on the financial statements, if any.

Note 2. Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

Cash and cash equivalents	\$ 1,213,887
Investments - certificates of deposit	532,631
Accounts receivable	25,461
Promises-to-give receivable	100,073
Contracts and grants receivable	271,356
	<u>\$ 2,143,408</u>

Occasionally, the Board approves a portion of excess cash to be held in money market accounts and total \$431,067 as of December 31, 2021, and is included in cash and cash equivalents above. Also, management invests cash in excess of daily requirements into investments - certificates of deposit. As part of the Association's liquidity management, financial assets are structured to be available as its general expenditures, liabilities and other obligations come due. Currently, cash in excess of daily requirements is currently invested in money market accounts (cash equivalents) or investments (certificates of deposit). To help manage unanticipated liquidity needs, the Association has a line of credit (see Note 6), which it could draw upon. In addition, the Association has an over-draft protection (see Note 6), which it could draw upon.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 3. Promises-to-Give Receivable

Unconditional promises-to-give receivable at December 31, 2021 and 2020 are estimated to be collected as follows:

	<u>2021</u>	<u>2020</u>
Expected to be collected within one year	\$ 113,223	\$ 72,567
Expected to be collected in one to five years	20,000	40,000
Total promises-to-give	<u>133,223</u>	<u>112,567</u>
Less discount to present value at 0%	-	-
Less allowance for doubtful promises	<u>(13,150)</u>	<u>(8,817)</u>
Total promises-to-give, net	120,073	103,750
Less current portion	<u>(100,073)</u>	<u>(63,750)</u>
Total long-term promises-to-give receivable	<u>\$ 20,000</u>	<u>\$ 40,000</u>

Note 4. Property and Equipment

Major classes of property and equipment and accumulated depreciation are as follows at December 31, 2021 and 2020:

	<u>2021</u>	<u>2020</u>
Building	\$ 669,856	\$ 669,856
Leasehold improvements	518,654	518,654
Furniture, fixtures and equipment	358,533	345,005
Website	26,799	18,160
Facility upgrades	524,107	524,107
Construction in progress	<u>22,494</u>	<u>15,689</u>
	2,120,443	2,091,471
Less accumulated depreciation	<u>(1,195,380)</u>	<u>(1,129,360)</u>
Total property and equipment	<u>\$ 925,063</u>	<u>\$ 962,111</u>

Depreciation expense for the years ended December 31, 2021 and 2020 was \$79,605 and \$77,936, respectively.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 5. Deferred Revenue

At December 31, 2021 and 2020, deferred revenue consists of the following:

	<u>2021</u>	<u>2020</u>
Events and miscellaneous	\$ 2,266	\$ 8,983
Membership	15,629	7,498
Program	79,899	28,616
Total deferred revenue	<u>\$ 97,794</u>	<u>\$ 45,097</u>

Note 6. Line of Credit and Overdraft Protection

During the years ended December 31, 2021 and 2020, the Association had an overdraft protection agreement with Mechanics Bank. The agreement allows for borrowings up to \$50,000 with a maturity date of September 15, 2043. Interest accrues at the Wall Street Journal Prime Rate (3.25% at December 31, 2021 and 2020) plus 3%. There was no outstanding balance as of December 31, 2021 and 2020. The agreement is unsecured.

During the years ended December 31, 2021 and 2020, the Association had a revolving line of credit with Mechanics Bank. The agreement allows for borrowings up to \$200,000 with a maturity date of June 25, 2022. The interest rate is at the bank's index rate plus a margin of 2.25%, with a minimum interest rate of 4.00%. The line of credit is collateralized by assets of the Association. At December 31, 2021 and 2020, the interest rate was 5.75%. There was no outstanding balance as of December 31, 2021 and 2020.

Note 7. Capital Lease Obligations

The Association leases fitness equipment under capital lease obligations. The capital lease obligations have been recorded in the accompanying financial statements at the present value of future minimum lease payments. The cost of assets acquired under the outstanding capital leases totaled \$77,600 and \$54,108 at December 31, 2021 and 2020, respectively. Accumulated depreciation on assets under the capital lease totaled \$38,131 and \$23,786 at December 31, 2021 and 2020, respectively. Depreciation expense on assets recorded under the capital lease totaled \$14,345 and \$10,474 for both years ended December 31, 2021 and 2020, respectively.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Capital lease obligations consist of the following at December 31, 2021 and 2020:

	2021	2020
Jules & Associates, 9.05% implicit rate of interest at time of signing, payable in 36 monthly installments of \$693, due March 31, 2024.	\$ 18,780	\$ -
Jules & Associates, 4.13% implicit rate of interest at time of signing, payable in 60 monthly installments of \$626, due November 30, 2022.	6,624	13,705
Jules & Associates, 11.03% implicit rate of interest at time of signing, payable in 24 monthly installments of \$971, due January 31, 2022.	962	11,848
	26,366	25,553
Less current maturities	(14,479)	(17,967)
Total capital lease obligation, less current maturities	\$ 11,887	\$ 7,586

At December 31, 2021, future minimum lease payments under the capital lease obligations and the net present value of the future minimum lease payments are as follows:

<u>Years Ending</u> <u>December 31,</u>	
2022	\$ 16,170
2023	8,311
2024	4,427
Total future minimum lease payments	28,908
Less amount representing interest	(2,542)
Present value of future minimum lease payments	\$ 26,366

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 8. Note Payable

Note payable consists of the following at December 31, 2021 and 2020:

	<u>2021</u>	<u>2020</u>
Mortgage payable, collateralized by building, with a fixed interest rate of 5.00% (changed to 4.5%, effective December 2019), payable in 180 monthly installments of \$2,656, paid off June 22, 2021.	\$ -	\$ 187,807
Less current maturities	-	(23,435)
Total note payable, less current maturities	<u>\$ -</u>	<u>\$ 164,372</u>

Note 9. Grant Requirements

The Association receives funds through grants from various local and state governmental agencies. The afterschool government contracts are awarded to the school districts and the Association is a subcontractor to the school districts. Grants are subject to audit by the corresponding oversight agency as to allowable costs paid with governmental funds and as to the share of costs contributed by the Association.

Note 10. Commitments and Contingencies

Employment related claims:

The Association is subject to employment related claims, such as workers compensation claims. Management believes that any current claims will be covered by insurance and does not anticipate any out of pocket costs beyond the insurance deductibles, if any.

Operating leases:

The Association leases childcare and youth facilities under annual agreements. The payments or donated use of facilities related to these agreements are recorded as a component of occupancy expense.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

The Association leases the land under the footprint of the main facilities building that is owned by the Association from the City of San Luis Obispo for a basic minimum annual rent of \$1. The land lease has an original term of 55 years and was originally executed as of December 31, 1977 (expires February 28, 2033). In 2021, the land lease was extended an additional 17 years through February 2050. In 2012, the land lease was valued using an appraisal performed by an independent firm, which was based on factors such as the subject's size, location, and zoning. The appraisal also considered the current economic rent of several comparable ground leases and consultations with leasing agents and brokers. The original contribution was recorded as donor restricted, due to the time restriction. In 2021, an additional donor restricted contribution was recorded based on the estimated value of the additional 17 years. As the time restrictions are met, an amount is reclassified on the statement of activities and changes in net assets as net assets released from restrictions. The rent expense related to this land lease for both years ended December 31, 2021 and 2020 was \$2,686. The promise to give land lease receivable balance related to this land lease was \$56,333 and \$32,680 as of December 31, 2021 and 2020, respectively, and is expected to be collected through use of the land as follows:

	<u>2021</u>	<u>2020</u>
Within one year	\$ 2,000	\$ 2,686
In one to five years	8,000	13,430
Thereafter	46,333	16,564
Total land lease receivable	<u>\$ 56,333</u>	<u>\$ 32,680</u>

The Association has multiple equipment leases, which are classified as operating leases. Rent expense relating to the leases was \$5,112 for both years ended December 31, 2021 and 2020. Future minimum lease payments under long-term equipment lease agreements as of December 31, 2021 are as follows:

<u>Years Ending</u> <u>December 31,</u>	
2022	\$ 5,112
2023	1,711
2024	116
	<u>\$ 6,939</u>

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 11. Net Assets with Donor Restrictions

As of December 31, 2021 and 2020, net assets with donor restrictions are restricted for the following purposes or periods:

	<u>2021</u>	<u>2020</u>
Subject to expenditure for specified purpose:		
Youth development	\$ 100,090	\$ 114,589
Capital fund (included in promises-to-give)	95,000	95,000
Youth development-food and fun program	-	3,500
Youth development-basketball	-	5,000
Emotional and social support	15,248	-
REACH mentoring	2,000	-
IT project	5,000	-
Operational costs	69,103	76,789
	<u>286,441</u>	<u>294,878</u>
Subject to the passage of time:		
Promise-to-give - land lease unavailable until time passes	56,333	32,680
	<u>\$ 342,774</u>	<u>\$ 327,558</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows for the years ended December 31, 2021 and 2020:

	<u>2021</u>	<u>2020</u>
Expiration of time restrictions	\$ 2,686	\$ 2,686
Satisfaction of purpose restrictions		
Youth development	57,000	51,394
Capital fund	-	70,000
Emotional and social support	2,500	-
Youth development-food and fun program	3,500	26,803
Youth development-basketball	5,000	4,500
After school child care	-	7,000
Operational costs	82,425	134,979
	<u>\$ 153,111</u>	<u>\$ 297,362</u>

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 12. Functionalized Expenses – Methods used for Allocations

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include insurance, depreciation, contract services, promotion and publication, salaries, benefits, and payroll taxes, which are allocated on the basis of estimates of time and effort. Most expenses are directly tracked by program or function.

Note 13. Retirement Plan

The Association participates in the YMCA Retirement Fund Retirement Plan, since July 1, 1988, which is a defined contribution, money purchase, church plan that is intended to satisfy the qualification requirements of Section 401(a) of the Internal Revenue Code of 1986, as amended and The YMCA Retirement Fund Tax-Deferred Savings Plan which is a retirement income account plan as defined in section 403(b)(9) of the code. Both Plans are sponsored by The Young Men's Christian Association Retirement Fund (Fund). The Fund is a not-for-profit, tax-exempt pension fund incorporated in the State of New York (1922) organized and operated for the purpose of providing retirement and other benefits for employees of YMCAs throughout the United States. The plans are operated as church pension plans. Participation is available to all duly organized and reorganized YMCAs and their eligible employees. As a defined contribution plan, the Retirement Plan and Tax-Deferred Savings Plan have no unfunded benefit obligations.

Contributions under the defined contribution plan are paid jointly by the participating employees and the Association, with 1% paid by the employees through payroll deductions and 7% (effective in 2020) paid by the Association. Qualified participants are employees who are at least age twenty-one and who have completed 1,000 hours of service in each of two 12-month periods. Total retirement plan contributions for the years ended December 31, 2021 and 2020 was \$44,807 and \$45,808, respectively, and the retirement payable balance was \$13,751 and \$3,864 at December 31, 2021 and 2020, respectively.

The Association also maintains a tax deferred savings plan covering all eligible employees. The plan includes a deferred arrangement under section 403(b) of the Internal Revenue Code. The elective contributions to the 403(b) portion of the plan are funded by salary reductions of the participants. The Association did not make any contributions to the plan for the years ended December 31, 2021 and 2020.

Note 14. Related Party Transactions

The Association has a relationship with the YMCA of the USA, the national affiliate to which they are required to remit a 1.75% fair share portion of their revenues based on certain criteria. The Association is also required to pay a fee to the California State Alliance of YMCAs. The YMCA of the USA payable balance at December 31, 2021 and 2020 was \$1,244 and \$5,663, respectively. The total related party expense to national and state YMCA affiliated organizations for the years ended December 31, 2021 and 2020 was \$31,245 and \$33,231, respectively.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

The Association receives donations from board members, who are considered related parties to the Association. The Association also holds cash accounts at a bank, in which an executive at the bank is a board member.

Note 15. Concentrations

A significant portion of the Association's revenues and contracts and grants receivable consists of State of California and local government grants and contracts. These revenues and grants are earned by the Association based on its services to clients in San Luis Obispo County. For the years ended December 31, 2021 and 2020, the Association's total public support and revenue provided by government contracts was approximately 50% and 36%, respectively.

Note 16. Financial Assistance Provided

The Association provides financial assistance, through contributions and other fundraising, to help defray the costs of membership and program and other fees for individuals with need. Membership dues and program fees are recorded net of such assistance in the accompanying statements of activities. Such amounts were as follows for the years ended December 31:

	<u>2021</u>	<u>2020</u>
Membership dues	\$ 418,950	\$ 480,478
Less financial assistance provided	(3,870)	(5,105)
Membership dues, net	<u>\$ 415,080</u>	<u>\$ 475,373</u>
Program fees	\$ 1,363,978	\$ 1,023,334
Less financial assistance provided	(56,377)	(19,053)
Program fees, net	<u>\$ 1,307,601</u>	<u>\$ 1,004,281</u>

Note 17. Payroll Protection Program Funds and COVID-19 Impact

In April 2020, the YMCA was granted a loan (the Loan) under the Paycheck Protection Program (PPP) of the CARES Act, in the aggregate amount of \$410,600. Under the terms of the PPP, certain amounts of the Loan may be forgiven if they are used for qualifying expenses as described in the CARES Act. In April 2021, the YMCA was given official forgiveness of the loan amount, as the funds were used for qualifying expenses. Since the funds were used for qualifying expenses, the YMCA is accounting for the loan as a government grant under the PPP, under the accounting guidance.

In February 2021, the YMCA was granted a second loan under the PPP of the CARES Act, in the aggregate amount of \$410,645. In October 2021, the YMCA was given official forgiveness of the loan amount, as the funds were used for qualifying expenses. Since the funds were used for qualifying expenses, the YMCA is accounting for the loan as a government grant under the PPP, under the accounting guidance.

San Luis Obispo County YMCA, Inc.

Notes to Financial Statements

Note 18. Subsequent Events

In January 2022, San Luis Obispo County YMCA, Inc. entered into a management agreement with Channel Islands YMCA, Inc. The agreement allows for the sharing of management, governance, operations, human resources, risk management, financial development, and fiscal management services to improve the operational management and structure at San Luis Obispo County YMCA, Inc. The fees for these services, which will be paid by San Luis Obispo County YMCA, Inc. to Channel Islands YMCA, Inc. on a monthly basis, are set at \$13,770.

The date to which events occurring after December 31, 2021 have been evaluated for possible adjustment to the financial statements or disclosure is May 17, 2022, which is the date on which the financial statements were available to be issued.



Independent Auditors' Report on the Supplementary Information

To the Board of Directors
San Luis Obispo County YMCA, Inc.
San Luis Obispo, California

We have audited the financial statements of San Luis Obispo County YMCA, Inc. as of and for the years ended December 31, 2021 and 2020, and our report thereon dated May 17, 2022 which contained an unmodified opinion on those financial statements, appears on pages one and two. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole.

The schedules of program service expenses on pages 30 and 31 are 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.

Caliber Audit & Attest, LLP

San Luis Obispo, California
May 17, 2022

San Luis Obispo County YMCA, Inc.

*Schedule of Program Service Expenses
Year Ended December 31, 2021*

	<i>Youth Development</i>				<i>Healthy Living</i>	<i>Total</i>
	<i>Teens</i>	<i>After School</i>	<i>Day Camp</i>	<i>Youth Activities</i>	<i>Membership</i>	
Personnel costs:						
Salaries and wages	\$ 1,557	\$ 348,454	\$ 336,481	\$ 56,234	\$ 268,564	\$ 1,011,290
Employee benefits	27	28,487	31,434	8,943	19,433	88,324
Payroll taxes	17	38,119	34,416	5,858	28,041	106,451
Total personnel costs	<u>1,601</u>	<u>415,060</u>	<u>402,331</u>	<u>71,035</u>	<u>316,038</u>	<u>1,206,065</u>
Affiliated fair share fees and other dues	-	1,807	12,031	1,863	4,546	20,247
Contract services	97	30,549	54,506	8,700	30,589	124,441
Depreciation	62	16,971	34,469	5,501	18,622	75,625
Field trip admissions and supplies	-	-	516	170	322	1,008
Field trip travel	18	5,305	3,042	323	11	8,699
Insurance	29	8,045	16,340	2,608	8,828	35,850
IT and software services	29	8,057	16,365	2,612	8,842	35,905
Occupancy	-	255	9,632	5,485	33,540	48,912
Postage	-	-	-	-	900	900
Promotion and printing	4	1,126	2,239	327	19,048	22,744
Small equipment	-	3,594	1,927	15	12,933	18,469
Supplies	659	18,161	21,650	1,642	5,945	48,057
Telephone	-	4,345	1,450	500	1,752	8,047
Total non-personnel costs	<u>898</u>	<u>98,215</u>	<u>174,167</u>	<u>29,746</u>	<u>145,878</u>	<u>448,904</u>
Total program service expenses	<u>\$ 2,499</u>	<u>\$ 513,275</u>	<u>\$ 576,498</u>	<u>\$ 100,781</u>	<u>\$ 461,916</u>	<u>\$ 1,654,969</u>

San Luis Obispo County YMCA, Inc.

*Schedule of Program Service Expenses
Year Ended December 31, 2020*

	<i>Youth Development</i>				<i>Healthy Living</i>	<i>Total</i>
	<i>Teens</i>	<i>After School</i>	<i>Day Camp</i>	<i>Youth Activities</i>	<i>Membership</i>	
Personnel costs:						
Salaries and wages	\$ 2,210	\$ 315,917	\$ 356,259	\$ 71,626	\$ 256,313	\$ 1,002,325
Employee benefits	251	55,068	15,773	9,751	26,771	107,614
Payroll taxes	156	69,547	66,475	15,284	52,793	204,255
Total personnel costs	<u>2,617</u>	<u>440,532</u>	<u>438,507</u>	<u>96,661</u>	<u>335,877</u>	<u>1,314,194</u>
Affiliated fair share fees and other dues	27	6,013	9,842	1,635	7,021	24,538
Contract services	64	39,680	52,777	9,495	37,930	139,946
Depreciation	126	20,941	27,875	5,126	19,971	74,039
Field trip admissions and supplies	-	865	3,300	484	772	5,421
Field trip travel	9	4,252	3,860	930	-	9,051
Insurance	41	6,844	9,110	1,675	6,527	24,197
Occupancy	-	9,280	9,002	8,197	19,511	45,990
Postage	-	-	-	-	-	-
Program fees	-	-	-	9,761	-	9,761
Promotion and printing	3	384	705	115	11,822	13,029
Small equipment	-	1,463	1,801	90	3,926	7,280
Supplies	531	9,878	13,943	20,941	4,843	50,136
Telephone	-	4,347	1,605	789	875	7,616
Total non-personnel costs	<u>801</u>	<u>103,947</u>	<u>133,820</u>	<u>59,238</u>	<u>113,198</u>	<u>411,004</u>
Total program service expenses	<u>\$ 3,418</u>	<u>\$ 544,479</u>	<u>\$ 572,327</u>	<u>\$ 155,899</u>	<u>\$ 449,075</u>	<u>\$ 1,725,198</u>