PROMISES2KIDS

To: Tonya Torosian

From: Melissa Nichols

Date: April 15, 2026

Re: March 2026 Financial Statements

March operating raised revenue is $143,446 which is under budget by $129,274. The March special events revenue budget includes $12,556 for the Winemaker Dinner which did not occur this year. Actuals for special events in March reflect net proceeds from the Pamplemousse wine dinner. There was no grant income received in March, however, grants for the fiscal year still exceed budget due to the large grant from United for Youth. Year-to-date contributions, ECM and special events are all below budget projections for the year. As a result, year-to-date operating raised revenue is under budget by $838,910. Capital campaign donations for March were $99,656. We will continue to be under budget for ECM by approximately $40,000 per month for the remainder of the fiscal year. This amount has been adjusted in the 2027 fiscal year budget.

Total program expenditures for the month are $640,220 and are under budget $4,452. Program salaries, youth support, youth activities, and scholarships continue to run under budget in March.

Fundraising expenses for the month are $169,599 and are under budget by $12,313. Administrative costs are over budget by $8,781.

Rental activity expenses for the month associated with tenant occupancy were $7,770.

Unrealized / realized loss on investment was $275,867. Rental income for the month of March is $32,750.

Total change in net assets for the month reflects a loss of $824,500.

Large contributions / grants for the month were:

- Mimi Isham - $99,655 Capital Campaign Gift (Roof Project)
- ICW Group Insurance Companies - $30,000 Unrestricted Contribution
- Yao Ming Charitable Fund - $20,000 Restriction Contribution for Guardian Scholars
- Dominic & Cathy Gentile - $10,000 Restricted Contribution for Vocational Career Program

Total net assets at the end of the month were $21,178,468. Year-to-date program ratio is 77.94%

Promises2Kids Foundation
Statement of Financial Position
As of March 31, 2026

		6/30/2025	2/28/2026	3/31/2026
Assets:				
Operating Cash		1,894,843	$1,879,016	$1,040,922
Vanguard		812,557	$0	$0
MM Cash		356,887	$1,179,940	$1,296,029
Bank Controlled Interest Reserve			$1,749,155	$1,701,379
Total Cash and Cash Equivalents		$3,064,287	$4,808,111	$4,038,330
Employee Advances		$0	$0	$0
Pledges and Grants Receivable		$334,118	$3,225,994	$3,173,613
Gift Cards on Hand		$74,149	$30,442	$20,502
Prepaid Expenses		$253,686	$272,983	$349,704
Investment Securities		$13,197,503	$7,841,993	$7,573,125
Fixed Assets				
Real Estate & Construction				
Land		$0	$10,764,184	$10,764,184
Building		$0	$3,840,191	$3,831,841
Pre-Acquisition Due Diligence		$0	$46,687	$46,687
NMTC Deposits		$0	$0	$35,000
Construction in Progress - Renovation		$0	$125,885	$190,349
Building Improvements (Non-Renovation)		$0	$2,541	$5,514
Furniture, Fixtures, Equipment & Software		$334,006	$245,324	$240,621
Total Fixed Assets, Net of				
Accumulated Depreciation	$ (579,413)	$ 334,006	$15,024,812	$15,114,196
Deferred Loan Costs		$0	$38,977	$37,814
Total Assets		**$17,257,749**	**$31,243,312**	**$30,307,283**
Liabilities and Net Assets:				
Accounts Payable		$108,515	250,078	213,766
Credit Cards		$38,150	$24,343	$20,051
Accrued Liabilities		$150	$0	$0
Accrued Payroll Liabilities		$266,452	$339,001	$341,417
Deferred Revenue		$141,750	$106,772	$33,432
Building Acquisition Loan Payable		$0	$8,520,150	$8,520,150
Total Liabilities		**$555,018**	**$9,240,344**	**$9,128,815**
Net Assets - Unrestricted & Undesignated		$7,664,885	$12,645,651	$10,866,908
Net Assets - Unrestricted Board Designated		$3,135,541	$2,006,206	$1,908,751
Net Assets - Temporarily Restricted		$5,363,551	$6,812,356	$7,864,054
Net Assets - Permanently Restricted		$538,755	$538,755	$538,755
Total Net Assets		**$16,702,731**	**$22,002,968**	**$21,178,468**
Total Liabilities and Net Assets		**$17,257,749**	**$31,243,312**	**$30,307,283**

Promises2Kids Foundation
Statement of Activities
For the month ending March 31, 2026

Promises2Kids Foundation
Statement of Activities
For the 9 months ending March 31, 2026

	MARCH ACTUAL	MARCH BUDGET	MARCH PRIOR	VARIANCE TO BUDGET	VARIANCE TO PRIOR	YTD ACTUAL	YTD BUDGET	YTD PRIOR	VARIANCE TO BUDGET	VARIANCE TO PRIOR
Public Support and Revenue:										
Public Support:										
Contributions	$ 85,392	$ 118,658	$ 28,136	$ (33,266)	$ 57,255	$ 2,075,906	$ 2,703,143	$ 2,221,250	$ (627,237)	$ (145,344)
Grants	$ -	$ 55,000	$ 10,000	$ (55,000)	$ (10,000)	$ 1,795,628	$ 890,000	$ 590,500	$ 905,628	$ 1,205,128
Enhanced Case Management (ECM)	$ 4,221	$ 70,000	$ -	$ (65,779)	$ 4,221	$ 96,505	$ 630,000	$ -	$ (533,495)	$ 96,505
Contracts (City / County / Other)	$ 16,265	$ 16,506	$ 177,800	$ (241)	$ (161,535)	$ 27,846	$ 49,517	$ 298,776	$ (21,671)	$ (270,930)
Special Events (Net of Related Expenses)	$ 37,568	$ 12,556	$ 6,161	$ 25,012	$ 31,407	$ 989,641	$ 1,551,776	$ 1,202,239	$ (562,135)	$ (212,598)
Total Operating Raised Revenue	$ 143,446	$ 272,719	$ 222,098	$ (129,274)	$ (78,652)	$ 4,985,526	$ 5,824,436	$ 4,312,765	$ (838,910)	$ 672,761
Capital Campaign Contributions	$ 99,656	$ -	$ -	$ 99,656	$ 99,656	$ 5,409,811	$ -	$ -	$ 5,409,811	$ 5,409,811
In-Kind Contributions	$ -	$ 6,500	$ 106,531	$ (6,500)	$ (106,531)	$ 1,104,831	$ 1,080,168	$ 779,470	$ 24,663	$ 325,361
Other Revenue										
Investment Income	$ 23,441	$ 35,000	$ 46,143	$ (11,559)	$ (22,702)	$ 206,584	$ 171,500	$ 283,243	$ 35,084	$ (76,658)
Rental Income	$ 32,750	$ -	$ -	$ 32,750	$ 32,750	$ 172,879	$ -	$ -	$ 172,879	$ 172,879
Other Tenant Billable	$ 1,990	$ -	$ -	$ 1,990	$ 1,990	$ 8,456	$ -	$ -	$ 8,456	$ 8,456
ERC Credits	$ -	$ -	$ 115,288	$ -	$ (115,288)	$ 239,621	$ -	$ 256,078	$ 239,621	$ (16,458)
Gain / Loss on Disposal	$ -	$ -	$ -	$ -	$ -	$ (49,569)	$ -	$ (1,677)	$ (49,569)	$ (47,892)
Total Other Revenue	$ 58,181	$ 35,000	$ 161,431	$ 23,181	$ (103,251)	$ 577,971	$ 171,500	$ 537,644	$ 406,471	$ 40,327
Total Public Support and Revenue	$ 301,282	$ 314,219	$ 490,060	$ (12,937)	$ (188,778)	$ 12,078,139	$ 7,076,104	$ 5,629,880	$ 5,002,035	$ 6,448,259
Expenses:										
Program:										
Children's Programs	$ 630,620	$ 638,171	$ 635,988	$ (7,552)	$ (5,368)	$ 5,490,677	$ 5,561,912	$ 5,776,575	$ (71,235)	$ (285,898)
In-Kind Services	$ -	$ -	$ 85,222	$ -	$ (85,222)	$ 556,985	$ 448,503	$ 85,222	$ 108,482	$ 471,763
In-Kind Children's Programs	$ 9,600	$ 6,500	$ 5,559	$ 3,100	$ 4,041	$ 475,298	$ 592,165	$ 579,948	$ (116,867)	$ (104,651)
Total Program	$ 640,220	$ 644,671	$ 726,769	$ (4,452)	$ (86,549)	$ 6,522,960	$ 6,602,580	$ 6,441,745	$ (79,620)	$ 81,215
Operating:										
General and Administrative	$ 32,327	$ 23,546	$ 22,915	$ 8,781	$ 9,412	$ 241,274	$ 185,494	$ 167,938	$ 55,780	$ 73,336
Fundraising	$ 169,599	$ 181,911	$ 179,180	$ (12,313)	$ (9,582)	$ 1,604,657	$ 1,660,798	$ 1,455,112	$ (56,140)	$ 149,545
Total Operating	$ 201,925	$ 205,457	$ 202,095	$ (3,531)	$ (170)	$ 1,845,932	$ 1,846,292	$ 1,623,050	$ (360)	$ 222,881
Total Mission-Related Expenses	$ 842,145	$ 850,128	$ 928,864	$ (7,983)	$ (86,719)	$ 8,368,892	$ 8,448,872	$ 8,064,796	$ (79,980)	$ 304,096
Rental Activity Expenses										
Facilities & Operating Cost (Rental allocated at 28%)	$ 7,770	$ -	$ -	$ 7,770	$ 7,770	$ 33,444	$ -	$ -	$ 33,444	$ 33,444
Total Expenses	$ 849,915	$ 850,128	$ 928,864	$ (213)	$ (78,949)	$ 8,402,335	$ 8,448,872	$ 8,064,796	$ (46,536)	$ 337,539
Change in Net Assets	$ (548,633)	$ (535,909)	$ (438,804)	$ (12,724)	$ (109,829)	$ 3,675,804	$ (1,372,768)	$ (2,434,916)	$ 5,048,572	$ 6,110,720
Unrealized/Realized Gains(Losses)	$ (275,867)	$ -	(285,191)	$ (275,867)	9,324	$ 799,932	$ -	$ 455,187	$ 799,932	$ 344,746
Total Change in Net Assets	$ (824,500)	$ (535,909)	$ (723,996)	$ (288,592)	$ (100,504)	$ 4,475,736	$ (1,372,768)	$ (1,979,729)	$ 5,848,504	$ 6,455,465
Net Assets, Beginning of period	$ 22,002,968		$ 16,882,394		$ 5,120,575	$ 16,702,731		$ 18,138,127		$ (1,435,395)
NET ASSETS, ENDING	$ 21,178,468		$ 16,158,398		$ 5,020,070	$ 21,178,468		$ 16,158,398		$ 5,020,070

Promises2Kids Foundation
Revenue Budget to Actual Comparison
For the 9 months ending March 31, 2026

	Actual	Budget	Variance
Unrestricted Contributions:			
Unrestricted Contributions	$ 1,624,126	$ 1,656,639	$ (32,513)
Subtotal Unrestricted Contributions	**$ 1,624,126**	**$ 1,656,639**	**$ (32,513)**
Restricted Contributions:			
Capital Campaign	$ 5,409,811	$ -	$ 5,409,811
Camp Connect	$ 58,008	$ 66,000	$ (7,992)
Foster Futures	$ 30,000	$ 147,504	$ (117,504)
Guardian Scholars	$ 275,164	$ 813,000	$ (537,836)
Guardian Scholars Career	$ 71,008	$ -	$ 71,008
Mentoring	$ 15,100	$ 20,000	$ (4,900)
KidStart	$ 2,500	$ -	$ 2,500
Subtotal Operating Restricted Contributions	**$ 451,780**	**$ 1,046,504**	**$ (594,724)**
Subtotal Capital Restricted Contributions	**$ 5,409,811**	**$ -**	**$ 5,409,811**
Grants:			
Unrestricted Grants	$ 27,500	$ 20,000	$ 7,500
Camp Connect	$ 30,000	$ 5,000	$ 25,000
Capital Campaign	$ 50,509	$ -	$ 50,509
Cuyamaca	$ 5,000	$ 5,000	$ -
Foster Futures	$ 408,000	$ 500,000	$ (92,000)
General Programs	$ -	$ 100,000	$ (100,000)
Guardian Scholars	$ 60,000	$ 255,000	$ (195,000)
KidStart	$ 7,000	$ 5,000	$ 2,000
Technology Upgrades	$ 59,375	$ -	$ 59,375
United for Youth	$ 1,148,244	$ -	$ 1,148,244
Subtotal Grants	**$ 1,795,628**	**$ 890,000**	**$ 905,628**
Contracts:			
ECM	$ 96,505	$ 630,000	$ (533,495)
City / County / Other	$ 27,846	$ 49,517	$ (21,671)
Subtotal Contracts	**$ 124,351**	**$ 679,517**	**$ (555,166)**
In-Kind Contributions:			
In-Kind Occupancy	$ 112,500	$ 112,500	$ 0
In-Kind Services	$ 559,338	$ 448,503	$ 110,835
Restricted In-Kind	$ 432,993	$ 519,165	$ (86,172)
Subtotal In-Kind Contributions	**$ 1,104,831**	**$ 1,080,168**	**$ 24,663**
Special Events:			
Summer Concert	$ 944,873	$ 1,487,720	$ (542,847)
Neiman Marcus Shopping Event	$ 7,200	$ 11,000	$ (3,800)
Pamplemousse Wine Dinner	$ 37,568	$ 40,500	$ (2,932)
Winemaker Dinner	$ -	$ 12,556	$ (12,556)
Subtotal Special Events	**$ 989,641**	**$ 1,551,776**	**$ (549,579)**
Other Revenue			
Investment Income	$ 206,584	$ 171,500	$ 35,084
Realized/Unrealized Gain(Loss)	$ 799,932	$ -	$ 799,932
ERC Credit	$ 239,621	$ -	$ 239,621
Rental Income	$ 172,879	$ -	$ 172,879
Other Tenant Billable	$ 8,456	$ -	$ 8,456
Gain / Loss on Disposal	$ (49,569)	$ -	$ (49,569)
Total Income	**$ 12,878,072**	**$ 7,076,104**	**$ 5,814,524**

Promises2Kids Foundation
Expense Budget to Actual Comparison
For the 9 months ending March 31, 2026

	Actual	Budget	Variance
Program:			
Children's Programs, including Salaries	$ 6,047,662	$ 6,010,415	$ 37,247
In-Kind Children's and Young Adult's Programs	$ 475,298	$ 592,165	$ (116,867)
Total Program Services	**$ 6,522,960**	**$ 6,602,580**	**$ (79,620)**
Operating (G & A and Fundraising):			
Salaries and Wages	$ 1,007,154	$ 1,186,067	$ (178,912)
Employee Benefits	$ 109,797	$ 100,042	$ 9,756
Payroll Taxes	$ 74,384	$ 89,197	$ (14,813)
Workers Compensation Insurance	$ 6,998	$ 4,961	$ 2,037
Payroll Processing Service	$ 2,456	$ 2,876	$ (420)
Legal Fees	$ 37,296	$ -	$ 37,296
Consultants	$ 161,425	$ 94,401	$ 67,024
Audit & Tax Fees	$ 5,049	$ 5,022	$ 27
Recruiting	$ 24,500	$ 3,240	$ 21,260
Computer Support and Maintenance	$ 25,131	$ 23,613	$ 1,518
BLDG Utilities	$ 8,974	$ -	$ 8,974
BLDG Repairs & Maintenance	$ 12,508	$ -	$ 12,508
Technology Expense	$ 5,880	$ 3,451	$ 2,430
Insurance	$ 11,869	$ 10,195	$ 1,674
Postage and Mailing	$ 5,460	$ 7,007	$ (1,547)
Supplies	$ 3,394	$ 4,344	$ (950)
Dues and Subscriptions	$ 20,208	$ 9,715	$ 10,493
Rental	$ 6,651	$ 5,926	$ 725
Minor Equipment	$ 448	$ 970	$ (521)
In-Kind Occupancy & Service	$ 32,728	$ 30,375	$ 2,353
Telephone and Internet	$ 12,515	$ 13,702	$ (1,187)
Relocation Expense	$ 6,666	$ 2,025	$ 4,641
Graphic Art and Design	$ 10,850	$ 9,553	$ 1,297
Marketing and Public Relations	$ 27,190	$ 25,175	$ 2,015
Printing and Production	$ 28,958	$ 30,660	$ (1,702)
Mileage and Travel	$ 6,756	$ 13,044	$ (6,288)
Community Meetings and Activities	$ 7,074	$ 11,939	$ (4,866)
Staff and Board Development	$ 2,173	$ 5,203	$ (3,030)
Staff, Donor and Volunteer Recognition	$ 9,707	$ 12,891	$ (3,184)
Donor Cultivation	$ 8,628	$ 14,500	$ (5,872)
Licenses and Filing Fees	$ 234	$ 263	$ (29)
Merchant and Bank Fees	$ 30,850	$ 41,194	$ (10,344)
Property Taxes	$ 6,012	$ -	$ 6,012
Events	$ 59,503	$ 64,900	$ (5,397)
Depreciation	$ 24,620	$ 19,841	$ 4,779
Bad Debt Expense	$ 1,200	$ -	$ 1,200
Interest Expense	$ 38,238	$ -	$ 38,238
Loan Fees	$ 1,100	$ -	
NMTC Fees	$ 1,350	$ -	
Total Operating Costs	**$ 1,845,932**	**$ 1,846,292**	**$ (360)**
Rental Costs	$ 33,443.58	$ -	$ 33,444
Total Expenses	**$ 8,402,335**	**$ 8,448,872**	**$ (46,536)**

Promises2Kids Foundation
Detail of Temporary and Permanently Restricted Assets
As of March 31, 2026

	12/31/2025 Balance	Jan-March Income	Restrictions Released	03/31/2026 Balance
Program Temporarily Restricted Assets				
Capital Campaign	$ 1,439,407	$ 1,359,656	$ (114,242)	$ 2,684,820
Camp Connect	$ 18,204	$ 10,032	$ (27,305)	$ 931
Cuyamaca Youth	$ -	$ 2,500	$ (2,500)	$ -
Shopping	$ 692,509	$ -	$ -	$ 692,509
Foster Funds (General)	$ 5,250	$ -		$ 5,250
Foster Futures	$ 256,633	$ 38,000	$ (197,973)	$ 96,660
Guardian Scholars	$ 10,325	$ 28,500	$ (38,825)	$ -
Guardian Scholars - Career	-	$ 60,000	$ (28,643)	$ 31,357
Guardian Scholars & FFI North County	$ 5,000	$ -	$ (5,000)	$ -
Guardian Scholars - Fostering Opportunities	$ 102,771	$ -	$ (102,771)	$ -
Guardian Scholars - Internships	$ 6,400	$ -	$ -	$ 6,400
Guardian Scholars - Mental Health	$ 189,153	$ -	$ (85,812)	$ 103,341
Guardian Scholars - DA Parenting Grant	$ 7,447	$ -	$ (7,400)	$ 47
Diversity/Equity/Inclusion-LatinX	$ 804	$ -	$ (804)	$ -
Pet Therapy	$ 8,077	$ -	$ -	$ 8,077
KidStart	$ -	$ -	$ -	$ -
United for Youth Collaborative	$ 1,130,028	$ -	$ (114,045)	$ 1,015,984
Total Program Temporarily Restricted Assets	**$ 3,872,008**	**$ 1,498,688**	**$ (725,318)**	**$ 4,645,377**
Endowment Temporarily Restricted Assets				
Hattie Brookes Endowment	$ 2,400,470	$ -	$ -	$ 2,400,470
Housing Endowment	$ 452,876	$ (2,361)	$ (12,000)	$ 438,515
Polinsky Children's Center Endowment	$ 579,857	$ (2,218)	$ (202,439)	$ 375,200
Junior League Endowment	$ 9,558	$ (64)	$ (5,000)	$ 4,494
Total Endowment Temporarily Restricted Assets	**$ 3,442,760**	**$ (4,643)**		**$ 3,218,678**
Total Temporary Restricted Assets	**$ 7,314,768**	**$ 1,494,045**	**$ (725,318)**	**$ 7,864,054**
Endowment Permanently Restricted Assets				
General Endowment	$ 87,345	$ -	$ -	$ 87,345
Polinsky Children's Center Endowment	$ 381,410	$ -		$ 381,410
Junior League Endowment	$ 70,000	$ -		$ 70,000
Total Endowment Permanently Restricted Assets	**$ 538,755**	**$ -**	**$ -**	**$ 538,755**