

**THE DALMATIAN DREAMS FOUNDATION**  
**dba DREAM FOUNDATION**  
**FINANCIAL STATEMENTS**  
**DECEMBER 31, 2017**

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

December 31, 2017

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CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

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## **INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
The Dalmatian Dreams Foundation dba Dream Foundation  
Santa Barbara, California

We have audited the accompanying financial statements of The Dalmatian Dreams Foundation dba Dream Foundation (a non-profit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility 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; this includes 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.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Dalmatian Dreams Foundation dba Dream Foundation as of December 31, 2017, and the change 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.

## **Report on Summarized Comparative Information**

We have previously audited The Dalmatian Dreams Foundation dba Dream Foundation 2016 financial statements, and we expressed an unmodified audit opinion on those statements in our report dated July 7, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*McGowan Guntermann*

Santa Barbara, California

June XX, 2018

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

STATEMENT OF FINANCIAL POSITION  
December 31, 2017  
(With Comparative Totals for December 31, 2016)

	<b>ASSETS</b>				(Memo)
	Unrestricted	Temporarily Restricted	Permanently Restricted	2017 Total	2016 Total
<b>CURRENT ASSETS</b>					
Cash and cash equivalents	\$ 284,793	\$ -	\$ -	\$ 284,793	\$ 442,521
Pledges and grants receivable, current portion	-	268,150	-	268,150	\$ 530,000
Prepaid expenses and deposits	<u>1,252</u>	<u>-</u>	<u>-</u>	<u>1,252</u>	<u>1,765</u>
 Total Current Assets	 <u>286,045</u>	 <u>268,150</u>	 <u>-</u>	 <u>554,195</u>	 <u>974,286</u>
 <b>INVESTMENTS</b>	 <u>-</u>	 <u>-</u>	 <u>202,727</u>	 <u>202,727</u>	 <u>1,707,680</u>
 <b>PROPERTY AND EQUIPMENT</b>					
Furniture	179,780	-	-	179,780	169,880
Equipment	78,078	-	-	78,078	76,980
Vehicle	<u>47,588</u>	<u>-</u>	<u>-</u>	<u>47,588</u>	<u>47,588</u>
	305,446	-	-	305,446	294,448
Less: Accumulated depreciation	<u>(273,805)</u>	<u>-</u>	<u>-</u>	<u>(273,805)</u>	<u>(253,664)</u>
 Net Property and Equipment	 <u>31,641</u>	 <u>-</u>	 <u>-</u>	 <u>31,641</u>	 <u>40,784</u>
 <b>OTHER ASSETS</b>					
Pledges and grants receivable, net of current portion	-	460,000	-	460,000	350,000
Donated airline mileage	162,167	-	-	162,167	130,862
Due from other funds	<u>-</u>	<u>-</u>	<u>239,470</u>	<u>239,470</u>	<u>-</u>
 Total Other Assets	 <u>162,167</u>	 <u>460,000</u>	 <u>239,470</u>	 <u>861,637</u>	 <u>480,862</u>
 <b>TOTAL ASSETS</b>	 <b><u>\$ 479,853</u></b>	 <b><u>\$ 728,150</u></b>	 <b><u>\$ 442,197</u></b>	 <b><u>\$ 1,650,200</u></b>	 <b><u>\$ 3,203,612</u></b>
 <b>LIABILITIES AND NET ASSETS</b>					
 <b>CURRENT LIABILITIES</b>					
Accounts payable and accrued liabilities	\$ 83,896	\$ 278,854	\$ -	\$ 362,750	\$ 33,425
 <b>OTHER LIABILITIES</b>					
Due to other funds	<u>239,470</u>	<u>-</u>	<u>-</u>	<u>239,470</u>	<u>-</u>
 <b>NET ASSETS</b>					
Unrestricted					
Undesignated	156,487	-	-	156,487	705,493
Board restricted	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,034,564</u>
Total Unrestricted	156,487	-	-	156,487	1,740,057
Temporarily restricted	-	449,296	-	449,296	987,933
Permanently restricted	<u>-</u>	<u>-</u>	<u>442,197</u>	<u>442,197</u>	<u>442,197</u>
 Total Net Assets	 <u>156,487</u>	 <u>449,296</u>	 <u>442,197</u>	 <u>1,047,980</u>	 <u>3,170,187</u>
 <b>TOTAL LIABILITIES AND NET ASSETS</b>	 <b><u>\$ 479,853</u></b>	 <b><u>\$ 728,150</u></b>	 <b><u>\$ 442,197</u></b>	 <b><u>\$ 1,650,200</u></b>	 <b><u>\$ 3,203,612</u></b>

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

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**

For the Year Ended December 31, 2017

(With Comparative Totals for the Year Ended December 31, 2016)

	Unrestricted	Temporarily Restricted	Permanently Restricted	2017 Total	(Memo) 2016 Total
<b>REVENUE, GAINS AND OTHER SUPPORT</b>					
Donations and grants - general	\$ 303,626	\$ 79,000	\$ -	\$ 382,626	\$ 357,616
Donations and grants - corporate	600,766	728,150	-	1,328,916	1,785,446
Non-cash contributions (in-kind)	1,384,578	-	-	1,384,578	1,167,910
Special events (net of expenses of \$585,769 and \$511,028)	485,347	61,000	-	546,347	562,810
Interest and dividends	20,681	10,999	-	31,680	36,753
Unrealized gain (loss) on value of securities	(85,868)	(45,670)	-	(131,538)	57,650
Realized gain (loss) on sale of securities	137,781	73,281	-	211,062	(43,852)
Net assets released from restrictions	<u>1,445,397</u>	<u>(1,445,397)</u>	<u>-</u>	<u>-</u>	<u>-</u>
 Total Revenue, Gains and Other Support	 <u>4,292,308</u>	 <u>(538,637)</u>	 <u>-</u>	 <u>3,753,671</u>	 <u>3,924,333</u>
 <b>EXPENSES</b>					
Program services:					
Cash	3,352,468	-	-	3,352,468	3,100,455
Non-cash (in-kind)	<u>1,331,359</u>	<u>-</u>	<u>-</u>	<u>1,331,359</u>	<u>1,058,799</u>
Total Program Services	<u>4,683,827</u>	<u>-</u>	<u>-</u>	<u>4,683,827</u>	<u>4,159,254</u>
Support services:					
Management and general - cash	733,190	-	-	733,190	351,763
Management and general - non-cash (in-kind)	10,957	-	-	10,957	21,590
Fundraising - cash	436,947	-	-	436,947	404,263
Fundraising - non-cash (in-kind)	<u>10,957</u>	<u>-</u>	<u>-</u>	<u>10,957</u>	<u>22,968</u>
Total Support Services	<u>1,192,051</u>	<u>-</u>	<u>-</u>	<u>1,192,051</u>	<u>800,584</u>
 Total Expenses	 <u>5,875,878</u>	 <u>-</u>	 <u>-</u>	 <u>5,875,878</u>	 <u>4,959,838</u>
 <b>CHANGE IN NET ASSETS</b>	 <b>(1,583,570)</b>	 <b>(538,637)</b>	 <b>-</b>	 <b>(2,122,207)</b>	 <b>(1,035,505)</b>
 NET ASSETS, BEGINNING OF YEAR	 <u>1,740,057</u>	 <u>987,933</u>	 <u>442,197</u>	 <u>3,170,187</u>	 <u>4,205,692</u>
 <b>NET ASSETS, END OF YEAR</b>	 <b><u>\$ 156,487</u></b>	 <b><u>\$ 449,296</u></b>	 <b><u>\$ 442,197</u></b>	 <b><u>\$ 1,047,980</u></b>	 <b><u>\$ 3,170,187</u></b>

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

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2017

(With Comparative Totals for the Year Ended December 31, 2016)

EXPENSES	Program Services		Support Services				(Memo)	
			Management and General		Fundraising		2017	2016
	Cash	Non-Cash	Cash	Non-Cash	Cash	Non-Cash	Total	Total
Dreams and direct program expense	\$ 1,528,658	\$ 1,090,658	\$ -	\$ -	\$ -	\$ -	\$ 2,619,316	\$ 2,214,472
Salary	792,090	-	182,790	-	243,720	-	1,218,600	1,243,051
Benefits	206,632	-	47,684	-	63,578	-	317,894	280,868
Professional fees	432,523	139,179	83,901	134	66,931	134	722,802	544,014
Travel, seminars, and retreats	116,875	-	20,625	-	20,635	-	158,135	157,759
Rent	56,769	48,756	12,165	10,448	12,165	10,448	150,751	127,279
Telephone and video	67,310	613	3,902	-	3,902	-	75,727	70,702
Printing and reproduction	25,719	-	2,836	-	4,818	-	33,373	44,448
Supplies	18,032	-	3,220	-	3,070	-	24,322	24,361
Depreciation	14,099	-	3,021	-	3,021	-	20,141	31,099
Utilities	25,778	-	5,524	-	5,524	-	36,826	34,495
Postage and delivery	12,250	-	1,693	-	2,780	-	16,723	12,759
Bad debt	-	-	350,000	-	-	-	350,000	6,500
Repairs and maintenance	27,275	1,750	5,705	375	5,705	375	41,185	23,095
Public awareness	17,534	50,403	-	-	-	-	67,937	98,601
Investment fee	-	-	8,886	-	-	-	8,886	14,111
Bank service charges	-	-	140	-	-	-	140	15,065
Insurance	5,125	-	1,098	-	1,098	-	7,321	8,601
Volunteer and sponsor recognition	5,799	-	-	-	-	-	5,799	8,558
<b>2017 TOTAL EXPENSES</b>	<b>\$ 3,352,468</b>	<b>\$ 1,331,359</b>	<b>\$ 733,190</b>	<b>\$ 10,957</b>	<b>\$ 436,947</b>	<b>\$ 10,957</b>	<b>\$ 5,875,878</b>	
	<b>79%</b>		<b>13%</b>		<b>8%</b>			
2016 TOTAL EXPENSES (MEMO)	\$ 3,100,455	\$ 1,058,799	\$ 351,763	\$ 21,590	\$ 404,263	\$ 22,968		\$ 4,959,838

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

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

STATEMENT OF CASH FLOWS

For the Year Ended December 31, 2017

(With Comparative Totals for the Year Ended December 31, 2016)

	2017	(Memo) 2016
	<u>2017</u>	<u>2016</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (2,122,207)	\$ (1,035,505)
Adjustments to reconcile change in net assets to net cash provided used by operating activities:		
Depreciation	20,141	31,098
Unrealized (gain) loss on value of securities	131,538	(57,650)
Realized (gain) loss on sale of securities	(211,062)	43,852
(Increase) decrease in:		
Pledges receivable	151,850	(768,725)
Deposits	513	4,603
Donated airline mileage	(31,305)	(64,554)
Increase in accounts payable and accrued liabilities	<u>329,325</u>	<u>10,064</u>
<b>NET CASH USED BY OPERATING ACTIVITIES</b>	<u>(1,731,207)</u>	<u>(1,836,817)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property and equipment	(10,998)	(5,989)
Purchase of securities	(335,355)	(1,167,764)
Proceeds from sale of securities	<u>1,919,832</u>	<u>1,228,722</u>
<b>NET CASH PROVIDED BY INVESTING ACTIVITIES</b>	<u>1,573,479</u>	<u>54,969</u>
<b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(157,728)</b>	<b>(1,781,848)</b>
<b>CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR</b>	<u>442,521</u>	<u>2,224,369</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<b><u>\$ 284,793</u></b>	<b><u>\$ 442,521</u></b>

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



# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 1 – ORGANIZATION

The Dalmatian Dreams Foundation dba Dream Foundation (the Organization) began in July, 1994, as a project implemented by Access Theatre. The Organization was granted independent 501(c)(3) status from the Internal Revenue Service in 1996. The Organization's fictitious business name statement (Dream Foundation) was filed on September 3, 1998. The purpose of the Organization is to grant wishes to adults in the United States whose clinical life expectancy is less than one year, and whose limited resources leave them unable to manifest such dreams for themselves.

### Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting. The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

#### Financial Statement Presentation

In accordance with generally accepted accounting principles, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

#### Unrestricted Net Assets

Unrestricted net assets consist of funds free of any donor-imposed restrictions and which the governing board has discretionary control for use in carrying out the general operations of the Organization.

#### Temporarily Restricted Net Assets

Temporarily restricted net assets consist of contributions and other inflows of funds temporarily subject to donor-imposed restrictions. The restrictions are temporary in that they are expected to expire with the passage of time or be satisfied and removed by actions of the Organization that fulfill donor stipulations. At December 31, 2017, the temporarily restricted net assets represent pledges receivable and grants restricted by the donor to be used to fulfill Dreams subsequent to December 31, 2017.

#### Permanently Restricted Net Assets

Permanently restricted net assets consist of contributions subject to donor-imposed restrictions that neither expire by the passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Permanently restricted net assets consist of endowment fund assets to be held indefinitely. The income from the endowment fund assets can be used to support the Organization's general activities and are reported with unrestricted amounts on the statement of activities.

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain amounts and disclosures. Those estimates and assumptions affect the reported amounts of assets, liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. It is at least reasonably possible that the significant estimates could change in the coming year.

Significant estimates used in the preparation of these financial statements include: allocation of certain expenses by function, fair value of donated in-kind contributions, fair value of donated airline miles, fair value of limited partnership interest, and depreciable lives of property and equipment.

#### Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents include cash on hand, amounts in checking, savings, money market accounts, and certificates of deposit with maturities of 90 days or less.

#### Investments

Investments in marketable securities with readily determinable fair values and all investments in marketable debt securities are valued at their fair values in the statement of financial position. The investment in a limited partnership, for which quoted market price is not readily available, are determined by management in good faith with the assistance of an independent third-party appraiser using methods they consider appropriate. Realized and unrealized gains and losses are included in the change in net assets. Donated securities are recorded at their estimated value at date of receipt.

#### Contributions

All contributions and grants are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes. However, if a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as unrestricted.

The Organization solicits donations of items to be sold at auction or various fundraising events. The Organization has adopted the policy of recording these gifts in-kind at their estimated fair market value on the date of donation.

The estimated fair value of the contribution of limited partnership interest was determined by management in good faith with the assistance of an independent third-party appraiser using methods they consider appropriate.

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Donated Airline Mileage

Airline mileage is donated by individuals to support the programs of the Organization. Airline companies have stipulated a value of four cents per mile, which is recorded in the Organization's books as a contribution when received and an expense when used. Unused mileage at December 31, 2017, is recorded as donated airline mileage on the statement of financial position.

#### Property and Equipment

Property and Equipment are recorded at cost or, if donated, at fair market value at the time of the donation. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support.

Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies temporarily restricted net assets to unrestricted net assets at that time. It is management's policy to capitalize certain purchases and donations with a useful life greater than one year and a value greater than \$1,000.

Depreciation is computed using the straight-line method over estimated useful lives as follows:

Furniture	7 years
Equipment	5 years
Vehicles	5 years

Depreciation expense for the year ended December 31, 2017, totaled \$20,141.

#### Tax Exempt Status

The Organization is a California nonprofit public benefit corporation, which is exempt from income taxes under Internal Revenue Code Section 501(c)(3) and State of California Revenue and Taxation Code Section 23701(d); therefore, no provision for income taxes is required. The Organization qualifies for the charitable contribution deduction under Section 170(b) (1) (A) and has been classified as an organization that is not a private foundation under Section 509(a) (1).

The Organization evaluates uncertain tax positions, whereby the effect of the uncertainty would be recorded if the outcome was considered probable and reasonably estimable. As of December 31, 2017, the Organization had no uncertain tax positions requiring accrual.

The Organization files tax returns in California and U.S. federal jurisdictions. The Organization is no longer subject to U.S. federal and state examinations by tax authorities for years before 2014 and 2013, respectively.

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Functional Expenses

The Organization allocates its expenses on a functional basis among its various program and support services. Expenses that can be identified with a specific program and support service are allocated directly, according to their expenditure classification. Other expenses that are common to several functions are allocated by various statistical bases.

#### Donated Services

Some individuals and organizations have donated time to the Organization to further its programs and objectives. Donated items are reflected as contributions in the accompanying statements at their estimated fair market values at the date of receipt. Donated services, which meet certain authoritative criteria and can be objectively valued, have also been reflected as contributions in-kind in the accompanying statements.

#### Subsequent Events

The Organization has evaluated subsequent events through June XX, 2018, the date which the financial statements were available to be issued.

### Note 3 – PLEDGES RECEIVABLE

Unconditional promises to give at December 31, 2017, represent temporarily restricted pledges of \$728,150, of which \$268,150 is expected to be collected in 2018, while the remaining \$460,000 is expected to be collected in 2019. At December 31, 2017, these amounts are considered fully collectible and therefore no allowance for uncollectible promises to give has been recorded.

### Note 4 – LEASES

The Organization leases office space in Santa Barbara, California for a term of five years beginning December 2016, and ending December 2021 at \$6,101 monthly. In addition, the Organization received in-kind rent valued at \$58,572 for the year ended December 31, 2017, for the Santa Barbara office.

Total rent expense, inclusive of related parking, storage, and common area expenses allocations, for the Organization was \$150,751 for the year ended December 31, 2017.

Future minimum lease payments for the years ending December 31 are as follows:

2018	\$ 73,212
2019	73,212
2020	73,212
2021	73,212
Total	<u>\$ 292,848</u>

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 5 – INVESTMENTS

Investments are presented in the financial statements at fair market value, which is derived from quoted market prices at year end. At December 31, 2017, investments consist of the following:

	<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain (Loss)</u>
Cash held for investment	\$ 49,750	\$ 49,750	\$ -
Fixed income	47,500	49,028	1,528
Equities and mutual funds	<u>71,939</u>	<u>103,949</u>	<u>32,010</u>
Total	<u>\$ 169,189</u>	<u>\$ 202,727</u>	<u>\$ 33,538</u>

The following summarizes the net change in unrealized gain on investments:

	<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain (Loss)</u>
Balance at end of the year	\$ 169,189	\$ 202,727	\$ 33,538
Balance at beginning of the year	1,542,604	1,707,680	<u>165,076</u>
Net change in unrealized loss			<u>\$ (131,538)</u>

The following summarizes the investment return included as unrestricted revenue in the statement of activities for the year ended December 31, 2017:

Investment and dividend income	\$ 31,680
Unrealized loss on value of securities	(131,538)
Realized gain on value of securities	211,062
Investment fees	<u>( 8,886)</u>
Net Investment Return	<u>\$ 102,318</u>

### Note 6 – FAIR VALUE MEASUREMENT

The Organization has established a framework for measuring fair value and expanding disclosures about fair value measurements. Accounting principles define fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value hierarchy gives the highest priority to quoted prices in active markets (Level 1) and the lowest priority to unobservable inputs (Level 3). The standard describes three levels of inputs that may be used to measure fair value:

- Level 1: Quoted prices in active markets for identical assets or liabilities;
- Level 2: Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in active markets that are not active; discounted cash flows; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities;
- Level 3: Unobservable inputs that are supported by little or no market activity;

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 6 – FAIR VALUE MEASUREMENT (continued)

Following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis and recognized in the accompanying Statement of Financial Position, as well as the general classification of such instruments pursuant to the valuation hierarchy:

Where quoted market prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. If quoted market prices are not available, then Level 2 fair values are estimated by using pricing models quoted prices of securities with similar characteristics or discounted cash flows. The asset's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Fair market valuation of Level 3 investments are determined by management in good faith with the assistance of an independent third-party appraiser using methods they consider appropriate. Because of the inherent uncertainty of valuations, however, those estimated values may differ from the values that would have been used had a ready market existed, and the differences could be material.

The following is a description of the general classification of investments pursuant to the valuation hierarchy:

*Cash held for investment* – Cash held for investment purposes includes money market funds and cash equivalent assets, and is valued at face value.

*Fixed income* – Corporate bonds and bond funds provide a hedge against deflation, provide a stable return, and to minimize the overall volatility of the account. They are valued utilizing quoted market prices available in active markets for identical investments at the reporting date.

*Equities and mutual funds* – Equities and mutual funds include a variety of publically traded stocks and mutual funds from various industries invested for both growth and value. They are valued utilizing quoted market prices available in active markets for identical investments at the reporting date.

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

**NOTES TO FINANCIAL STATEMENTS**

Note 6 – FAIR VALUE MEASUREMENT (continued)

The following table presents assets and liabilities recognized in the accompanying Statement of Financial Position measured at fair value on a recurring basis and the level in which the fair value measurements fall at December 31, 2017:

<u>Description</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Cash held for investment	\$ 49,750	\$ -	\$ -	\$ 49,750
Fixed Income				
Domestic fixed income	34,516	-	-	34,516
International fixed income	<u>14,512</u>	<u>-</u>	<u>-</u>	<u>14,512</u>
Total Fixed Income	<u>49,028</u>	<u>-</u>	<u>-</u>	<u>49,028</u>
Equities				
Domestic common stock	54,330	-	-	54,330
Domestic mid-cap	4,744	-	-	4,744
Domestic small cap	3,812	-	-	3,812
International developed	31,639	-	-	31,639
International emerging	<u>9,424</u>	<u>-</u>	<u>-</u>	<u>9,424</u>
Total Equities	<u>103,949</u>	<u>-</u>	<u>-</u>	<u>103,949</u>
Total assets measured at fair value	<u>\$ 202,727</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 202,727</u>

The following provides a reconciliation of limited partnership interest measured at fair value using significant unobservable inputs (Level 3) during 2017:

Beginning balance	\$ 122,986
Redemption proceeds	(81,990)
Loss on sale	<u>(40,996)</u>
Ending balance	<u>\$ -</u>

Note 7 – ENDOWMENT FUNDS

Interpretation of Relevant Law

The Board of Directors of the Organization has interpreted the California adopted Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring a long-term investment strategy designed to preserve the value of the original gift, as of the gift date. As a result of this interpretation, the Organization has classified, with the explicit prohibition by the donor, as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the donor at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment funds that are not classified in permanently restricted net assets are classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard for prudence prescribed by UPMIFA.

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 7 – ENDOWMENT FUNDS (continued)

In accordance with California UPMIFA, the Organization considers the following factors in making a determination to appropriate or invest 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

#### Endowment Investment and Spending Policies

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 long-term purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity for donor-specified periods. The endowment assets are invested in a manner that is intended to produce results that provide a reasonable balance between the quest for growth and the need to protect principal. The investment policy calls for a diversified portfolio utilizing various asset classes with a goal of reducing portfolio volatility and risk.

The Organization's endowment is invested in a diversified portfolio of cash, equities, and fixed income. The portfolio's objective is to achieve a total return equivalent to or greater than the Organization's financial requirements over the long-term time horizon. Long-term investment strategies are used to manage risk and ensure that charitable dollars grow and are available forever.

The Organization uses a total investment return methodology for determining its spending policy each year. The portfolio's total returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The spending policy calculates the amount of money annually distributed from the Organization's endowed funds for Dreams and administrative support. The spending policy is reviewed annually in light of changing market assumptions, investment returns and the rate of inflation. Accordingly, over the long-term, the Organization expects the current spending policy to allow its endowment assets to grow. Historically, the Organization has used a 6% spending policy when the fair market value is in excess of corpus.



**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

**NOTES TO FINANCIAL STATEMENTS**

Note 7 – ENDOWMENT FUNDS (continued)

As of December 31, 2017, endowment net asset composition by type is as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted	\$ -	\$ -	\$ 442,197	\$ 442,197
Board-restricted	<u>(239,470)</u>	<u>-</u>	<u>-</u>	<u>(239,470)</u>
Total endowment funds	<u>\$ (239,470)</u>	<u>\$ -</u>	<u>\$ 442,197</u>	<u>\$ 202,727</u>

Changes in endowment net assets for the year ended December 31, 2017, are as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, including board designated, beginning of year	\$ 1,034,564	\$ 107,933	\$ 442,197	\$ 1,584,694
Net investment return (investment income, realized and unrealized gains and losses)	93,379	49,654	-	143,033
Contributions	-	-	-	-
Appropriation of endowment assets for expenditure	<u>(1,367,413)</u>	<u>(157,587)</u>	<u>-</u>	<u>(1,525,000)</u>
Endowment net assets, end of year	<u>\$ (239,470)</u>	<u>\$ -</u>	<u>\$ 442,197</u>	<u>\$ 202,727</u>

Note 8 – NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by satisfying the restricted purposes specified by donors. For the year ended December 31, 2017, the passage of time restrictions resulted in net assets released from restrictions of \$1,445,397.

Note 9 – CONCENTRATIONS AND MARKET RISK

Concentration of Revenue

For the year ended December 31, 2017, approximately 96% of the corporate donation and grants revenue was from two donors, with over 59% coming from one donor.

# THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 9 – CONCENTRATIONS AND MARKET RISK (continued)

#### Credit Risk

The Organization maintains cash balances insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per institution. As of December 31, 2017, uninsured cash and cash equivalent balances totaled approximately \$309,600.

#### Market Risk

The Organization holds its investments in a diversified portfolio. Nevertheless, these investments are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the financial statements.

### Note 10 – RETIREMENT PLANS

The Organization provides a Simplified Employee Pension Individual Retirement Account (SEP IRA) employer sponsored plan. An employee over 21 years old who has worked for the Organization for three consecutive years and has made at least \$400 during the prior calendar year is eligible to participate in the Plan. Once an employee is eligible, they are immediately 100% vested. The Organization makes a percentage contribution of employee compensation to be determined on an annual basis by approval of the board of directors. The Organization did not make contributions for the year ended December 31, 2017.

The Organization also offers an employee elective-deferral plan under Internal Revenue Code 403(b). Any full or part-time employee is eligible to participate in the Plan. The minimum contribution amount in order to participate in the Plan is \$50 per month. An employee may borrow up to 50% of their account balance with a minimum loan of \$1,000.

**THE DALMATIAN DREAMS FOUNDATION dba DREAM FOUNDATION**

**NOTES TO FINANCIAL STATEMENTS**

Note 11 – NET ASSETS

Unrestricted Net Assets

As of December 31, 2017, unrestricted net assets consist of the following:

Operating deficit	\$ (4,729)
Property and equipment, net	31,641
Donated airline mileage (illiquid)	<u>162,167</u>
Total Unrestricted Net Assets	<u>\$ 189,079</u>

Temporarily Restricted Net Assets

As of December 31, 2017, temporarily restricted net assets consist of the following:

Receivables	\$ 728,150
Accrued expenses	<u>(278,854)</u>
Total Temporarily Restricted Net Assets	<u>\$ 449,296</u>

Permanently Restricted Net Assets

As of December 31, 2017, permanently restricted net assets consist of the following:

Donor-restricted endowments	<u>\$ 442,197</u>
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Note 12 – SUBSEQUENT EVENT

Subsequent to year end, the Foundation converted an accrued expense into a note payable in the amount of \$278,854. Interest payments only are due monthly at Prime Rate with principal payments due quarterly that are equal to one-half of qualifying donations received the preceding quarter. Principal balance is due in full as of December 31, 2018.