THE PEARLSTONE CONFERENCE RETREAT CENTER

FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

YEARS ENDED JUNE 30, 2021 AND 2020



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THE PEARLSTONE CONFERENCE RETREAT CENTER TABLE OF CONTENTS YEARS ENDED JUNE 30, 2021 AND 2020

INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	3
STATEMENTS OF ACTIVITIES	5
STATEMENTS OF FUNCTIONAL EXPENSES	7
STATEMENTS OF CASH FLOWS	9
NOTES TO FINANCIAL STATEMENTS	10
INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION	20
SUPPLEMENTARY INFORMATION	
STATEMENT OF FINANCIAL POSITION – BY INTERNAL FUND	21
STATEMENT OF ACTIVITIES – BY INTERNAL FUND	22
STATEMENT OF FINANCIAL POSITION – WITHOUT DONOR RESTRICTIONS – BY INTERNAL FUND	23
STATEMENT OF FINANCIAL POSITION – WITH DONOR RESTRICTIONS – BY INTERNAL FUND	24
STATEMENT OF ACTIVITIES – WITHOUT DONOR RESTRICTIONS – BY INTERNAL FUND	25
STATEMENT OF ACTIVITIES – WITH DONOR RESTRICTIONS – BY INTERNAL FUND	26



INDEPENDENT AUDITORS' REPORT

Board of Directors The Pearlstone Conference Retreat Center Reisterstown, Maryland

Report on the Financial Statements

We have audited the accompanying financial statements of The Pearlstone Conference Retreat Center (the Center), which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 auditors' 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.



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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Pearlstone Conference Retreat Center as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matters

As disclosed in Note 1 to the financial statements, the Center adopted Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606).* Our opinion is not modified with respect to this matter.

As discussed in Note 13 to the financial statements, a correction of the 2020 financial statements was needed to properly recognize releases of donor restricted net assets. Our opinion is not modified with respect to that matter.

Clifton Larson Allen LLP

CliftonLarsonAllen LLP

Baltimore, Maryland March 23, 2022

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FINANCIAL POSITION JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR JUNE 30, 2020)

ASSETS	Without Donor Restrictions	With Donor Restrictions	Total	2020 Total
Cash Restricted Cash Accounts Receivable Pledges and Grants Receivable Due from The Associated: Jewish Community	\$ 397,327 114,680 376,407 292,638	\$ 1,808,578 - - 446,811	\$ 2,205,905 114,680 376,407 739,449	\$ 1,988,007 - 207,183 336,505
Federation of Baltimore, Inc. Employee Loans Receivable Prepaid Expenses Other Assets	63,526 9,530 1,216	-	63,526 9,530 1,216	- 9,530 1,216 84,113
Property and Equipment, Net Total Assets	3,089,239 \$ 4,344,563	2,208,231 \$ 4,463,620	5,297,470 \$ 8,808,183	5,072,472 \$ 7,699,026
LIABILITIES AND NET ASSETS				
LIABILITIES Accounts Payable and Accrued Expenses Due to The Associated: Jewish Community Federation of Baltimore, Inc. Deferred Revenue PPP Loan Mortgage Payable Total Liabilities	\$ 458,037 - 635,252 594,350 468,738 2,156,377	\$ - - - - - - -	\$ 458,037 - 635,252 594,350 <u>468,738</u> 2,156,377	\$ 308,208 35,235 841,886 579,900 511,871 2,277,100
NET ASSETS	2,188,186	4,463,620	6,651,806	5,421,926
Total Liabilities and Net Assets	\$ 4,344,563	\$ 4,463,620	\$ 8,808,183	\$ 7,699,026

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FINANCIAL POSITION JUNE 30, 2020

ASSETS	R	Without Donor estrictions Restated)	With Donor estrictions s Restated)	 Total
Cash Accounts Receivable Pledges and Grants Receivable Employee Loans Receivable Prepaid Expenses Other Assets Property and Equipment, Net	\$	(155,990) 207,183 10,257 9,530 1,216 84,113 2,671,466	\$ 2,143,997 - 326,248 - - 2,401,006	\$ 1,988,007 207,183 336,505 9,530 1,216 84,113 5,072,472
Total Assets	\$	2,827,775	\$ 4,871,251	\$ 7,699,026
LIABILITIES Accounts Payable and Accrued Expenses Due to The Associated: Jewish Community Federation of Baltimore, Inc. Deferred Revenue Notes Payable Mortgage Payable Total Liabilities	\$	308,208 35,235 841,886 579,900 <u>511,871</u> 2,277,100	\$ 	\$ 308,208 35,235 841,886 579,900 511,871 2,277,100
NET ASSETS		550,675	 4,871,251	 5,421,926
Total Liabilities and Net Assets	\$	2,827,775	\$ 4,871,251	\$ 7,699,026

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2020)

	Without Donor Restrictions	Donor Donor		2020 Total
REVENUE, GAINS, AND OTHER SUPPORT				
Grant Revenue	\$ 232,943	\$ 1,566,141	\$ 1,799,084	\$ 2,348,275
Allocation from The Associated: Jewish				
Community Federation of Baltimore, Inc.	927,071	-	927,071	1,063,434
Contributions	135,410	92,045	227,455	193,543
Retreat Center Income	1,110,430	-	1,110,430	2,512,616
Other Income	82,689	-	82,689	80,424
Satisfaction of Donor Restrictions	2,065,817	(2,065,817)	-	
Total Revenue, Gains, and Other Support	4,554,360	(407,631)	4,146,729	6,198,292
EXPENSES				
Program	2,992,788	_	2,992,788	4,371,510
General and Administrative	728,302	-	728,302	849,222
Fundraising	189,857	-	189,857	141,782
Total Expenses	3,910,947	-	3,910,947	5,362,514
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CHANGE IN NET ASSETS FROM OPERATIONS	643,413	(407,631)	235,782	835,778
NONOPERATING ACTIVITIES				
Employee Retention Credits	414,198	-	414,198	-
Forgiveness of PPP Loan	579,900	-	579,900	-
Change in Net Assets from				
Nonoperating Activities	994,098		994,098	
	4 007 5 1 1	(107.00.1)		
CHANGE IN NET ASSETS	1,637,511	(407,631)	1,229,880	835,778
Net Assets - Beginning of Year, as Restated	550,675	4,871,251	5,421,926	4,586,148
NET ASSETS - END OF YEAR	<u>\$ 2,188,186</u>	\$ 4,463,620	<u>\$ 6,651,806</u>	<u>\$ 5,421,926</u>

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2020

	Without Donor Restrictions (As Restated)	With Donor Restrictions (As Restated)	Total
REVENUE, GAINS, AND OTHER SUPPORT			
Grant Revenue	\$ 155,023	\$ 2,193,252	\$ 2,348,275
Allocation from The Associated: Jewish			
Community Federation of Baltimore, Inc.	1,063,434	-	1,063,434
Contributions	147,091	46,452	193,543
Retreat Center Income	2,512,616	-	2,512,616
Other Income	80,424	-	80,424
Satisfaction of Donor Restrictions	1,117,819	(1,117,819)	
Total Revenue, Gains, and Other Support	5,076,407	1,121,885	6,198,292
EXPENSES Program General and Administrative Fundraising Total Expenses	4,371,510 849,222 <u>141,782</u> 5,362,514	- - 	4,371,510 849,222 141,782 5,362,514
CHANGE IN NET ASSETS	(286,107)	1,121,885	835,778
Net Assets - Beginning of Year, as Restated	836,782	3,749,366	4,586,148
NET ASSETS - END OF YEAR	\$ 550,675	<u>\$ 4,871,251</u>	\$ 5,421,926

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2020)

	Program	General and Administrative	Fundraising	Total	2020 Total
Salaries, Taxes, and Benefits	\$ 1,699,663	\$ 328,287	\$ 126,373	\$ 2,154,323	\$ 3,194,881
Occupancy Costs	528,224	101,393	39,031	668,648	734,653
Other Programming Expenses	135,953	312	240	136,505	406,607
Food and Beverage	166,206	-	-	166,206	248,447
Professional Fees	-	115,926	-	115,926	134,601
Depreciation and Amortization	194,117	37,493	14,433	246,043	179,659
Information Technology	30,037	82,073	2,233	114,343	115,476
Advertising and Promotion	22,338	9,905	1,661	33,904	70,956
Consulting Fees	84,287	-	-	84,287	58,030
Insurance	43,244	8,353	3,215	54,812	49,814
Office Expenses	27,678	1,987	722	30,387	48,417
Contract Services	3,158	-	-	3,158	43,866
Interest	-	27,500	-	27,500	28,298
Other Expenses	19,892	10,972	1,301	32,165	19,171
Conferences, Conventions, and Meetings	18,277	2,417	-	20,694	14,790
Honorariums	10,995	-	-	10,995	7,700
Travel	8,719	1,684	648	11,051	7,148
Total Expenses	\$ 2,992,788	\$ 728,302	\$ 189,857	<u>\$ 3,910,947</u>	\$ 5,362,514

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2020

	Program	General and Administrative	Fundraising	Total
Salaries, Taxes, and Benefits	\$ 2,665,234	\$ 429,676	\$ 99,971	\$ 3,194,881
Occupancy Costs	612,862	98,803	22,988	734,653
Other Programming Expenses	405,745	468	394	406,607
Food and Beverage	248,447	-	-	248,447
Professional Fees	-	134,601	-	134,601
Depreciation and Amortization	149,875	24,162	5,622	179,659
Information Technology	20,989	93,701	786	115,476
Advertising and Promotion	56,522	12,314	2,120	70,956
Consulting Fees	58,030	-	-	58,030
Insurance	41,556	6,699	1,559	49,814
Office Expenses	39,975	7,958	484	48,417
Contract Services	43,866	-	-	43,866
Interest	-	28,298	-	28,298
Other Expenses	135	11,402	7,634	19,171
Conferences, Conventions, and Meetings	14,611	179	-	14,790
Honorariums	7,700	-	-	7,700
Travel	5,963	961	224	7,148
Total Expenses	\$ 4,371,510	\$ 849,222	<u>\$ 141,782</u>	<u>\$ 5,362,514</u>

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES	A A A A A A A A A A	ф оо г 77 0
Change in Net Assets	\$ 1,229,880	\$ 835,778
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation	246,043	179,659
Contributions Restricted for Long-Term Investment	(1,025,821)	(926,420)
(Gain) Loss on Debt Forgiveness	(1,020,021)	(320,420)
(Increase) Decrease in Assets:	(0/0,000)	
Accounts Receivable	(169,224)	119,477
Pledges and Grants Receivable	121,200	(84,250)
Prepaid Expenses	-	9,494
Other Assets	84,113	(19,867)
Due from The Associated: Jewish Community		
Federation of Baltimore, Inc.	(63,526)	28,620
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	149,829	(98,001)
Due to The Associated: Jewish Community		
Federation of Baltimore, Inc.	(35,235)	35,235
Deferred Revenue	(206,634)	(19,323)
Net Cash Provided (Used) by Operating Activities	(249,275)	60,402
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Property and Equipment	(471,041)	(1,057,099)
Collection on Employee Loan Receivable, Net		3,194
Net Cash Used by Investing Activities	(471,041)	(1,053,905)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of Notes Payable	(43,133)	(24,129)
Proceeds from PPP Loan	594,350	579,900
Proceeds from Contributions Restricted for Long-Term		
Investment	501,677	1,008,602
Net Cash Provided by Financing Activities	1,052,894	1,564,373
NET INCREASE IN CASH	332,578	570,870
Cash and Restricted Cash - Beginning of Year	1,988,007	1,417,137
CASH AND RESTRICTED CASH - END OF YEAR	\$ 2,320,585	\$ 1,988,007
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION Cash Paid for Interest	\$ 27,687	\$ 28,403
SUPPLEMENTAL DISCLOSURE OF NONCASH INVESTING AND FINANCING ACTIVITIES Property and Equipment Purchases Included in		
Accounts Payable	\$ 39,307	\$ 19,164

NOTE 1 NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The Pearlstone Conference Retreat Center (the Center) is a retreat center predominantly serving the Jewish community that provides a unique residential environment in which people are actively engaged in education, spiritual growth and community building. The Center promotes affordable community-wide usage, innovative programming through its on-site farm and high-quality service throughout its entire operation.

Affiliation

The Center is a constituent agency of The Associated: Jewish Community Federation of Baltimore, Inc. (The Associated) and receives an annual allocation from The Associated. The Associated owns some of the Center's land and buildings.

Basis of Accounting

The accompanying financial statements are presented in accordance with the accrual basis of accounting, whereby revenue is recognized when earned and expenses are recognized when incurred. Revenue received which relates to future periods is recorded as deferred revenue. Expenses paid which relate to future periods are recorded as prepaid expenses.

Cash and Cash Equivalents

The Center considers all cash and highly liquid financial instruments with original maturities of three months or less to be cash and cash equivalents.

Restricted Cash

Amounts reported as restricted cash (without donor restrictions) represent amounts deposited with Truist Bank that are held as letters of credit, with Baltimore County named as the beneficiary. These letters of credit will remain in place until the Center successfully completes a set of projects that involve Baltimore County land. At that time, these letters will expire, and they will not be renewed.

Accounts Receivable

Accounts receivable consist primarily of noninterest-bearing amounts due for retreat and other program services. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience applied to an aging of accounts. Management has determined all receivables to be fully collectible; therefore, an allowance has not been recorded as of June 30, 2021 and 2020. Receivables are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received.

Pledges and Grant Receivable

The Center records unconditional promises to give that are expected to be collected within one year at net realizable value. Unconditional promises to give expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the statements of activities. We determine the allowance for uncollectible promises to give based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Management has determined all receivables to be fully collectible; therefore, an allowance has not been recorded as of June 30, 2021 and 2020. Receivables are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received.

Property and Equipment

The Center records property and equipment additions over \$5,000 at cost, or if donated, at fair value on the date of donation. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the assets ranging from 2 to 30 years, or in the case of capitalized leased assets or leasehold improvements, the lesser of the useful life of the asset or the lease term. When assets are sold or otherwise disposed of, the cost and related depreciation or amortization are removed from the accounts, and any resulting gain or loss is included in the statements of activities. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

We review the carrying values of property and equipment for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. There were no indicators of asset impairment during the year ended June 30, 2021.

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

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

Net Assets (Continued)

Net Assets 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. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as restricted revenue when received and released from restrictions when the assets are placed in service. 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.

We report contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions.

Revenue and Revenue Recognition

Revenue is recognized when earned. Program service fees and payments under costreimbursable contracts received in advance are deferred to the applicable period in which the related services are performed or expenditures are incurred, respectively. Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met. At June 30, 2021 the Center had received \$165,000 in conditional promises to give for the Tiyul Outdoor Adventures program. At June 30, 2020 the Center had received -\$0- in conditional promises to give.

ASC 958-605, *Contribution Guidance*, has been applied to the employee retention credit income as these are seen as government grants in which the conditions have been met for calendar year quarter one and quarter two of 2021 in the amount of \$414,198, presented as nonoperating income in the June 30, 2021 statement of activities.

Donated Services and In-Kind Contributions

Volunteers contribute significant amounts of time to our program services, administration, and fundraising and development activities; however, the financial statements do not reflect the value of these contributed services because they do not meet recognition criteria prescribed by accounting principles generally accepted in the United States of America. Contributed goods are recorded at fair value at the date of donation. We record donated professional services at the respective fair values of the services received. No significant contributions of such goods or services were received during the years ended June 30, 2021 and 2020.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. Supporting services expenses include those expenses that are not directly identifiable with any specific function, but which provide for the overall support and direction of the Center. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. All other costs are charged directly to the appropriate functional category. Expenses that are attributed to more than one program or supporting function are allocated consistently based on the following:

- Salaries, taxes and benefits are allocated based on management's estimates of time and effort.
- Travel, depreciation, insurance, and occupancy cost expense lines have been allocated completely based on the calculated ratio determined by management for salaries, taxes and benefits.
- Advertising and promotion, office expenses and information technology have various expenses within them that are allocated based on the calculated ratio determined by management for salaries, taxes and benefits, while other components of these lines can be directly allocated to their functionality.

Income Tax Status

The Center is generally exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and is not considered to be a private foundation. Income that is not related to exempt purposes, less applicable deductions, is subject to federal and state corporate income taxes. The Center had no net unrelated business income for the years ended June 30, 2021 and 2020.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates, and those differences could be material.

Credit Risk

The Center has funds on deposit with financial institutions in excess of federally-insured amounts. The Center has not experienced any losses on cash accounts and management believes the Center is not exposed to significant credit risk on cash.

Impact of COVID-19

During the year, operations were negatively impacted by the spread of the Coronavirus Disease (COVID-19). Program revenue was negatively impacted as the Center reduced large gatherings, which decreased program revenues.

The COVID-19 pandemic continues to have significant effects on global markets, supply chains, businesses, and communities. The extent to which COVID-19 impacts the operations of the Center in the future will depend on the duration and severity of the outbreak as well as the Center's ability to contain its impact. These developments cannot be predicted with confidence and could have a negative effect on the financial results of the Center, including its operations. Management believes the Center is taking appropriate actions to mitigate the negative impact.

Change in Accounting Principle

In 2014, the Financial Accounting Standards Board issued ASU 2014-09, *Revenue from Contracts with Customers*. ASU 2014-09's core principle is that a company will recognize revenue when it transfers promised goods or services to customers in an amount that reflects the consideration to which the organization expects to be entitled in exchange for those goods or services. The Center adopted ASU 2014-09 on July 1, 2020. There was no material impact on the Center's financial position and change in net assets as a result of the adoption of this accounting standard.

Subsequent events

Subsequent events have been evaluated through March 23, 2022, which is the date the financial statements were available to be issued.

On October 18, 2021, the Center borrowed \$4,691,441 through a bridge loan from Truist bank, which is guaranteed by The Associated. The loan bears interest equal to the sum of the Adjusted secured overnight financing rate (SOFR Rate). Interest on the outstanding principal balance is due monthly, in arrears, on the first day of each month, commencing November 1, 2021. The entire outstanding principal balance and all accrued unpaid interest under the loan is due on the maturity date of October 18, 2024.

NOTE 2 LIQUIDITY AND AVAILABILITY

The Center is primarily supported by grants, contributions, retreat center income, and its annual allocation from The Associated. Historical operating revenues in excess of operating expenses are instrumental to maintain short-term liquidity.

Short-term cash liquidity is measured and sustained by the excess of operating revenue after incurring operating expenses. Cash received for a specific use is reserved and held in separately restricted accounts, only to be used upon the release of the restrictions and transfer of the assets.

NOTE 2 LIQUIDITY AND AVAILABILITY (CONTINUED)

Financial assets available to meet cash needs for general expenditures within one year as of June 30, 2021 and 2020 are as follows:

2021		2020
\$ 2,205,905	\$	1,988,007
376,407		207,183
739,449		336,505
63,526		-
3,385,287		2,531,695
(1,808,578)		(2,143,997)
(446,811)		(326,248)
\$ 1,129,898	\$	61,450
\$	376,407 739,449 <u>63,526</u> 3,385,287 (1,808,578) (446,811)	376,407 739,449 <u>63,526</u> 3,385,287 (1,808,578) (446,811)

NOTE 3 PROPERTY AND EQUIPMENT

Property and equipment as of June 30, 2021 and 2020, is as follows:

	2021		2020
Building and Building Improvements	\$ 2,600,034	\$	2,157,066
Land	460,292		460,292
Furniture and Equipment	952,521		731,673
Construction in Progress	 2,208,231		2,401,006
	6,221,078		5,750,037
Less Accumulated Depreciation	 (923,608)		(677,565)
Total Property and Equipment	\$ 5,297,470	\$	5,072,472

Depreciation expense for the years ended June 30, 2021 and 2020, was \$246,043 and \$179,659, respectively.

NOTE 4 PLEDGES AND GRANTS RECEIVABLE

Pledges and grants receivable as of June 30 are comprised of the following:

	2021	2020
Due in Less than One Year	\$ 709,449	\$ 216,505
Due in One to Five Years	 30,000	 120,000
Total	\$ 739,449	\$ 336,505

Management has determined all receivables to be fully collectible.

NOTE 5 PPP LOAN

On April 16, 2020 the Center received a loan from Truist Bank in the amount of \$579,900 to fund payroll, rent, and utilities, through the Paycheck Protection Program (the PPP Loan) and is reported on the June 30, 2020 statement of financial position. The PPP Loan was forgiven in full on May 7, 2021 and the forgiveness was recorded as nonoperating income on the statement of activities for the year ended June 30, 2021. The SBA may review funding eligibility and usage of funds for compliance with program requirements based on dollar thresholds and other factors. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; however, management is of the opinion that any review will not have a material adverse impact on the Center's financial position.

On March 26, 2021 the Center received a second loan from Truist Bank through the Paycheck Protection Program in the amount of \$594,350. The PPP Loan bears interest at a fixed rate of 1.0% per annum, has a term of two years, and is unsecured and guaranteed by the U.S. Small Business Administration (SBA). Payment of principal and interest is deferred until the date on which the amount of forgiveness is remitted to the lender or, if the Center fails to apply for forgiveness within 10 months after the covered period, then payment of principal and interest shall begin on that date. These amounts may be forgiven subject to compliance and approval based on the timing and use of these funds in accordance with the program.

NOTE 6 MORTGAGE PAYABLE

The Center obtained a \$536,000 mortgage from a commercial bank on May 3, 2019, to finance the purchase of an adjacent property and house. The mortgage has a maturity date of November 3, 2029 and accrues interest at a rate of 5.2%. Interest-only payments were made until December 2019, at which time payments included principal and interest. Accrued interest as of June 30, 2021 and 2020 is \$2,031 and \$2,218, respectively, and is included in accounts payable and accrued expenses on the statement of financial position.

The future principal payments are expected to be made as follows:

<u>Year Ending June 30,</u>	 Amount
2022	\$ 45,828
2023	48,269
2024	50,840
2025	53,547
2026	56,399
Thereafter	213,855
Total	\$ 468,738

NOTE 7 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes at June 30, 2021 and 2020:

	2021	2020
Capital Projects	\$ 3,836,988	\$ 3,480,738
Project Accelerate	254,000	254,000
Programming	177,632	130,373
Farm Forward Grant	120,000	240,000
Youth and Families Pathway	75,000	145,000
The Associated Support	-	350,000
Emergency Food Assistance	-	266,209
Cardin Women Garden	-	4,931
Total Net Assets With Donor Restrictions	\$ 4,463,620	\$ 4,871,251

NOTE 8 RELEASES FROM DONOR RESTRICTIONS

Amounts were released from donor restrictions for the following purposes at June 30, 2021 and 2020:

	 2021	 2020
Programming	\$ 1,402,153	\$ 494,088
Capital Projects	663,664	538,731
Project Accelerate	-	85,000
Total Released from Donor Restrictions	\$ 2,065,817	\$ 1,117,819

NOTE 9 RETIREMENT PLAN

The Center contributes to a 401(k) thrift plan (the Plan). Employees normally scheduled to work 18.75 hours or more per week are automatically enrolled in the Plan at a 2% pre-tax deferral rate each month following completion of the eligibility requirement of three months of service. Each year, eligible participants may contribute between 1% and 100% of their annual compensation as defined in the Plan subject to annual limitations in the IRC. Participants may designate some or all their own contributions as Roth 401(k) contributions. Such contributions and any activity related to these amounts will be accounted for separate from the participant's pre-tax contributions. In addition, employees may rollover distributions received from other plans. Participants direct the investment of contributions into various investment options offered by the Plan on a daily basis. The Plan currently offers mutual funds and a common collective trust as investment options for participants.

NOTE 9 RETIREMENT PLAN (CONTINUED)

The Plan allows for Safe Harbor matching contributions up to a maximum of 4% of compensation for eligible employees. Participants vest immediately in both their and employer contributions plus actual earnings thereon. Under the Plan, the Center may also make a discretionary contribution. The Plan was frozen effective July 1, 2020, in response to the COVID-19 pandemic, and employer payments to the plan stopped as of this date. Employer contributions to the Plan were reinstated effective October 1, 2021. Pension expense was \$-0- and \$68,257 for the years ended June 30, 2021 and 2020, respectively.

NOTE 10 RELATED PARTY TRANSACTIONS

The Associated

The Center has executed a memorandum of understanding (MOU), effective July 1, 2016, with The Associated outlining the services provided by The Associated to the Center. The MOU outlines the type of services provided to the Center including real estate, finance/payroll, human resources, information technology, marketing, property management and repairs, investment management and security, as well as the agreed upon value to these services. The MOU creates no contractual obligations and automatically renews annually, unless terminated under terms of the agreement. The memorandum is amended each year to reflect updated costs of the services provided by The Associated to the Center. In addition, the Center entered into a cancellable lease arrangement with The Associated for an initial lease term of 10 years, automatically renewable for three additional 10-year terms. The terms of the lease provide for an increase of 3% from the initial rent on an annual basis. The Associated provides a rent subsidy to the Center, through allocations from The Associated that matches the annual rent expense after each annual increase.

The total value of these services was \$425,418 and \$597,222 for the years ended June 30, 2021 and 2020, respectively, and is included in the allocation from The Associated: Jewish Community Federation of Baltimore, Inc. on the statements of activities. The Associated provided an allocation to the Center totaling \$927,071 and \$1,063,434 for the years ended June 30, 2021 and 2020, respectively.

The Center has accounts receivable from The Associated as of June 30, 2021 of \$63,526 and a payable to the Associated of \$35,235 as of June 30, 2020 The Center also reimburses The Associated for certain costs including benefits, insurance, and other costs.

Charitable Income Trust U/W J.H. Pearlstone, Jr.

On December 14, 2014, the trustees of the Charitable Income Trust U/W J.H. Pearlstone, Jr. (the Trust) and The Associated created a Capital Fund Agreement to designate the future use of the Fund for capital projects that benefit the Center and have been authorized by the board of directors with the consent of the trustees of the Trust and The Associated. During the year ended June 30, 2021, the Center recorded \$29,841 of grant revenue and receivable related to expenditures incurred under capital grants. During the year ended June 30, 2020, the Center recorded \$238,654 of grant revenue and a receivable of \$146,980 related to expenditures incurred under capital grants. As of June 30, 2021 approximately \$100,000 remains available in the Trust.

NOTE 11 COMMITMENTS

The Center has employment agreements with members of senior management that include severance benefits only if employment is terminated by the Center without cause. As of June 30, 2021 no amounts have been accrued for these severance benefits.

The Center entered into a contract on June 17, 2021 in the amount of \$4,389,471 for the construction of a lodge addition and bathhouse. No work had been performed on the contract as of June 30, 2021 and the entire contract amount remained as a commitment as of June 30, 2021.

NOTE 12 CAPITAL CAMPAIGN

The Associated holds pledge receivables, designated to the Center's capital campaign in the amount of \$913,002 and \$1,549,316 as of June 30, 2021 and 2020, respectively, conditional upon payment from the donor.

NOTE 13 PRIOR PERIOD ADJUSTMENT

The Center's June 30, 2019 and 2020 net assets with donor restriction, and net assets without donor restriction have been restated to properly report the classifications based on donor intent related to capital contributions as follows:

	As Originally Reported	Prior Period Adjustment	As Restated
Without Donor Restricted Net Assets			
as of June 30, 2019	\$ 2,955,853	\$ (2,119,071)	\$ 836,782
With Donor Restricted Net Assets			
as of June 30, 2019	1,630,295	2,119,071	3,749,366
Total Net Assets as of June 30, 2019	\$ 4,586,148	<u>\$ -</u>	\$ 4,586,148
Without Donor Restricted Net Assets:			
Grant Revenue	\$ 331,909	\$ (176,886)	\$ 155,023
Satisfaction of Donor Restrictions	1,222,868	(105,049)	1,117,819
With Donor Restricted Net Assets			
as of June 30, 2020	2,951,681	(2,401,006)	550,675
With Donor Restricted Net Assets:			
Grant Revenue	2,016,366	176,886	2,193,252
Satisfaction of Donor Restrictions	(1,222,868)	105,049	(1,117,819)
With Donor Restricted Net Assets			
as of June 30, 2020	2,470,245	2,401,006	4,871,251
Total Net Assets as of June 30, 2020	\$ 5,421,926	<u>\$</u> -	<u>\$ 5,421,926</u>



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INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION

Board of Directors The Pearlstone Conference Retreat Center Reisterstown, Maryland

We have audited the financial statements of The Pearlstone Conference Retreat Center as of and for the years ended June 30, 2021 and 2020, and our report thereon dated March 23, 2022, which expressed an unmodified opinion on those financial statements, appears on pages 1 and 2. Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 23 to 28, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Clifton Larson Allen LLP

CliftonLarsonAllen LLP

Baltimore, Maryland March 23, 2022



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THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FINANCIAL POSITION – BY INTERNAL FUND JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR JUNE 30, 2020) (SEE INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION)

ASSETS	Operating	Capital	Total	2020 Total
Cash Restricted Cash Accounts Receivable Due from The Associated: Jewish Community Federation of Baltimore, Inc. Pledges and Grants Receivable Employee Loans Receivable Prepaid Expenses Other Assets Property and Equipment, Net	\$ 2,063,422 	\$ 142,483 114,680 (5,064) (252,834) 524,394 - - 5,297,470	\$ 2,205,905 114,680 376,407 63,526 739,449 9,530 1,216 - 5,297,470	\$ 1,988,007 - 207,183 - 336,505 9,530 1,216 84,113 5,072,472
Due from (to) other funds Total Assets LIABILITIES AND NET ASSETS	\$ 2,987,054	<u> </u>	\$ 8,808,183	<u> </u>
LIABILITIES Accounts Payable and Accrued Expenses Due to The Associated: Jewish Community Federation of Baltimore, Inc. Deferred Revenue PPP Loan Mortgage Payable Total Liabilities	\$ 416,851 - 635,252 594,350 - 1,646,453	\$ 41,186 - - - - 468,738 509,924	\$ 458,037 - 635,252 594,350 468,738 2,156,377	\$ 308,208 35,235 841,886 579,900 511,871 2,277,100
NET ASSETS	1,340,601	5,311,205	6,651,806	5,421,926
Total Liabilities and Net Assets	\$ 2,987,054	\$ 5,821,129	\$ 8,808,183	\$ 7,699,026

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF ACTIVITIES – BY INTERNAL FUND YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2020) (SEE INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION)

				2020
	Operating	Capital	Total	Total
REVENUE, GAINS, AND OTHER SUPPORT				
Grant Revenue	\$ 773,263	\$ 1,025,821	\$ 1,799,084	\$ 2,348,275
Allocation from The Associated: Jewish				
Community Federation of Baltimore, Inc.	927,071	-	927,071	1,063,434
Contributions	227,455	-	227,455	193,543
Retreat Center Income	1,110,430	-	1,110,430	2,512,616
Other Income	82,689		82,689	80,424
Total Revenue, Gains, and				
Other Support	3,120,908	1,025,821	4,146,729	6,198,292
EXPENSES				
Conference and Retreat expenses:	1,711,416		1,711,416	1,664,237
Retreat Center expenses	, ,	-	, ,	, ,
Other programs General and administrative	1,087,255 658,766	- 32,043	1,087,255 690,809	2,557,398 825,060
Fundraising	175,424	32,043	175.424	136,160
Depreciation	170,424	246.043	- ,	,
	3,632,861	246,043	<u>246,043</u> 3,910,947	<u> </u>
Total Expenses	3,032,001	278,086	3,910,947	5,302,314
NONOPERATING ACTIVITIES				
Employee Retention Credits	414,198	-	414,198	-
Forgiveness of PPP Loan	579,900	-	579,900	-
Change in Net Assets from Nonoperating	,			
Activities	994,098	-	994,098	-
CHANGE IN NET ASSETS	482,145	747,735	1,229,880	835,778
Net Assets - Beginning of Year	858,456	4,563,470	5,421,926	4,586,148
NET ASSETS - END OF YEAR	\$ 1,340,601	\$ 5,311,205	\$ 6,651,806	\$ 5,421,926

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FINANCIAL POSITION – WITHOUT DONOR RESTRICTIONS BY INTERNAL FUND JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR JUNE 30, 2020) (SEE INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION)

ASSETS	 Operating	 Capital	 Total	 020 Total s Restated)
Cash Restricted Cash Accounts Receivable Due from The Associated: Jewish Community Federation of Baltimore, Inc. Pledges and Grants Receivable Employee Loans Receivable Prepaid Expenses	\$ 923,986 - 381,471 901,134 7,055 9,530 1,216	\$ (526,659) 114,680 (5,064) (837,608) 285,583 - -	\$ 397,327 114,680 376,407 63,526 292,638 9,530 1,216	\$ (155,990) - 207,183 - 10,257 9,530 1,216
Other Assets Property and Equipment, Net	 -	- 3,089,239	 - 3,089,239	 84,113 2,671,466
Total Assets	\$ 2,224,392	\$ 2,120,171	\$ 4,344,563	\$ 2,827,775
LIABILITIES AND NET ASSETS				
LIABILITIES Accounts Payable and Accrued Expenses Due to The Associated: Jewish Community	\$ 416,851	\$ 41,186	\$ 458,037	\$ 308,208
Federation of Baltimore, Inc. Deferred Revenue PPP Loan Mortgage Payable Total Liabilities	 - 635,252 594,350 - 1,646,453	 - - 468,738 509,924	 - 635,252 594,350 <u>468,738</u> 2,156,377	 35,235 841,886 579,900 511,871 2,277,100
NET ASSETS	 577,939	 1,610,247	2,188,186	 550,675
Total Liabilities and Net Assets	\$ 2,224,392	\$ 2,120,171	\$ 4,344,563	\$ 2,827,775

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF FINANCIAL POSITION – WITH DONOR RESTRICTIONS BY INTERNAL FUND JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR JUNE 30, 2020) (SEE INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION)

ASSETS	 Operating	 Capital	 Total	2020 Total s Restated)
Cash Restricted Cash Accounts Receivable	\$ 1,139,436 - -	\$ 669,142 - -	\$ 1,808,578 - -	\$ 2,143,997 - -
Due from The Associated: Jewish Community Federation of Baltimore, Inc. Pledges and Grants Receivable Employee Loans Receivable	(584,774) 208,000 -	584,774 238,811 -	- 446,811 -	- 326,248 -
Prepaid Expenses Other Assets Property and Equipment, Net	 - - -	 - - 2,208,231	 - - 2,208,231	 - - 2,401,006
Total Assets	\$ 762,662	\$ 3,700,958	\$ 4,463,620	\$ 4,871,251
LIABILITIES AND NET ASSETS				
LIABILITIES Accounts Payable and Accrued Expenses Due to The Associated: Jewish Community Federation of Baltimore, Inc. Deferred Revenue PPP Loan Mortgage Payable Total Liabilities	\$ - - - - -	\$ 	\$ - - - - -	\$ - - - - -
NET ASSETS	 762,662	 3,700,958	 4,463,620	 4,871,251
Total Liabilities and Net Assets	\$ 762,662	\$ 3,700,958	\$ 4,463,620	\$ 4,871,251

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF ACTIVITIES- WITHOUT DONOR RESTRICTIONS BY INTERNAL FUND YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2020) (SEE INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION)

	Oper	atina	Capital		Total	020 Total Restated)
REVENUE, GAINS, AND OTHER SUPPORT		<u>-</u>	 			
Grant Revenue	\$	68,324	\$ 164,619	\$	232,943	\$ 155,023
Allocation from The Associated: Jewish					,	,
Community Federation of Baltimore, Inc.	9	27,071	-		927,071	1,063,434
Contributions		35,410	-		135,410	147,091
Retreat Center Income		10,430	-		1,110,430	2,512,616
Other Income		82,689	-		82,689	80,424
Satisfaction of Donor Restrictions	1,4	02,152	663,665		2,065,817	1,117,819
Total Revenue, Gains, and						
Other Support	3,7	26,076	828,284		4,554,360	5,076,407
EXPENSES						
Conference and Retreat expenses:						
Retreat Center expenses	1,7	11,416	-		1,711,416	1,664,237
Other programs	1,0	87,255	-		1,087,255	2,557,398
General and Administrative	6	58,766	32,043		690,809	825,060
Fundraising	1	75,424	-		175,424	136,160
Depreciation		-	 246,043		246,043	 179,659
Total Expenses	3,6	32,861	 278,086		3,910,947	 5,362,514
NONOPERATING ACTIVITIES						
Employee Retention Credits	4	14,198	-		414,198	-
Forgiveness of PPP Loan	5	79,900	-		579,900	-
Change in Net Assets from						
Nonoperating Activities	9	94,098	 -	_	994,098	 -
CHANGE IN NET ASSETS	1,0	87,313	550,198		1,637,511	(286,107)
Net Assets - Beginning of Year	(5	09,374)	 1,060,049		550,675	 836,782
NET ASSETS - END OF YEAR	\$ 5	77,939	\$ 1,610,247	\$	2,188,186	\$ 550,675

THE PEARLSTONE CONFERENCE RETREAT CENTER STATEMENT OF ACTIVITIES – WITH DONOR RESTRICTIONS BY INTERNAL FUND YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2020) (SEE INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION)

	Operating	Capital	Total	2020 Total (As Restated)
REVENUE, GAINS, AND OTHER SUPPORT Grant Revenue Allocation from The Associated: Jewish	\$ 704,939	\$ 861,202	\$ 1,566,141	\$ 2,193,252
Community Federation of Baltimore, Inc.	-	-	-	-
Contributions	92,045	-	92,045	46,452
Retreat Center Income	-	-	-	-
Other Income Satisfaction of Donor Restrictions	-	- (662.665)	- (2.065.917)	-
Total Revenue, Gains, and	(1,402,152)	(663,665)	(2,065,817)	(1,117,819)
Other Support	(605,168)	197,537	(407,631)	1,121,885
EXPENSES				
Conference and Retreat expenses:				
Retreat Center expenses	-	-	-	-
Other programs	-	-	-	-
General and administrative	-	-	-	-
Fundraising Depreciation	-	-	-	-
Total Program Services Expense	<u>-</u>	<u> </u>	<u>-</u>	<u> </u>
CHANGE IN NET ASSETS	(605,168)	197,537	(407,631)	1,121,885
Net Assets - Beginning of Year	1,367,830	3,503,421	4,871,251	3,749,366
NET ASSETS - END OF YEAR	\$ 762,662	\$ 3,700,958	\$ 4,463,620	\$ 4,871,251