

FINANCIAL STATEMENTS

DECEMBER 31, 2021

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors REDF Impact Investing Fund

Opinion

We have audited the accompanying financial statements of REDF Impact Investing Fund (a nonprofit organization), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities 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 REDF Impact Investing Fund as of December 31, 2021, 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 REDF Impact Investing Fund and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about REDF Impact Investing Fund'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.

INDEPENDENT AUDITORS' REPORT

continued

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 REDF Impact Investing Fund'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 REDF Impact Investing Fund'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 REDF Impact Investing Fund's 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated June 2, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Oakland, California May 16, 2022

Harrington Group

STATEMENT OF FINANCIAL POSITION

December 31, 2021

With comparative totals at December 31, 2020

	Wit	hout Donor	Wi	th Donor		
	R	estrictions	Re	strictions	 2021	 2020
ASSETS						
Cash and cash equivalents	\$	3,194,547	\$	100,000	\$ 3,294,547	\$ 2,327,579
Accounts receivable		26,323			26,323	-
Accrued interest receivable		23,596			23,596	10,719
Pledges receivable				62,500	62,500	62,500
Loans receivable, net (Note 4)		1,581,533			 1,581,533	 1,491,787
TOTAL ASSETS	\$	4,825,999	\$	162,500	\$ 4,988,499	\$ 3,892,585
LIABILITIES AND NET ASSETS						
LIABILITIES						
Accounts payable	\$	64,000	\$	-	\$ 64,000	\$ 100,000
Accrued liabilities		4,250			4,250	=
Notes payable, net (Note 6)		2,736,790			2,736,790	1,744,197
Deferred revenue		121,000			 121,000	
TOTAL LIABILITIES		2,926,040			 2,926,040	 1,844,197
NET ASSETS						
Without donor restrictions		1,899,959			1,899,959	1,823,388
With donor restrictions				162,500	 162,500	225,000
TOTAL NET ASSETS		1,899,959		162,500	 2,062,459	 2,048,388
TOTAL LIABILITIES AND NET ASSETS	\$	4,825,999	\$	162,500	\$ 4,988,499	\$ 3,892,585

STATEMENT OF ACTIVITIES

For the year ended December 31, 2021

With comparative totals for the year ended December 31, 2020

	Without Donor		Without Donor Restrictions								With Donor Restrictions		2021		2020	
DEVENUE AND CURPORT		estrictions		strictions		2021	-	2020								
REVENUE AND SUPPORT	•	545 544				-44		225.200								
Donated services (Note 2)	\$	517,761	\$	-	\$	517,761	\$	325,288								
Investment income		119,005				119,005		76,243								
Other income						-		6,542								
Contributions		1,587				1,587		425,250								
Net assets released from restrictions		62,500		(62,500)												
TOTAL REVENUE AND SUPPORT		700,853		(62,500)		638,353		833,323								
EXPENSES																
Program services		591,531				591,531		541,639								
Management and general		32,751				32,751		64,131								
TOTAL EXPENSES		624,282				624,282		605,770								
CHANGE IN NET ASSETS		76,571		(62,500)		14,071		227,553								
NET ASSETS, BEGINNING OF YEAR		1,823,388		225,000		2,048,388		1,820,835								
NET ASSETS, END OF YEAR	\$	1,899,959	\$	162,500	\$	2,062,459	\$	2,048,388								

STATEMENT OF FUNCTIONAL EXPENSES

For the year ended December 31, 2021

With comparative totals for the year ended December 31, 2020

	F	rogram	Man	agement	Total E	Expense	es
		Services	and	General	 2021		2020
Industry expertise and consultants	\$	514,453	\$	-	\$ 514,453	\$	339,706
Interest expense		64,000			64,000		16,880
Accounting, auditing, and legal				21,911	21,911		55,264
Insurance				9,659	9,659		8,496
Provision for loan losses		8,515			8,515		183,390
Travel and meals		2,567			2,567		280
Other		1,163		986	2,149		271
Dues and subscription		608			608		953
Conference and meetings		225			225		350
Technology				195	195		180
TOTAL 2021 FUNCTIONAL EXPENSES	\$	591,531	\$	32,751	\$ 624,282		
TOTAL 2020 FUNCTIONAL EXPENSES	\$	541,639	\$	64,131		\$	605,770

STATEMENT OF CASH FLOWS

For the year ended December 31, 2021

With comparative totals for the year ended December 31, 2020

	2021		2020	
CASH FLOWS FROM OPERATING ACTIVITIES:				
Change in net assets	\$	14,071	\$	227,553
Adjustments to reconcile change in net assets to net cash provided by operating activities:				
Allowance for loan losses		8,515		183,389
Deferred loan origination costs (fee income)		(13,113)		(13,166)
(Increase) decrease in operating assets:				
Accounts receivable		(26,323)		-
Accrued interest receivable		(12,877)		(7,474)
Pledges Receivable		-		(62,500)
Increase (decrease) in operating liabilities:				
Accounts payable		(36,000)		100,000
Accrued liabilities		4,250		
Deferred revenue		121,000		
NET CASH PROVIDED BY OPERATING ACTIVITIES		59,523		427,802
CASH FLOWS FROM INVESTING ACTIVITIES:				
New loans issued		(475,000)		(959,200)
Proceeds from repayments of loans receivable		389,852		25,305
NET CASH (USED) BY INVESTING ACTIVITIES		(85,148)		(933,895)
CASH FLOWS FROM FINANCING ACTIVITIES:				
Net proceeds from new borrowings		992,593		1,248,428
NET CASH PROVIDED BY FINANCING ACTIVITIES		992,593		1,248,428
NET INCREASE IN CASH AND CASH EQUIVALENTS		966,968		742,335
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR		2,327,579		1,585,244
CASH AND CASH EQUIVALENTS, END OF YEAR	\$	3,294,547	\$	2,327,579

NOTES TO FINANCIAL STATEMENTS

1. Organization

REDF Impact Investing Fund (RIIF) began as a lending program of REDF in 2017 and was incorporated in June 2019 as an independent nonprofit corporation under the laws of the State of California with its own Board of Directors. In 2020, RIIF then established an Advisory Council which consists of seven accomplished, diverse leaders who reflect the communities we serve and provide expertise and guidance for RIIF's strategic, financial, social and equity objectives.

RIIF's mission is to provide financing for employment-focused social enterprises and businesses that employ and support individuals who face employment barriers such as experiences of homelessness, incarceration, addiction and mental health issues, and youth disconnected from school and work. The objective of the financing is to support these organizations to develop entrepreneurial and management skills necessary to grow business revenue and increase employment of people facing barriers. RIIF seeks to demonstrate the creditworthiness of these employment-focused social enterprises and assist organizations in obtaining subsequent capital investments from other sources.

RIIF is demonstrating a model for how flexible loan terms, combined with technical assistance, can improve borrower performance and attract new sources of capital to employment social enterprises. RIIF loans are low-cost and/or long-term loans that require less security than typical impact investments or traditional loans and are accompanied by technical assistance.

As of December 31, 2021:

- 17 loans closed to date totaling \$3.3M
- 14 loans in portfolio
 - o \$1.8M in distributed loan assets on the balance sheet
 - o \$0.9M in line of credit commitments
- 7,000+ people with barriers employed by RIIF's Borrowers to date

2. Summary of Significant Accounting Policies

A summary of the significant accounting policies applied in the preparation of the accompanying financial statements is as follows:

Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting.

NOTES TO FINANCIAL STATEMENTS

2. Summary of Significant Accounting Policies, continued

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Without Donor Restrictions. Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

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 are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Cash and Cash Equivalents

RIIF has defined cash and cash equivalents as cash in banks and certificates of deposits with an original maturity of three months or less.

Loans Receivable

Loans receivable are receivables from recipients of loans serviced by RIIF under its Impact Lending program. Total loans receivable at December 31, 2021 was \$1,581,533 (see Note 4).

Contributions and Pledges Receivable

Unconditional promises to give that are expected to be collected within one year are recorded as net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at fair value, which is measured as the present value of their future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discount is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. RIIF reports unconditional contributions as restricted support if they are received with donor stipulations that limit the use of the donated assets.

Donated Materials and Services

Contributions of donated non-cash assets are measured on a non-recurring basis and recorded at fair value in the period received. Contributions of donated services that create or enhance non-financial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at fair value in the period received. For the years ended December 31, 2021, RIIF received donated services totaling \$517,761, that satisfy the criteria for recognition.

NOTES TO FINANCIAL STATEMENTS

2. Summary of Significant Accounting Policies, continued

Concentration of Credit Risks

RIIF places its temporary cash investments with high-credit, quality financial institutions. At times, such investments may be in excess of the Federal Deposit Insurance Corporation ("FDIC") insurance limit. RIIF had an account with a balance of \$3,294,452 that was in excess of the FDIC insurance limit. RIIF has not incurred losses related to these investments.

Fair Value Measurements

Generally accepted accounting principles provide guidance on how fair value should be determined when financial statement elements are required to be measured at fair value. Valuation techniques are ranked in three levels depending on the degree of objectivity of the inputs used with each level:

Level 1 inputs - quoted prices in active markets for identical assets

Level 2 inputs - quoted prices in active or inactive markets for the same or similar assets

Level 3 inputs - estimates using the best information available when there is little or no market

RIIF is required to measure donated services at fair value. The specific techniques used to measure fair value for the financial statement element is described in the notes below that relate to the element.

Income Taxes

RIIF is exempt from taxation under Internal Revenue Code Section 501(c)(3) and California Revenue and Taxation Code Section 23701d.

Generally accepted accounting principles provide accounting and disclosure guidance about positions taken by an organization in its tax returns that might be uncertain. Management has considered its tax positions and believes that all of the positions taken by RIIF in its federal and state exempt organization tax returns are more likely than not to be sustained upon examination. RIIF's returns are subject to examination by federal and state taxing authorities, generally for three and four years, respectively, after they are filed.

Revenue and Revenue Recognition

RIIF recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. Conditional promises to give – that is, those with a measurable performance or other barrier and a right of return – are not recognized until the conditions on which they depend have been met.

Functional Allocation of Expenses

Costs of providing RIIF's programs and other activities have been presented in the Statement of Functional Expenses. During the year, such costs are accumulated into separate groupings as either direct or indirect. Indirect or shared costs are allocated among program and support services based upon on a ratio of time devoted to functional areas.

NOTES TO FINANCIAL STATEMENTS

2. Summary of Significant Accounting Policies, continued

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts of assets, liabilities, revenues, and expenses as of the date and for the period presented. Actual results could differ from those estimates.

Comparative Totals

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with RIIF's financial statements for the year ended December 31, 2020, from which the summarized information was derived.

3. Liquidity and Availability of Resources

The following reflects RIIF's financial assets as of the statement of financial position date, reduced by amounts not available for general use within one year of the statement of financial position date because of contractual or donor-imposed restrictions or internal designations. Amounts not available include amounts set aside for operating and other reserves that could be drawn upon if Management approves that action. Management reports on its liquidity and availability of financial assets to the Finance Committee on quarterly basis.

Cash and cash equivalents	\$ 3,294,547
Accounts receivable	26,323
Pledges receivables	62,500
Loans receivable	1,581,533
Other accounts receivable	23,596
Financial assets at year-end	4,988,499
Less: Contractual or donor-imposed restrictions for time or purpose	<u>(1,148,198</u>)
Financial assets available to meet cash needs for general expenditures	
within one year	<u>\$ 3,840,301</u>

4. Loans Receivable

Loans receivable consist of mission-related loans made by RIIF to mission-based organizations. The loans are generally collateralized by mortgages, business assets, guarantees and pledges from nonprofit organizations. Loans receivable are stated at the principal amount outstanding net of the allowance for loan losses, deferred origination fee revenues and unamortized direct costs. Interest income on a loan is accrued on the outstanding principal at the loan's stated interest rate and accrued interest income is classified as other receivables. RIIF has the ability and intent to hold the loans to maturity. As of December 31, 2021 and 2020, management believes all loans receivable share a similar risk profile, are homogenous in nature (i.e. employment social enterprise) and are therefore for disclosure purposes.

NOTES TO FINANCIAL STATEMENTS

4. Loans Receivable, continued

RIIF prepares an annual assessment of its origination fee revenues and the cost associated with the origination of loans to evaluate the need for capitalization and amortization of these costs. The net amount of deferred origination fees and unamortized initial direct cost, if any, would be reported as part of the loans receivable balance to which it relates on the accompanying statement of financial position. As of December 31, 2021 and 2020, RIIF had \$20,895 and \$7,781 respectively in net deferred origination fee revenues and unamortized direct costs recorded on the accompanying statement of financial position.

Allowance for Loan Losses

The allowance for loan losses represents management's estimate of potential losses inherent in RIIF's loan portfolio. In general, credit exposures deemed to be uncollectible are charged to the allowance. Recaptures on previously charged-off amounts are credited to the allowance.

Management evaluates the adequacy of the allowance based on historical and best effort projected performance of its portfolio as well as internal and external factors and trends such as operational efficiency, national and local economic conditions and the adequacy of other cash loan loss reserves available.

The overall allowance may consist of:

- specific allowances for individually identified impaired loans ("ASC 310-10"); and
- general allowances for pools of loans ("ASC 450-20"), which incorporates quantitative (e.g. historical loan loss rates) and qualitative risk factors (e.g. portfolio growth and trends, credit concentrations, economic and regulatory factors, etc.).

RIIF extends credit to organizations that are mission related. RIIF has a policy of maintaining an allowance for loan losses equal to 10% or more of the outstanding principal value of the portfolio. 10% or more is based on management's observation of similar peer lending institutions, market assessment and qualitative risk factors associated with RIIF's loan portfolio, most notably the size of the portfolio and the credit quality of the underlying borrowers. It was in 2020 that RIIF fully reserved for one past due loan in the amount of \$100,000. Management believes that the allowance as of December 31, 2021 would properly cover in the event of any possible default.

As of the years ended December 31, 2021 and 2020, the allowance for loan losses were \$273,404 and \$264,889, respectively.

NOTES TO FINANCIAL STATEMENTS

4. Loans Receivable, continued

As of the year ended December 31, 2021 total loans receivable are summarized as follows:

Loans receivable, principal outstanding	\$1,834,042
Deferred origination fee revenues, net	20,895
Allowance for loan losses	(273,404)
Loans receivable, net of deferred fees and allowances	\$1,581,533

The following table summarizes the allowance for loan losses:

Balance, beginning of year	\$264,889
Provisions for loan losses during the year	8,515
Loans, charged-off	
Loans receivable, net of deferred fees and allowances	<u>\$273,404</u>

Principal values of the loans included in the current portfolio range from \$40,000 to \$500,000, with interest rates ranging from 4% to 7.5% and terms ranging from six to 96 months. During the year ended December 31, 2021, REDF and Affiliate disbursed two loans of \$200,000 and one loan of \$75,000, and also approved 3 lines of credit totaling \$880,000. As of the year ended December 31, 2021 the RIIF loan portfolio contained one past due loan in the amount of \$100,000 that was fully reserved for in 2020, and no non-accrual or impaired loans. Total amount of loans receivable as of December 31, 2021 of \$1,834,042 is expected to be collected as follows:

Year ending December 31,	
2022	\$ 441,101
2023	445,493
2024	504,234
2025	272,324
2026	133,047
Thereafter	<u>37,843</u>
	1,834,042
Less: allowance for loan losses	(273,404)
Less: deferred origination fee revenues, net	20,895
Loans receivable, net of deferred fees and allowances	<u>\$1,581,533</u>

RIIF performs ongoing credit evaluations of their borrowers, maintaining allowances for potential credit losses, when appropriate. For certain extensions of credit, RIIF may require collateral, based on their assessment of a borrower's credit risk. RIIF holds various types of collateral including real estate, accounts receivable, inventory, equipment, guarantees and financial instruments. Collateral requirements for each borrower may vary according to the specific credit underwriting, terms and structure of loans funded.

NOTES TO FINANCIAL STATEMENTS

4. Loans Receivable, continued

Certain commitments are subject to loan agreements with covenants regarding the financial performance of the borrower that must be met before RIIF are required to fund the commitment. In addition, RIIF manages the potential risk in credit commitments by limiting the total amount of arrangements, both by organizations or affiliates and by monitoring the size and maturity structure of these loans. Although RIIF believes the related collateral to be adequate, there is no assurance that the underlying assets have sufficient value to fully collateralize the outstanding balances.

5. Fair Value Measurements

The table below shows transactions measured at fair value on a non-recurring basis during the year ended December 31, 2021:

	Level 1	Level 2	Level 3	<u>Total</u>
Donated services	<u>\$ -</u>	\$517 , 761	<u>\$ -</u>	<u>\$517,761</u>

The fair value of donated services has been measured on a non-recurring basis using quoted prices for similar assets in inactive markets (Level 2 inputs).

6. Notes Payable

Notes payable at December 31, 2021 consist of the following:

An unsecured note payable with a foundation including interest at 3% payable in every quarter. The principal amount plus accrued interest to be paid off in year 2029. REDF has guaranteed the full repayment of the note payable for the first thirty-six months of its term.

\$ 500,000

An unsecured note payable with a foundation including interest at 3% payable in every quarter. The principal amount plus accrued interest to be paid off in year 2026.

250,000

An unsecured note payable with a foundation including interest at 3% payable in every quarter. The principal amount plus accrued interest to be paid off in year 2029.

1,000,000

NOTES TO FINANCIAL STATEMENTS

6. Notes Payable, continued

Eight unsecured notes payable with individuals as brokered by an impact investment management firm including interest at 3%, payable in every quarter. The principal amounts plus accrued interests to be paid off in year 2026.

800,000

An unsecured note payable with a foundation including interest at 3% payable in every quarter. The principal amount plus accrued interest to be paid off in year 2031.

200,000 2,750,000

Less: debt insurance costs

(13,210) (2,736,790)

Amortized maturities for the loans are as follows:

Year ending December 31,

2022	\$ 20,000
2023	105,211
2024	303,178
2025	352,337
2026	269,274
Thereafter	<u>1,700,000</u>
	\$2,750,000

7. Net Assets With Donor Restrictions

Net assets with purpose restrictions as of December 31, 2021 consist of the following:

Support for REDF Social Enterprise Programs

\$162,500

For the year ended December 31, 2021, net assets released from time and purpose restrictions were \$62,500.

8. Commitments and Contingencies

Impact of COVID-19 Virus

Following the State of California COVID-19 protocols, RIIF has been conducting activities as usual with consideration of social distancing and remote work opportunities. The long-term impact of the COVID-19 virus on RIIF cannot be foreseen at this time and is not reflected in these financial statements.

NOTES TO FINANCIAL STATEMENTS

9. Related Party Transactions

RIIF received management and accounting services under a formal agreement with REDF. Management and accounting expenses for the year ended December 31, 2021 were \$439,616.

10. Subsequent Events

RIIF received proceeds of \$1,000,000 in February 2022 from a 1% unsecured note payable with a foundation executed in November 2021.

Additionally, in November and December 2021, RIIF issued lines of credits to three borrowers in the amounts of \$180,000, \$200,000, and \$500,000 with one-year terms and interest rates ranging from 6%-7%. These lines of credits were not drawn upon until January and February 2022, and therefore not shown as part of RIIF's distributed loan balance as of December 31, 2021. Between these lines of credits issued and distributed loan assets, RIIF's loan portfolio as of December 31, 2021 includes 14 borrowers.

Management has evaluated subsequent events through May 16, 2022, the date which the financial statements were available for issue. No events or transactions, other than noted above, have occurred during this period that appear to require recognition or disclosure in the financial statements.