Vista Center for the Blind and Visually Impaired

Financial Statements

June 30, 2023
(With Comparative Totals for 2022)

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Vista Center for the Blind and Visually Impaired
Palo Alto, California

Opinion

We have audited the accompanying financial statements of Vista Center for the Blind and Visually Impaired (a California nonprofit corporation) (the "Organization"), which comprise the statement of financial position as of June 30, 2023, and the related statements of activities, functional expenses, and cash flows 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 Vista Center for the Blind and Visually Impaired as of June 30, 2023, and the changes in its 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 Vista Center for the Blind and Visually Impaired 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.

Change in Accounting Principle

As described in Note 2 to the financial statements, the Organization has adopted ASU 2016-14, *Leases*. Our opinion is not modified with respect to that matter.

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 Vista Center for the Blind and Visually Impaired'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 Vista Center for the Blind and Visually Impaired'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 Vista Center for the Blind and Visually Impaired'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 Vista Center for the Blind and Visually Impaired's 2022 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 14, 2023. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Armanino LLP

Armanino LLP
San Jose, California

January 12, 2024

Vista Center for the Blind and Visually Impaired
Statement of Financial Position
June 30, 2023
(With Comparative Totals for 2022)

	2023	2022
ASSETS		
Cash and cash equivalents	$ 1,028,724	$ 273,664
Investments	36,801	380,776
Accounts receivable, net	262,447	235,836
Grants receivable	50,925	59,307
Pledges receivable	16,500	20,800
Inventory	48,211	57,100
Prepaid expenses	86,516	744,691
Right-of-use assets, net	3,049,815	-
Property, equipment and leasehold improvements, net	5,225,838	5,305,848
Endowment investments	3,758,726	3,531,347
Total assets	$ 13,564,503	$ 10,609,369
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued liabilities	$ 352,630	$ 221,680
Deferred rent	-	123,588
Operating lease liability	2,586,104	-
Total liabilities	2,938,734	345,268
Net assets		
Without donor restrictions		
Undesignated	1,534,820	1,287,955
Investment in property, equipment and leasehold improvements	5,225,838	5,305,848
Total without donor restrictions	6,760,658	6,593,803
With donor restrictions		
Restricted to passage of time	-	1,691
Restricted for a specified purpose	106,385	137,260
Unappropriated earnings on endowment	1,077,198	849,819
Perpetual endowment	2,681,528	2,681,528
Total with donor restrictions	3,865,111	3,670,298
Total net assets	10,625,769	10,264,101
Total liabilities and net assets	$ 13,564,503	$ 10,609,369

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

Vista Center for the Blind and Visually Impaired
Statement of Activities
For the Year Ended June 30, 2023
(With Comparative Totals for 2022)

	Without Donor Restrictions	With Donor Restrictions	2023 Total	2022 Total
Support and revenue				
Contributions and grants	$ 1,216,170	$ 110,000	$ 1,326,170	$ 1,033,019
Employee retention credit revenue	861,615	-	861,615	-
Program service fees	816,223	-	816,223	768,580
Government grants	580,873	-	580,873	401,796
Investment income (loss), net	126,998	360,177	487,175	(758,505)
Fundraising events, net	217,736	-	217,736	444,112
Individual fees and services	32,322	-	32,322	25,715
Rental income	20,785	-	20,785	12,000
Merchandise sales, net	9,623	-	9,623	38,919
In-kind contributions	1,026	-	1,026	-
Miscellaneous income	-	-	-	109
Net assets released from restriction	275,364	(275,364)	-	-
Total support, revenue and net assets released from restriction	4,158,735	194,813	4,353,548	1,965,745
Functional expenses				
Program services	3,259,197	-	3,259,197	2,791,740
Support services				
Management and general	458,545	-	458,545	351,115
Fundraising	274,138	-	274,138	411,050
Total support services	732,683	-	732,683	762,165
Total functional expenses	3,991,880	-	3,991,880	3,553,905
Change in net assets	166,855	194,813	361,668	(1,588,160)
Net assets, beginning of year	6,593,803	3,670,298	10,264,101	11,852,261
Net assets, end of year	$ 6,760,658	$ 3,865,111	$ 10,625,769	$ 10,264,101

Vista Center for the Blind and Visually Impaired
Statement of Functional Expenses
For the Year Ended June 30, 2023
(With Comparative Totals for 2022)

		Support Services			
	Program Services	Management and General	Fundraising	2023 Total	2022 Total
Salaries and related expenses					
Salaries and wages	$ 1,825,365	$ 179,693	$ 137,483	$ 2,142,541	$ 2,028,081
Employee benefits	193,978	48,479	19,103	261,560	237,332
Payroll taxes	137,841	10,518	9,606	157,965	146,160
Total salaries and related expenses	2,157,184	238,690	166,192	2,562,066	2,411,573
Facilities expense	304,391	81,920	8,765	395,076	377,624
Professional services	252,786	82,180	23,216	358,182	220,574
Office expenses and supplies	184,190	18,415	16,361	218,966	221,031
Expenses from fundraising events	-	-	164,021	164,021	33,182
Depreciation and amortization	106,696	11,448	3,510	121,654	125,594
Bad debts	80,000	-	-	80,000	18,739
Employee related expenses	60,193	17,887	186	78,266	59,503
Marketing and promotion	24,691	3,232	50,078	78,001	38,506
Other	41,520	-	-	41,520	31,069
Scholarship aids and exams	32,281	-	-	32,281	34,382
Miscellaneous	14,711	3,279	5,600	23,590	13,711
Meals, meetings and conferences	-	1,465	207	1,672	905
Vehicle costs	554	29	23	606	694
Less: expenses included with revenue on the statement of activities	-	-	(164,021)	(164,021)	(33,182)
	$ 3,259,197	$ 458,545	$ 274,138	$ 3,991,880	$ 3,553,905
Percentage of total	81 %	12 %	7 %	100 %	

Vista Center for the Blind and Visually Impaired
Statement of Cash Flows
For the Year Ended June 30, 2023
(With Comparative Totals for 2022)

	2023	2022
Cash flows from operating activities		
Change in net assets	$ 361,668	$ (1,588,160)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation and amortization	121,654	125,594
Amortization of right-of-use asset	187,150	-
Amortization of prepaid rent	-	66,667
Net realized and unrealized (gain) loss on investments	(415,914)	815,479
Provision for bad debt	80,000	18,739
Changes in operating assets and liabilities		
Accounts receivable	(106,611)	(138,120)
Grants receivable	8,382	(11,056)
Pledges receivable	4,300	11,004
Inventory	8,889	(9,964)
Prepaid expenses	658,175	(22,183)
Accounts payable and accrued liabilities	130,951	(16,460)
Deferred rent	(123,588)	15,562
Operating lease liability	(650,861)	-
Net cash provided by (used in) operating activities	264,195	(732,898)
Cash flows from investing activities		
Proceeds from sale of investments	600,000	800,913
Purchase of property, equipment and leasehold improvements	(41,644)	(8,630)
Purchases of investments	(67,491)	(56,894)
Net cash provided by investing activities	490,865	735,389
Net increase in cash and cash equivalents	755,060	2,491
Cash and cash equivalents, beginning of year	273,664	271,173
Cash and cash equivalents, end of year	$ 1,028,724	$ 273,664

Supplemental schedule of noncash investing and financing activities

Acquisition of right-of-use asset through operating lease liability	$ 3,236,965	$ -

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

Vista Center for the Blind and Visually Impaired
Notes to Financial Statements
June 30, 2023
(With Comparative Totals for 2022)

1. NATURE OF OPERATIONS

Vista Center for the Blind and Visually Impaired ("Vista Center" or the "Organization") is a California nonprofit corporation chartered on February 21, 1945. Its purpose is to provide vision loss rehabilitation programs for clients in Santa Clara, San Mateo, San Benito and Santa Cruz counties with severe vision loss, including evaluation, counseling, education and training. The Organization's primary source of support and revenue is from contributions and program service fees. During the year ended June 30, 2023, Vista Center served more than 3,500 clients and their families throughout four counties in Northern California.

On November 19, 2018, Santa Clara Valley Blind Center, Inc. ("the Blind Center") merged into Vista Center to operate as one organization to better provide services to those with vision loss in the San Jose Metropolitan Area. As a combined entity, Vista Center gained new and unique programs serving the visually impaired and space for capacity building.

In July 2022, Vista Center acquired Braille Transcription Project (the "BTP"), a California nonprofit corporation. The BTP is now a subsidiary of Vista Center and they continue the BTP transcription service offering to the community.

Program services are as follows:

- ***Safe and Healthy Living*** **- Without sight the most routine tasks can seem insurmountable. The Safe and Healthy Living program assesses the individual needs of a client and develops a customized plan of action for teaching the skills that enable independence.**

  Social Services - Participants receive an overall assessment of their current situation and needs. Vista Center's social workers help individuals develop a rehabilitation plan, provide case management and keep the individual informed about programs, services and resources to support that person's independence.

  Orientation and Mobility - Vista Center's teachers work with clients on mastering activities such as cane use, crossing streets, using public transportation, walking with a guide dog and navigating everyday environments.

  Daily Living Skills - Training helps clients live safely and become more independent by learning safe cooking techniques, independent medication and health management, housekeeping, personal hygiene, money and paperwork management and adapting to everyday environments so clients can negotiate daily tasks.

  Counseling and Support Groups - Includes individual and/or group professional counseling. Sessions help clients adjust to living with a disability.

  The Health Library - An affiliate of The Stanford Health Library, offers a variety of scientifically-based medical information on vision loss and rehabilitation. Skilled volunteers can research medical topics for any blind or visually impaired person who requests assistance.

  Support for Vocational Services - Vista Center staff support visually impaired people who are working or returning to work with orientation to the job site, organizational skills, technology training and by linking them to community resources that provide job support.

1. NATURE OF OPERATIONS (continued)

The Store at Vista Center - Is stocked with a variety of products that can help people who are blind or visually impaired enjoy and lead more independent lives.

Volunteers - Vista Center's enthusiastic volunteers work directly with its clients filling a variety of needs. They also work in The Store at Vista Center, The Health Library or assist visually impaired staff members.

- ***Low Vision Services*** **- When someone is slowly losing sight, losing faith in one's ability to function independently becomes a real fear. By conducting evaluations, which result in recommendations and education to enhance the use of remaining vision, Vista Center's specially trained low vision optometrists provide devices, services and support that alleviate fear and restore hope.**

Low Vision Clinic - The individual's functional vision will be evaluated by Vista Center's low vision optometrist who will recommend adaptive equipment to assist in daily life activities. These adaptive aids can assist with reading, writing, watching television, seeing street signs and many other daily activities.

Lighting Evaluations and Contrast Training - Vista Center's occupational therapist will provide an evaluation to determine the best lighting for its clients' home environments and for completing a task. The use of contrast in client homes will also be demonstrated to make daily tasks easier.

Low Vision Aids and Devices Training - Appropriate magnifying devices and electronic equipment are demonstrated and recommended to allow the client to maximize the use of remaining vision.

Low Vision Expo - Event provides speakers from the ophthalmology community, the technology field and a variety of vendors demonstrating the latest in assistive technology and community resources.

- ***School and Youth Services*** **- Blind and visually impaired young people are no different from their sighted peers in their desire for opportunities to engage with others and make a difference in the world. The School and Youth Services Program provides them with the tools, strategies, confidence and courage to build the future that they dream of and that is possible.**

Family and Youth Activities - Planned events are scheduled throughout the year for a family day of fun! They enjoy amusement parks, visiting the zoo, going fishing, kayaking, ice skating and a whole lot more!

When I Grow Up - Offers the opportunity for blind or visually impaired youth to "see" their future possibilities by getting to know blind and visually impaired adults who have succeeded in a sighted world.

Teens Together Plus - Is a monthly support group for Vista Center's blind and visually impaired youth who are between the ages of 15 and 22 years old. It is an excellent opportunity to connect with peers, build social skills, receive emotional support and share information about technology and other areas of interest related to blindness.

1. NATURE OF OPERATIONS (continued)

Braille Challenge - Is a celebration of Braille literacy in the form of a contest among blind school children. The contestants are public and private school students in grades one through twelve. Winners participate in the National Braille Challenge sponsored by the Braille Institute.

Instruction in Schools - Teachers of the visually impaired are directly involved in the education and rehabilitation of blind children. The Organization contracts with numerous school districts to provide their blind education and rehabilitation services. The Organization's services include Orientation and Mobility, Technology for Youth, Teachers of the Visually Impaired and Assessment Services.

- ***Technology Program*** **- Vista Center's Technology Program, part of Safe and Healthy Living, is leading the way in bringing technology that was once only available to the sighted community to those who are blind or visually impaired. Vista Center's access technology specialists provide basic to advanced customized training to enrich, simplify, transform and open up new worlds to Vista Center's clients.**

Technology Lab Days - The Tech Lab is a free one-on-one session designed to demonstrate a variety of devices and help with selecting the best option in a supportive setting.

Technology User Group - These free meetings are scheduled once a month in Vista Center's Palo Alto and Santa Cruz offices. Learn from speakers from assistive technology companies and be in the know about what is new.

Assistive Technology Training - This is a one-on-one training session at Vista Center's Palo Alto office with Vista Center's technology specialist. Topics include using a personal computer with the latest assistive software including ZoomText, Magic, JAWS, MS Office with Assistive Technology and Internet Explorer with Assistive Technology. Individual instruction on the latest Apple IOS and Android devices is also available.

Concierge Training in Your Home - Vista Center offers individualized instruction in client homes, including a personalized assessment of client training needs and equipment, one-on-one instruction on client personal computers using assistive technology software and teaching clients how to use other devices effectively. Vista Center will help clients to select applications that suit their needs and offer training on them. Follow-up services are offered to verify that clients have mastered the skills they need.

Technology for Youth - Offering opportunities for youth to learn the latest assistive technology and applications, especially those being used in the classroom.

Visually Impaired Persons Technology Users Conference ("VIPTUC") is for those interested in learning about cutting edge technologies being incorporated in a variety of products, especially the latest smart phones and how that technology is being made accessible to those who are blind or visually impaired.

1. NATURE OF OPERATIONS (continued)

- ***Community Outreach*** **- Vista Center is committed to communicating its mission and how it can help all individuals in its service area who are experiencing vision loss, through a comprehensive community outreach program.**

  Community Outreach - Includes presentations and educational events targeted to specific groups including:

  - Medical referral sources, including MDs, ODs and medical groups
  - Community centers and civic organizations
  - Health fairs
  - Senior residences
  - Vista Center open house events and Low Vision Expos
  - Corporate employee presentations

  Classroom Outreach and Education - Vista Center's teachers provide education and outreach at K-12 schools to educate students about what vision loss is, how they can help someone who has vision loss and what they should do to take care of their own eye health. Students are offered the opportunity to become volunteers to help someone who is blind.

  Paratransit, Public Transit and Intersection Consulting - Municipal traffic departments and public transportation agencies contract with Vista Center to formally analyze street intersections for pedestrian safety and to make suggestions as to how they can be modified. Vista Center also analyzes bus and train embarkation points and advises on how they may be improved.

  Vista Center's Orientation and Mobility staff participates on county paratransit agency advisory boards to monitor trends and suggest service improvements.

  Professional Staff In-Services - are offered to cover a variety of topics including An Insight into Vision Loss, The Sighted Guide Experience, Essential Communication Strategies and Strategies for Coping with Significant Vision Loss. If an entity's staff works with or assists individuals who are blind or visually impaired, Vista Center can provide the training that is needed to promote a safe and respectful environment.

  Corporate Outreach - Vista Center provides expertise and resources to corporate partners for research and development purposes.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting and financial statement presentation

The financial statements of the Organization have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America ("GAAP"). Net assets and changes therein are classified as follows:

- *Net assets without donor restrictions* - are available for the various programs and the administration of the Organization. Net assets without donor restrictions include net assets invested in property, equipment and leasehold improvements. Board designated funds, when established by the Board of Directors, represent funds without donor restrictions which are to be used for future needs of the Organization. Net investment in property, equipment and leasehold improvements represents the carrying value of the property, equipment and leasehold improvements used in the operations of the Organization.
- *Net assets with donor restrictions* - consist of net assets subject to stipulations by donors and grantors, including the portion of donor-restricted endowment funds that are available for appropriation for expenditure by the Organization's Board of Directors. Amounts restricted by the donor, grantor or other outside party for a particular purpose or time period are reported as support and revenue when received and as net assets with donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restriction. Net assets with donor restrictions also include those assets which are subject to non-expiring donor restrictions, such as endowments.

Change in accounting principle

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standard Codification ("ASC") 842, *Leases* to increase transparency and comparability among organizations by requiring the recognition of right-of-use ("ROU") assets and lease liabilities on the balance sheet. Most prominent among the changes in the standard is the recognition of ROU assets and lease liabilities by lessees for those leases classified as operating leases. Under the standard, disclosures are required to meet the objective of enabling users of financial statements to assess the amount, timing and uncertainty of cash flows arising from leases.

The Organization adopted the standard effective July 1, 2022 and recognized and measured leases existing at, or entered into after, July 1, 2022 through cumulative effect adjustment, with certain practical expedients available. Lease disclosures for the year ended June 30, 2022 are made under prior lease guidance in FASB ASC 840.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Change in accounting principle (continued)

The Organization maintains a leases for its office space that is scheduled to expire in May 2032. The Organization intends to exercise the 5-year renewal option on the lease expiration date. As a result of the adoption of the new lease accounting guidance, the Organization recognized on July 1, 2022, a right-of-use asset of $3,236,965 and a lease liability of $2,704,988. The calculated lease liability was reduced by a lease prepayment of $1,000,000 that was paid when the lease was executed.

The standard had a material impact on the Organization's statement of financial position as of June 30, 2023, but did not have a material impact on the Organization's statement of activities, nor statement of cash flows for the year then ended. The most significant impact was the recognition of ROU assets and lease liabilities for operating leases on the statement of financial position as of June 30, 2023.

Use of 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 disclosure of contingent assets and liabilities, at the date of the financial statements, and the reported amounts of support, revenue and expenses during the reporting period. Actual results could differ from those estimates.

Uses of estimates include, but are not limited to, accounting for the acquired land and building, allowance for doubtful receivables, depreciation and amortization and the allocation of functional expenses.

Cash and cash equivalents

Cash and cash equivalents include highly liquid investments and investments with a maturity of three months or less. The Organization maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. Management believes it is not exposed to any significant risk on cash accounts.

Investments

Investments are stated at fair value in the statement of financial position based on quoted market prices provided by investment managers. Dividends and interest are accrued as earned and recorded as revenue without donor restrictions unless income is restricted by the donor. The unrealized gain or loss for the current period is reported as investment income or loss.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fair value measurements

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. 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, Level 2 and Level 3). Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access at the measurement date. An active market is a market in which transactions occur with sufficient frequency and volume to provide pricing information on an ongoing basis. Level 2 inputs are inputs other than quoted prices that are observable for the asset or liability, either directly or indirectly. Level 3 inputs are unobservable inputs for the asset or liability. Unobservable inputs reflect the Organization's own assumptions about what market participants would use in pricing the asset or liability (including assumptions about risk). Unobservable inputs are developed based on the best information available in the circumstances and may include the Organization's own data. Financial assets that are included in Level 3 investments include a privately held investment in a partnership interest.

Valuation techniques utilized during the reporting period in the fair value measurement of assets and liabilities presented on the Organization's statement of financial position were not changed from previous practice.

Accounts, grants and pledges receivable

Accounts, grants and pledges receivable represent amounts due from contractors, grantors and donors. The Organization uses the allowance method. An allowance for uncollectible accounts, grants and pledges receivable is provided based upon management's judgment of the amount collectible. The determination includes such factors as prior collection and type of receivable. The Organization has established an estimated reserve for bad debts in the amount of $80,000 at June 30, 2023 for certain aged accounts receivables. At June 30, 2022 all accounts receivable were deemed to be fully collectible and no allowance for doubtful accounts was considered necessary. All grant and pledge receivables were deemed collectible at June 30, 2023 and 2022.

Inventory

Inventory consists of low-vision aids and appliances used in the Organization's programs as well as held for sale to the public. These items are stated at the lower of cost or fair value.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Property, equipment and leasehold improvements

Property, equipment and leasehold improvements are recorded at cost or, if contributed, at the estimated fair value when donated. It is the Organization's policy to capitalize items costing more than $500. Depreciation and amortization is computed using the straight-line method over estimated useful lives, which range from five to fifteen years. Leasehold improvements are amortized over the shorter of the lease term or the estimated useful life of the property. Depreciation and amortization is recorded as a decrease in net assets without donor restrictions and the expense is charged to the activity benefiting from the use of the property, equipment or leasehold improvements.

Revenue recognition

The Organization generates revenue through programs and contract services, by providing vision services, various training, visual impairment classes to clients. The Organization follows the following steps to determine revenue recognition:

- Identifying the contract(s) with a customer,
- Identifying the performance obligations in the contract(s),
- Determining the transaction price,
- Allocating the transaction price to the performance obligations in the contract(s), and
- Recognizing revenue when, or as, the Organization satisfies a performance obligation.

The Organization recognizes revenue on the accrual basis of accounting. Contract revenue and program fees are recognized as revenue in the period in which the service is provided.

Contributions and grants

Contributions and grants are recognized when the donor makes a pledge to give that is, in substance, an unconditional promise. Contributions and grants are recorded as with or without donor restrictions depending on the nature of donor restrictions. Contributions and grants with donor restrictions are reported as increases in net assets with donor restrictions. When the restriction is met, the amount is shown as a reclassification of net assets with donor restrictions to net assets without donor restrictions.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributions and grants (continued)

Contributions and grants that are considered conditional promises to give which contain barriers and a right of return or right of release are not recognized until the conditions on which they depend are met, at which time, the gift is recognized as either grants and contributions support with or without donor restrictions. The Organization's programs are supported by grants from federal, state and local governments requiring services to be rendered to eligible individuals. The support generated from these programs is recorded as government grants in the statement of activities. These government grants meet the criteria to be classified as conditional contributions under GAAP revenue recognition for nonprofit organizations as they contain barriers related to incurrence of qualifying expenditures and a right of return or release. The Organization has elected a simultaneous release option to account for these grants. Therefore, they are recorded as government grants without donor restrictions upon satisfaction of the barriers. During the years ended June 30, 2023 and 2022, these conditions were met and revenue was recognized.

In-kind contributions

Contributed materials and equipment are reflected as contributions in the accompanying financial statements at their estimated fair value at date of receipt. Contributed services are reflected in the financial statements at the fair value of the services received. Contributions of services are recognized if the services received (a) create or enhance non-financial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. The Organization recognized in-kind contributions for goods and services during the year ended June 30, 2023 totaling $1,026. No in-kind contributions were received for the year ended June 30, 2022.

Income tax status

The Organization is a qualified organization exempt from federal and California income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code and 23701(d) of the State of California Revenue and Taxation Code. As such, the Organization qualifies for the maximum charitable contribution deduction by donors.

The Organization has evaluated its current tax positions and has concluded that as of June 30, 2023, the Organization does not have any significant uncertain tax positions for which a reserve would be necessary.

Functional expense allocation

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities and in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and support services benefited. Indirect salary expense allocation is based on individual employee estimated time spent by function. Other indirect cost allocations are based on salary expense or square footage.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Comparative financial information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class or functional expense categories. 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, 2022, from which the summarized information was derived.

Subsequent events

Subsequent events have been evaluated through January 12, 2024, which is the date the financial statements were available to be issued. The Organization has no subsequent event that would have a material impact on the presentation of the Organization's financial statements.

3. INVESTMENTS

The following table sets forth by level, within the fair value hierarchy, the Organization's investments at fair value as of June 30, 2023:

	Level 1	Level 2	Level 3	Fair Value
Dodge and Cox Balanced Fund	$ 1,661,100	$ -	$ -	$ 1,661,100
Harbor Capital Appreciation Fund	1,325,659	-	-	1,325,659
Harbor Bond Fund	747,406	-	-	747,406
Krupp Endowment Fund	-	-	24,943	24,943
Partnership interest	-	-	24,600	24,600
Dodge and Cox International Equity Fund	11,819	-	-	11,819
	$ 3,745,984	$ -	$ 49,543	$ 3,795,527

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(With Comparative Totals for 2022)

3. INVESTMENTS (continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's investments at fair value as of June 30, 2022:

	Level 1	Level 2	Level 3	Fair Value
Dodge and Cox Balanced Fund	$ 2,104,303	$ -	$ -	$ 2,104,303
Harbor Capital Appreciation Fund	1,000,349	-	-	1,000,349
Harbor Bond Fund	745,326	-	-	745,326
Partnership interest	-	-	26,175	26,175
Krupp Endowment Fund	-	-	24,943	24,943
Dodge and Cox International Equity Fund	11,027	-	-	11,027
	$ 3,861,005	$ -	$ 51,118	$ 3,912,123

Investment earnings and loses consisted of the following:

	2023	2022
Interest and dividends	$ 71,261	$ 56,974
Net realized and unrealized gain (loss) on investments	415,914	(815,479)
	$ 487,175	$ (758,505)

4. PROPERTY, EQUIPMENT AND LEASEHOLD IMPROVEMENTS

Property, equipment and leasehold improvements consisted of the following:

	2023	2022
Land	$ 4,100,000	$ 4,100,000
Building	472,769	472,830
Leasehold improvements	1,020,014	1,020,014
Furniture and fixtures	203,431	182,985
Computer equipment	116,419	111,676
Office equipment	106,086	101,153
Automobiles	20,499	20,499
	6,039,218	6,009,157
Accumulated depreciation and amortization	(813,380)	(703,309)
	$ 5,225,838	$ 5,305,848

Depreciation and amortization expense was $121,654 and $125,594 for the years ended June 30, 2023 and 2022, respectively.

4. PROPERTY, EQUIPMENT AND LEASEHOLD IMPROVEMENTS (continued)

The Organization acquired a building and land upon acquisition of the Blind Center during the year ended June 30, 2019 (see Note 1). The Organization's San Jose office operates from a building which, along with the land on which the building is located, was conditionally deeded to it in 1953. Under the terms of the conditional deed, the Organization may retain possession of the property so long as it is used primarily for the benefit of the visually and physically handicapped and in the event that the property is not so used, title to the land and building would revert to the donor. The Organization may not sell the property.

5. RIGHT-OF-USE ASSETS AND LIABILITIES

The Organization leases it's office space located in Palo Alto, California under a noncancelable lease agreement that expires in May 2032. The Organization intends to exercise the 5-year renewal option on the lease expiration date.

Right-of-use assets consisted of the following:

Operating lease ROU asset	$ 3,236,965
Accumulated amortization	(187,150)
	$ 3,049,815

Amortization of the right-of-use lease assets was $187,150 for the year ended June 30, 2023.

Future maturities of lease liabilities are as follows:

Year ending June 30,	
2024	$ 197,032
2025	201,722
2026	207,441
2027	212,881
2028	218,484
Thereafter	2,099,826
	3,137,386
Less: imputed interest	(551,282)
	$ 2,586,104

Lease costs for the year consisted of the following:

Operating lease costs	$ 260,320

5. RIGHT-OF-USE ASSETS AND LIABILITIES (continued)

The weighted-average lease terms and discount rates are as follows:

Weighted-average remaining lease term	13.8 years
Weighted-average discount rate	2.76 %

Rent expense on office space under existing lease agreements was $343,324 in 2022 and is included in facilities expense in the statement of functional expenses.

6. EMPLOYEE RETENTION CREDIT

The Coronavirus Aid, Relief, and Economic Security Act ("CARES Act"), as modified by the Consolidated Appropriations Act of 2021 ("CAA"), contains a relief provision for businesses known as the Employee Retention Credit ("ERC"). This provision provides a refundable payroll tax credit for “qualified wages” paid to employees after March 12, 2020, and before January 1, 2022. The Employee Retention Credit provides a refundable payroll tax credit to employers who continued to pay employees despite COVID-19 business difficulties and interruptions that either render certain non-essential employees unproductive or cause a significant decline in receipts. The Organization has estimated that it qualifies for the ERC for all quarters in 2020 and the 1st, 2nd and 3rd quarters in 2021, and recognized $861,615 (which includes interest credited) based on a decline in gross receipts. The ERC has been recognized as revenue during the year ended June 30, 2023.

The ERC program is subject to inspection and audit by the IRS. The purpose of such audits is to determine whether entities met eligibility requirements under the program and that funds were used in accordance with guidelines and regulations. While management believes the Organization met the ERC requirements, it is possible that ERC funds recognized could ultimately be disallowed. The ultimate liability, if any, which may result from a governmental audit cannot be reasonably estimated and, accordingly, no provision for the possible disallowance of ERC credits has been recorded on the Organization's financial statements.

7. COMMITMENTS AND CONTINGENCIES

Forgivable loans

The Organization assumed multiple forgivable loans upon acquisition of the Blind Center on November 19, 2018 (see Note 1).

7. COMMITMENTS AND CONTINGENCIES (continued)

Forgivable loans (continued)

On January 1, 2008, the Blind Center entered into a loan agreement with the City of Mountain View in the amount of $65,000. On July 30, 2004 and September 19, 2008, the Blind Center entered into loan agreements with the City of San Jose in the amounts of $226,100 and $471,550, respectively. The Blind Center was awarded loans for the completion of the renovation of its building and property. The loans each include a provision that the balance be forgiven after a period of time, subject to the Blind Center's completion of the remodel and compliance with the terms of the agreements. The funds will be forgiven as follows: $471,550 to be forgiven in 2024; $226,100 to be forgiven in 2023; and $65,000 was forgiven in 2022.

The City of San Jose and the City of Mountain View have the option of requiring the Organization to repay the loans in full if the Organization does not comply with program requirements or the terms of the agreements. The loans were accounted for as contributions when received since management believes that the Organization will be able to comply with the terms and conditions of the loans throughout the loan terms.

Contingent liabilities

Conditions contained within the various contracts awarded to the Organization are subject to the funding agencies' criteria and regulations under which expenditures may be charged against and are subject to be audited under such regulations and criteria. Occasionally, such audits may determine that certain costs incurred against the grants may not comply with the established criteria that govern them. In such cases, the Organization could be held responsible for repayments to the funding source for the costs or be subject to the reductions in future funding in the amount of the costs. Management does not anticipate any material questioned costs for the contracts and grants administered during the years ended June 30, 2023 and 2022.

Legal proceedings

The Organization may from time to time be involved in various legal actions in the normal course of operations. It is management's opinion that the resolution of such matters relating to litigation will not have a material adverse impact on the financial position of the Organization.

8. RETIREMENT PLAN

The Organization maintains a 403(b) retirement plan for all eligible employees. Employees are allowed to contribute the maximum amount set by law. The Organization also maintained a Simplified Employee Pension Plan ("SEP") that provided for retirement benefits, based on employer contributions only, for qualified employees. The SEP ended in May 2022. Employer contributions made by the Organization to the employees' 403(b) accounts totaled $32,683 and $35,328 for the years ended June 30, 2023 and 2022, respectively.

9. NET ASSETS WITH DONOR RESTRICTIONS

Changes in the net assets with donor restrictions during the year were as follows:

	Balance at June 30, 2022	Additions	Released	Balance at June 30, 2023
Restricted to passage of time:				
General operating support	$ 1,691	$ -	$ (1,691)	$ -
Various programs to benefit clients	137,260	110,000	(140,875)	106,385
Unappropriated earnings on endowment	849,819	360,177	(132,798)	1,077,198
Perpetual endowment	2,681,528	-	-	2,681,528
	$ 3,670,298	$ 470,177	$ (275,364)	$ 3,865,111

Net assets were released from donor restriction by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors during the year.

10. ENDOWMENT

The Organization's endowment consists of several individual funds established for a variety of purposes. Its endowment includes only donor restricted endowment funds and accumulated endowment earnings. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor imposed restrictions.

Interpretation of relevant law

The Organization's Board of Directors has interpreted the California version of the Uniform Prudent Management of Institutional Funds Act ("UPMIFA") as requiring the preservation of the fair value of the original gift as of the gift date of the donor restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as net assets with donor restrictions - perpetual endowment (a) the original value of gifts donated to the endowment, (b) the original value of subsequent gifts to the endowment, collectively the "principal", and (c) accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

10. ENDOWMENT (continued)

Interpretation of relevant law (continued)

The remaining portion of the donor restricted endowment fund that is not classified in net assets with donor restrictions - perpetual endowment is classified as net assets with donor restrictions - unappropriated earnings on endowment until these amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by the California version of the UPMIFA. In accordance with the California version of the UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor restricted endowment funds:

(1) The duration and preservation of the fund

(2) The purposes of the Organization and the donor restricted endowment fund

(3) General economic conditions

(4) The possible effect of inflation and deflation

(5) The expected total return from income and the appreciation of investments

(6) Other resources of the Organization

(7) The investment policies of the Organization

Funds with deficiencies

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level that the donor or UPMIFA requires the Organization to retain as a fund of perpetual duration. In accordance with GAAP, deficiencies of this nature are reported in net assets with donor restrictions. There were no such deficiencies as of June 30, 2023 and 2022.

Return objectives and risk parameters

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor restricted funds that the Organization must hold in perpetuity or for a donor specified period(s). Under this policy, as approved by the Board of Directors, the endowment assets are invested in an asset allocation of equities (40% - 70%) and fixed income (30% - 60%).

Strategies employed for achieving objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

10. ENDOWMENT (continued)

Spending policy

The Organization has a policy for appropriating for distribution each year up to 5% of the average perpetual endowment balance over the preceding three fiscal years.

Endowment composition

Endowment net asset composition by type of fund as of June 30, 2023 is as follows:

	Unappropriated Earnings on Endowment	Perpetual Endowment	Total
Donor restricted endowment funds	$ 1,077,198	$ 2,681,528	$ 3,758,726

Endowment net asset composition by type of fund as of June 30, 2022 is as follows:

	Unappropriated Earnings on Endowment	Perpetual Endowment	Total
Donor restricted endowment funds	$ 849,819	$ 2,681,528	$ 3,531,347

Changes in endowment net assets for the year ended June 30, 2023 is as follows:

	Unappropriated Earnings on Endowment	Perpetual Endowment	Total
Balance, June 30, 2022	$ 849,819	$ 2,681,528	$ 3,531,347
Investment income	360,177	-	360,177
Appropriation	(132,798)	-	(132,798)
Balance, June 30, 2023	$ 1,077,198	$ 2,681,528	$ 3,758,726

10. ENDOWMENT (continued)

Endowment composition (continued)

Changes in endowment net assets for the year ended June 30, 2022 is as follows:

	Unappropriated Earnings on Endowment	Perpetual Endowment	Total
Balance, June 30, 2021	$ 1,406,723	$ 2,681,528	$ 4,088,251
Investment loss	(424,106)	-	(424,106)
Appropriation	(132,798)	-	(132,798)
Balance, June 30, 2022	$ 849,819	$ 2,681,528	$ 3,531,347

11. LIQUIDITY

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.

The Organization has a policy for appropriating for distribution each year up to 5% of the average perpetual endowment balance over the preceding three fiscal years.

11. LIQUIDITY (continued)

The following is a quantitative disclosure which describes financial assets that are available or expected to be available within one year of June 30, 2023 to fund general expenditures and other obligations as they become due:

Financial assets	
Cash and cash equivalents	$ 1,028,724
Investments	36,801
Accounts receivable, net	262,447
Grants receivable	50,925
Pledges receivable	16,500
Endowment investments	3,758,726
	5,154,123
Less: amounts unavailable for general expenditure within one year	
Net assets restricted for a specified purpose	(106,385)
Unappropriated earnings on endowment, net of earnings expected to be appropriated within one year	(944,400)
Perpetual endowment	(2,681,528)
	(3,732,313)
	$ 1,421,810

12. RELATED PARTY TRANSACTIONS

The Organization received approximately $77,000 and $123,000 in contributions from the members of the Board of Directors for the years ended June 30, 2023 and 2022, respectively.