

Financial Statements Year Ended June 30, 2021



FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2021

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INDEPENDENT AUDITORS' REPORT

The Board of Directors
East River Development Alliance, Inc. (d/b/a Urban Upbound)

We have audited the accompanying financial statements of the East River Development Alliance, Inc. (d/b/a Urban Upbound) (the "Organization") which comprise the statement of financial position as of June 30, 2021, 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 East River Development Alliance, Inc. (d/b/a Urban Upbound) as of June 30, 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 East River Development Alliance, Inc. (d/b/a Urban Upbound) 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 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 the 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 East River Development Alliance, Inc. (d/b/a Urban Upbound) '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 East River Development Alliance, Inc. (d/b/a Urban Upbound)'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 East River Development Alliance, Inc. (d/b/a Urban Upbound)'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.

Flushing, New York

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May 9, 2022

STATEMENT OF FINANCIAL POSITION JUNE 30, 2021

ASSETS	2021
Current assets:	
Cash and cash equivalents (Note 2)	\$ 21,677
Accounts receivable, net of allowance for doubtful	
accounts (Notes 2 and 4)	2,554,707
Prepaid expenses	16,470
Security deposits	71,379
Total current assets	2,664,233
Peoperty and equipment, net (Note 2)	-
TOTAL ASSETS	\$ 2,664,233
Current liabilities: Accounts payable and accrued expenses Loan Payable - Economic Injury Disaster Loan (EIDL) (Note 5)	\$ 644,507 7.692
Loan Payable - Economic Injury Disaster Loan (EIDL) (Note 5) Total current liabilities	 7,692
Noncurrent liabilities: Line of credit (Note 6) Loan payable, less current portion (Note 5)	399,445 140,467
Total noncurrent liabilities	539,912
TOTAL LIABILITIES	 1,192,111
Net assets (<i>Note 2</i>):	
Without donor restrictions	1,472,122
TOTAL LIABILITIES AND NET ASSETS	\$ 2,664,233

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2021

	2021
REVENUE AND SUPPORT:	
Government income	\$ 6,078,294
Foundations and other grants	533,346
Special events	229,598
Contributions	304,253
Other income	 8
Total Revenue and Support	7,145,499
EXPENSES:	
Program services:	
Employment services	3,732,106
Fiancial Counseling, Fitness and Tax Preparations	994,540
Community Revitalization, College Access, Relief and Recovery	547,506
Credit Union Program	237,936
Total Program Services	5,512,088
Supporting services:	
Fundraising	612,570
Management and general	698,442
Total Supporting Services	1,311,012
Total Expenses	 6,823,100
Change in Net Assets	322,399
Net Assets, Beginning of year	1,149,725
Net Assets, End of year	\$ 1,472,124

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2021

		Program Services			Supporting Serv		Supporting Services		Supporting Services	
	Employment Service	Financial Counseling Fitness and Tax Preparations	Community Revitalization College Access, Relief and Recovery	Credit Union Program	Program Services Total	Fundraising	Management and General	2021		
Salaries	\$ 2,594,088	\$ 693,430	\$ 448,051	\$ - 5	3,735,569	\$ 373,128	\$ 305,287	\$ 4,413,984		
Payroll taxes	251,711	82,002	38,504	-	372,217	37,639	30,796	440,652		
Fringe benefits	170,055	21,638	19,647	-	211,340	12,382	10,131	233,853		
Total personnel services	3,015,854	797,070	506,202	-	4,319,126	423,149	346,214	5,088,489		
Rent (Note 7)	180,864	82,610	8,996	_	272,470	40,045	93,438	405,953		
Utilities	15,399	· -	_		15,399	10,074	23,507	48,980		
Replairs and Maintenance	61,270	-	_	5,153	66,423	-	9,469	75,892		
Insurance	-	-	_	3,786	3,786	-	40,780	44,566		
Office/program supplies	55,754	5,607	_	7,164	68,525	17,654	14,445	100,624		
Program Outreach	-	15,415	_	32,183	47,598	-	-	47,598		
Meetings and Events	5,904	825	_	-	6,729	_	1,374	8,103		
Postage and Printing	234	-	_	29	263	2,080	2,872	5,215		
Dues, Fees and Subscriptions	14,609	18,867	_	92,108	125,584	24,613	25,908	176,105		
Professional fees	-	· -	_	4,272	4,272	, <u>-</u>	33,200	37,472		
Comunications	-	24,966	29,022	2,962	56,950	10,981	13,334	81,265		
Bank and Payroll Fees	28,087	3,835	_	· -	31,922	4,794	10,547	47,263		
Interest	14,409	5,562	3,286	-	23,257	, <u>-</u>	2,023	25,280		
Equipment Leases (Note 7)	55,678	6,429	-	-	62,107	4,546	11,692	78,345		
Participant costs, stipends, incentives	47,571	13,529	_	2,706	63,806	-	13,915	77,721		
Travel and transportation	-	19,825	_	22,157	41,982	74,634	-	116,616		
Security	103,630	-	_	-	103,630	-	-	103,630		
Consultants	132,843	-	-	65,416	198,259	-	55,724	253,983		
Total expenses before depreciation	716,252	197,470	41,304	237,936	1,192,962	189,421	352,228	1,734,611		
Depreciation and amortization	-	-	-		-	-	-	-		
TOTAL EXPENSES	\$ 3,732,106	\$ 994,540	\$ 547,506	\$ 237,936	5,512,088	\$ 612,570	\$ 698,442	\$ 6,823,100		

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2021

CASH FLOWS FROM OPERATING ACTIVITIES:	2021
Change in net assets	\$ 322,399
Adjustments to reconcile change in net assets to net cash	,
from operating activities:	
Changes in operating assets and liabilities:	
Grants receivable	(638,558)
Prepaid expenses	13,141
Security deposit	(3,000)
Accounts payble and accrued expenses	229,092
Net cash from operating activities	(76,926)
Repayment of loan payable Line of credit, net decrease	(1,841) (37,176)
Net cash (used in) by financing activities	(39,017)
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NET CHANGE IN CASH AND CASH EQUIVALENTS	(115,943)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	137,620
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 21,677
SUPPLEMENTAL DISCLOSURE OF ADDITIONAL CASH FLOW INFORMATION:	
Cash paid for interest	\$ 21,209
Cash paid for taxes	\$ -

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

1. NATURE OF ORGANIZATION

East River Development Alliance, Inc. (d/b/a Urban Upbound) (the "Organization"), was incorporated under the laws of the State of New York on August 27, 2003 and began operations soon thereafter. The Organization is a not-for-profit organization under Section 501(c)(3) and is exempt from federal income taxes under Section 501(a) of the Internal Revenue Code ("IRC").

East River Development Alliance, Inc. (d/b/a Urban Upbound) is supported primarily by government contract revenues as well as foundations and corporate grants.

On March 11, 2020, the World Health Organization declared the novel strain of coronavirus (COVID-19) a global pandemic and recommended containment and mitigation measures worldwide. The rapid development and variants of Covid-19 precludes any prediction as to the extent of material impact of the pandemic. The full impact of the COVID-19 outbreak continues to evolve as of the date of this report. The Company is operating effectively and carrying out the normal business routines and all of the programs are on-going both virtual and in-person.

The following is a description of the Organization's programs:

Employment Services

The Organization has two geographically targeted workforce initiatives funded by New York City Department of Social Services Human Resources Administration ("HRA"). The initiatives funded were serving both general population and youth development based. The initiatives provides Job-Plus Services focusing on the Astoria area of Queens and the East Harlem area in Manhattan. The Youth Pathway initiative is for Queens' youth of their employment and skill developments and career pathways as well. Youth Pathway initiative initially was for three years and has been extended to March 2023.

Financial Counseling Fitness and Tax Preparation

The financial counseling programs are funded through the multiple agreements with the City of New York Department of Consumer Affairs and Worker Protection. The Organization utilizes the funding to support financial counseling, tax preparation, education and empowerment in financial fitness to the targeted service communities across New York City.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

1. NATURE OF ORGANIZATION (continued)

Community Revitalization and College Access

The Organization offers various community revitalization programs focusing on small business, Osha workshops and neighborhood development services. The fundings are provided through agreements with the New York City Department of Small Business Services. College Access and preparation serves for the underserved youth and to assist them in every aspect of the college study admission and for career preparation.

Relief & Recovery

Food pantries initiative provided food to insecure New Yorkers in Western Queens. The two food pantries serve more than 30,000 people annually in Long Island City and East Elmhurst. Food access and benefits program centers around SNAP enrollment to screen clients for eligibility, assist in the application process, and maintain support throughout the duration of their enrollment. The food security programming is a direct response to the need in the communities in public housing neighborhoods. The COVID-19 Pandemic further impacted low-income and food-insecure communities, and the need is greater than ever to provide resources and assistance to ensure those in need are able to provide for their families.

Additionally, all programs during Covid-19 increased virtual programming to continue non-stop services.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting

The accompanying financial statements have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America ("U.S.GAAP").

Use of estimates

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Basis of presentation

The financial statements follow the Financial Accounting Standards Board ("FASB") Accounting Standards Update ("ASU") 2016-14 (Topic 958), *Presentation of Financial Statements*. Under FASB ASU 2016-14 (Topic 958), the Organization is required to report information regarding its financial position and activities according to two classes of net assets:

Net assets without donor restrictions: The part of net assets of a not-for-profit entity that is not subject to donor-imposed restrictions.

Net assets with donor restrictions: The part of net assets of a not-for-profit entity that is subject to donor-imposed restrictions.

The adoption of ASU 2016-14 (Topic 958) had no effects on the Organization. Donor restricted contributions whose restrictions are met within the same year as received are reflected as net assets without donor restrictions in the accompanying financial statements.

Fair value measurements

FASB ASC 820, Fair Value Measurements and Disclosures, specifies a hierarchy of valuation techniques based upon whether the inputs to those valuation techniques reflect assumptions other market participants would use based upon market data obtained from independent sources (observable inputs). In accordance with FASB ASC 820, the following summarizes the fair value hierarchy:

- Level 1 Inputs Unadjusted quoted market prices for identical assets and liabilities in an active market that the Organization has the ability to access.
- Level 2 Inputs Inputs other than the quoted prices in active markets that are observable either directly or indirectly.
- Level 3 Inputs Inputs based on prices or valuation techniques that are both unobservable and significant to the overall fair value measurements.

Carrying values of non-derivative financial instruments, including cash and cash equivalents, grants receivable, prepaid expenses, security deposits, accounts payable and accrued expenses, SBA loan and line of credits approximated their fair values due to the short-term nature of these financial instruments. There were no changes in methods or assumptions during the year ended June 30, 2021.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Income tax status

The Organization is exempt from federal income taxes under Sections 501(c)(3) and 501(c)(13) of the Internal Revenue Code. These IRC sections enable the Organization to accept donations which qualify as charitable contributions to the donor. The Organization has filed for and received income tax exemptions in the jurisdictions where it is required to do so. Accordingly, no provision for income taxes has been made in the financial statements. In addition, the Organization has no unrelated business income which could be taxable. The Organization files with the Internal Revenue Service Form 990, "Return of Organization Exempt from Income Tax" and the related State and local exempt organization returns as required.

The Organization follows the provisions of FASB ASC 740-10-25. The provisions prescribe a recognition threshold and measurement attribute for uncertain tax positions taken or expected to be taken in income tax returns. The positions are judged whether they meet the "more-likely-than-not" threshold based upon the technical merits of the positions. The Organization believes that it does not have any uncertain tax positions.

The Organization's 2018, 2019 and 2020 tax years are open and subject to examination by the tax authorities. However, the Organization is not currently under examination nor has it been contacted by any of the tax authorities.

Cash and cash equivalents

For the purposes of the statement of cash flows, the Organization considers all demand deposits, money market funds and other short-term liquid investments with original maturities of three months or less to be cash equivalents.

Accounts receivable and allowance for doubtful accounts

The Organization records receivables based on contracts and agreements for services provided. Government grant receivables are recorded when expenses are incurred or services are rendered and the Organization has a contract for services. The allowance for doubtful accounts is based on management's review that all receivables are collectible and accordingly, no provision for doubtful collection is deemed necessary.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fixed assets

Fixed assets are recorded at cost, or if donated, at their approximate fair value at the date of donation. Items with a minimum value of \$5,000 with estimated useful lives of more than two years are capitalized. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Depreciation is calculated for financial statement purposes over the following lives:

Computer hardware and software Furniture and equipment

5 years 5-10 years

Donations of fixed assets are recorded as contributions at their estimated fair value at the date of donation. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire fixed assets are reported as increases in net assets with donor restrictions.

Revenue Recognition

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-09, "Revenue from Contracts with Customers." This Standard, along with its related amendments, requires companies to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The Organization follows FSAB issued ASU No. 2014-09 (Topic 606), "Revenue from Contract with Customers." Government grants are recorded as revenues to the extent that expenses have been incurred for the purposes specified by the contracts. As the government is not receiving a benefit as a result of these transactions, the grants and contracts are considered to be contributions to the Organization.

Contributions and Promises to Give

Unconditional promises to give cash and other assets are reported at fair value at the date the promise is received. The gifts are reported as either net assets with donor restrictions or net assets without donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Functional allocation of expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Administrative overhead, which represents a fixed amount paid by each contract to reimburse the Organization for its administration costs, is shown as a program expense in order to report the total reimbursement under the contract. It is then reversed for purpose of functional reporting.

The financial statements report certain categories of expenses that are attributed to more than one program of supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include rent and utilities, depreciation which are allocated on a square footage basis, as well as salaries, payroll taxes and fringe benefits, repairs and maintenance, equipment leases, meetings and events, travel and transportation, professional fees, postage and printing, insurance, communication, which are allocated on the basis of estimates and effort.

3. CONCENTRATIONS OF CREDIT RISK AND REVENUE CONCENTRATION

The Organization maintains its cash in bank deposit accounts, which at times, may exceed the FDIC insured limits of \$250,000 per financial institution. At June 30, 2021, the Organization had cash balances approximately \$25,000. The Organization has not experienced any losses in such accounts. Management believes it is not exposed to any significant credit risk related to cash.

The Organization receives government grants representing 85% of its revenues from various Departments of New York City. Should these grants be discontinued, The Organization would have to pursue alternative funding sources to continue its operations.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

4. GRANTS RECEIVABLE

As of June 30, 2021, grants receivable consisted of reimbursable billings less advances received or adjusted for the following programs:

Queens Borough President's Office	\$ 5,000
Flushing Bank	5,000
Empire State Development Corporation	25,000
Community Development Financial Institutions	
Fund	64,590
Consortium of Worker Education	425,733
New York City Department of Aging	41,200
Department of Youth and Development	341,500
New York City Department of Human Resources	
Administration	874,167
Internal Revenue Service	30,000
New York Department of Education	100,000
New York City Housing Authority	20,000
New York State of Children and Family Services	300,000
New York City Department of Consumer and	
Worker Protection	60,869
New York City Small Business Services	261,648
Total	\$ 2,554,707

5. LOAN PAYABLE

On June 17, 2020, the Organization received an Economic Injury Disaster Loan ("EIDL") in the amount of \$150,000 from the US Small Business Administration ("SBA"). The loan term requires a monthly repayment of \$641 starting from the twelfth months from the date of the promissory note. The interest will accrue at the interest rate of 2.75% per annum and will accrue only on funds actually advanced from the date of each advance. The Organization began paying off the loan in February 2021. The balance of the loan is \$148,159 for the year ended June 30, 2021.

	2021
EIDL Loan	\$ 148,159
Less: current maturities	(7,692)
Loan payable, net of current maturities	\$ 140,467

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

5. LOAN PAYABLE (CONTINUED)

Future principal payments on the loan payable are as follows:

Year ending June 30	Amount
2022	\$ 7,692
2023	7,692
2024	7,692
2025	7,692
2026	7,692
Thereafter	109,699
Total	\$ 148,159

Interest expense for the EIDL loan was \$4,071 for the year ended June 30, 2021.

6. LINE OF CREDIT

The Organization has an unsecured \$500,000 business line of credit with Wells Fargo Bank. In accordance with the terms of the agreement, the Organization pays interest at 1.79% plus the prime rate on its borrowings. The line of credit does not have a predetermined expiration date and on May 4, 2021, Wells Fargo Bank has extended the line of credit to the Organization. At June 30, 2021, the amount outstanding on the line of credit was \$399,445, included in loan payable in the accompanying statement of financial position. Interest expense for the year ended June 30, 2021 was \$21,209.

On November 17, 2020, the Organization entered a loan agreement with a senior executive member, who provided funds to cover operating expenses. The loan is non interest bearing and due upon request. At June 30, 2021, the loan was paid off and the balance is \$0.

7. OPERATING LEASES

The Organization leases office space and equipment for programs and administrative use, under various non-cancelable leases expiring between 2021 and 2026. Rent expense for the leases was \$405,953 for the year ended June 30, 2021. Equipment leases for the year ended June 30, 2021 were \$78,345.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

7. OPERATING LEASES (CONTINED)

Future minimum annual lease payments are as follows:

Year Ending June 30,	Amount
	_
2022	\$ 420,443
2023	364,277
2024	324,877
2025	319,464
2026	257,475
Thereafter	40,850
Total	\$ 1,727,386

8. URBAN UPBOUND FEDERAL CREDIT UNION

The Organization executed due obligations based on the agreement with Urban Upbound Federal Credit Union to provide administrative support for the operating expenses. The Federal Credit Union was founded in 2020 and it was the first credit union in Queens with its mission to help community with affordable banking services, personal credit building and enhance the underserved living standards. The program expenses for the year ended June 30, 2021 were \$237,936.

9. COMMUNITY ENTERPRISE INITIATIVES

Community enterprise initiatives are to assist in establishing entities which provide jobs and services in Astoria, Queens and the City of New York. The entities established are supported by the Organization for administration expenses for the duration enacted in the agreement. The Organization may hold an equity position in the entities with the anticipation of equity transfer to the community. The Organization held an equity position in OnPoint Security NYC LLC, established in 2016. During 2021, the security expenses incurred for the Onpoint Security NYC LLC was \$103,630.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

10. LIQUIDITY AND AVAILABILITY OF RESOURCES

The following represents the Organization's financial assets as of June 30, 2021:

Cash and cash equivalents Accounts receivable, net	\$	21,677 2,554,707
Financial assets available to meet general expenditures over the next twelve months	\$_	2,576,384

As part of the Organization's strategy, management structures its financial assets, consisting of cash and cash equivalents and net accounts receivable to be available for its general expenditures and liabilities coming due within one year. The Organization receives cash flow from various government Agencies and foundation grants to fund its programs and activities.

11. SUBSEQUENT EVENTS

The Organization's management has performed subsequent events procedures through May 9, 2022, which is the date the financial statements were available to be issued. There were no subsequent events requiring adjustment to or disclosure in the financial statements.