



**ONE SKY**

for all children

# 2020 Annual Report



Unlocking the potential of our world's vulnerable children



## OUR MISSION

*OneSky teaches communities and caregivers to provide nurturing responsive care and early education to unlock the vast potential hidden in our world's vulnerable young children.*



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## IN A YEAR LIKE NO OTHER ...

# Letter from OneSky's Chairman and Our Founder & CEO

*We are delighted to bring you the 2020 Annual Report. By the time you read this, OneSky Founder Jenny Bowen will have transitioned from her CEO role to that of Strategic Advisor.*

To our OneSky Family,

2020 was a year of both changes and challenges. The Covid-19 pandemic forced us to rethink how best to support the children and communities we serve in orphanages, rural villages, industrial zone tenements, and urban slums.

Lives were turned upside down last year, keeping millions of children around the world at home for extended periods and creating additional struggles for so many already at-risk. When disaster strikes, it is often the children who suffer unseen.

But thanks to the kindness of our generous supporters, OneSky was able to continue providing both direct and virtual services to the children and their caregivers who count on us. Despite the challenges, we were able to expand programs in China, open our new Family Center in Mongolia, and welcome children back to our Early Learning Center in Vietnam after pandemic-related closures — while also providing ongoing virtual support to local home-based care providers.

And, in 2020, we reached the milestone (which had been delayed due to the pandemic) of opening the P. C. Lee OneSky Global Centre for Early Childhood Development in Hong Kong SAR, China. The new Centre will serve

some of Hong Kong's most vulnerable young children and their families — many of them single parents and new immigrants. It will also be a training hub for caregivers from across Hong Kong.

Looking back at a year like no other, we couldn't be prouder of OneSky's steadfast determination and flexibility in supporting vulnerable communities throughout Asia; always putting the well-being of children, first and foremost.

Thank you for standing by us as we worked to find new ways to use OneSky's proven approach, bringing meaningful change to young lives. We hope that you'll enjoy reading about the impact of our work — work that wouldn't have been possible without you by our side!

In gratitude, and wishing you health and happiness,



**Guy Russo**  
Chairman



**Jenny Bowen**  
Founder & CEO

# Standing by the Children During a Global Pandemic

OneSky for all children (OneSky) was founded more than two decades ago to help unlock the hidden potential in the lives of young children in China's welfare institutions. Using the time-tested **OneSky Approach**, OneSky has expanded its focus to include children in rural villages, factory towns, and low-resource communities throughout Asia.

In 2020, despite the global pandemic, OneSky not only kept its programs running and the children well-cared for but also launched pioneering programs in China, Hong Kong SAR, and Mongolia. Meanwhile, across our programs, OneSky's dedicated team of staff engaged caregivers via ongoing virtual support. Adapting to the "new normal" called for flexibility and creativity in working with both the children and adults who care for them.

Because the needs of little children never stop, regardless of outside circumstances.

2020 was not an easy year. But, by focusing on child-driven issues across the areas where we work, our vital help continued, despite less-than-ideal circumstances. In a year like no other, we never stopped helping the children. To date, OneSky has trained 63,590 caregivers and reached 226,384 children.



# THE ONESKY IMPACT IN ASIA

Since 1998 in China, Mongolia, and Vietnam  
OneSky has...



TRAINED  
**63,590**  
CAREGIVERS



REACHED  
**226,384** CHILDREN

A Brighter Future  
for the  
Next Generation

# Standing by Children in Orphanages and Rural Villages

OneSky got its start working in state-run orphanages in China, transforming young lives through infant nurture care and early learning programs designed for institutionalized children. Today, this work continues with a focus on supporting the increasing numbers of children with special needs living in orphanages. In 2020, due to the pandemic, most orphanages were on complete lockdown for the first part of the year, but **OneSky-trained staff stayed by the children's side during quarantine at 52 sites.**



Trained **2,171** orphanage caregivers



Since 2015, OneSky has also worked in rural villages in China, where staggering numbers of children were left when parents from impoverished areas migrated to work in distant cities.

In 2020, there were programs in **24 villages, assisting more than 12,829 village children and their families** through Family Skills Training Sessions and early learning programs at OneSky Community Centers.

Supported **19,419** caregivers in rural villages

Cared for **12,829** village children

# Opening a New Centre Despite All Obstacles

In Hong Kong, OneSky launched the P. C. Lee OneSky Global Centre for Early Childhood Development, which includes a Family Centre and Training Hub, where a combined total of **441 caregivers and 474 children benefited from both programs in 2020.**



Supported families with **virtual resources** while navigating through the pandemic.

During a period that the Centre was closed due to the pandemic, OneSky's team of Family Mentors held virtual playgroups. Up to five families joined each Family Mentor once a week for an hour of guided parent and child activities. During the period the Centre was open, registered families reported that they were enjoying the play spaces with their children. Early monitoring efforts indicated high satisfaction rates with both the facilities and services provided.

Despite strict social distancing measures in Hong Kong, OneSky's Family Training kicked off in September 2020 with a cohort of **58 parents from the local community.**

Commenced **Family Skills Training to share OneSky's responsive care training** methodology with local Hong Kong caregivers.

# Supporting Communities Living in Ger Districts



In September 2020, OneSky opened its Family Center in Mongolia. A tremendous effort by the team to recruit, train, build and open our center in Ulaanbaatar, during a year impacted by a global pandemic, was nothing short of miraculous.

While the construction might look unusual, the Family Center replicates a traditional Mongolian family dwelling and offers a safe play place for local families in the Bayanzurkh District, the largest of the nine districts that comprise the capital. The local government generously donated the land on which the center is built.

Parenting-skills training for local families commenced following the opening.

The first 18-week training period was launched and **served 144 registered parents**. When lockdown caused on-site programs to halt and a severe winter snowstorm hit, OneSky staff found safe, socially distanced ways to deliver essential supplies.



Opened the OneSky Family Center in Ulaanbaatar and began parenting training.

# Staying Connected Virtually and In-Person

In Vietnam, OneSky is committed to changing the system of care for the children of low-paid migrant factory workers. To achieve this, OneSky is training a new generation of caregivers across the country to ensure these vulnerable children do not fall through the cracks.

OneSky's Home-based Childcare (HBC) Training Program, launched with the local government in 2018, uses an innovative blended learning approach to train HBC caregivers who typically have limited professional development opportunities and support. These caregivers provide affordable home-based childcare to low-income migrant workers, particularly those employed by factories across Vietnam's industrial zones. In 2020, training was expanded to **two new provinces and more than 400 new caregivers graduated**.

OneSky's demonstration **Early Learning Center (ELC)**, launched in 2017 in Da Nang's Hoa Khanh Industrial Zone in conjunction with the Da Nang Department of Education and Training, also provides parenting skills workshops and a training program for home-based care providers. The OneSky **ELC serves 250 children between the ages of 6 months and 6 years** and has become recognized as a model school in the community.

Throughout the year, with sporadic closures of the center due to Covid-19, our teachers continued to engage with the children virtually, provided video support to parents, and assembled over 620 emergency packages for local families in need. And, during Typhoon Molave, the ELC was used as an emergency shelter for children and families.

Expanded home-based caregiver training to the Quang Nam and Hai Duong Provinces.

Trained **413 caregivers** to deliver quality care and adopt, implement, and replicate best practices, impacting **8,252 children.**



In all of the countries where we work, our goal is the same: to help caregivers — and communities — unlock the full potential of young children born with unfortunate beginnings. Below are stories of both a child and caregiver representative of so many others like them.

\*Names of children and family members have been changed to protect their privacy.

## Zhenzhen: A Little Girl Who No Longer Plays Alone

When we first met Zhenzhen, she was a withdrawn 5-year-old girl living with her family in a rural village in China. Her mom is developmentally delayed and her dad, unable to work due to a chronic back injury, was struggling to support the family.

In the OneSky Activity Room at her village's community center, little Zhenzhen would sit in the corner, alone. She watched as other children laughed and played together, but they all stayed away. Until that all changed, thanks to the dedication of her OneSky trained mentor.

The first time the mentor saw the lonely child, she noticed that Zhenzhen's clothes were soiled and that she seemed unkempt. Filled with sympathy for the child — and realizing her disheveled appearance was keeping other children away — she decided to pay her a home visit.

During the home visit, the mentor observed that the house was in disarray, and encouraged Zhenzhen's mother to establish daily routines and help her get in the habit of practicing daily hygiene. She urged Zhenzhen's parents to send her to the village's communal Children's Center as often as possible and even offered to pick up Zhenzhen herself if her dad was too busy.

Thanks to the mentor's advice, Zhenzhen's home life improved as well as her appearance. Soon after, she began fully participating in Center activities and forming meaningful friendships with other children!

“During the home visit, the mentor observed that the house was in disarray, and encouraged Zhenzhen's mother to establish daily routines and help her get in the habit of practicing daily hygiene.”



# Changing the World One Child and Caregiver at a Time





## For the Love of Children: Hoa's Caregiving Journey

In Vietnam, all of OneSky's trained home-based caregivers share a commonality: their love of working with children. Each has their own unique story to tell of how they began their career. For 48-year-old Hoa — born into a life filled with challenges — her journey was not an easy one.

One of five children living in Vietnam, Hoa's father died when she was just a toddler. When she was only 7-years-old she left her impoverished, crowded home and began babysitting for other families in exchange for food and a place to sleep. She had experience as a babysitter from looking after her sisters.

That was how she grew up, 41 years ago, after the Vietnam War had just ended and the country was struggling with extreme poverty. Her mother was a single working mom raising five children, unable to properly care for Hoa.

When Hoa turned 21, she got married and had two children, but divorced. By the age of 40, she was happily remarried but living in poverty. That's when she started her daycare center. Soon after, she received a letter from the Department of Education and Training, inviting her to a OneSky Home-based Care Training Course.

"I was honored to be in the OneSky training to learn about babies' brains, practice my skills, and find out how to deal with difficult behavior while keeping calm. After applying what I've learned, it's made my job easier and helped the children to learn better," she said.

*I was honored to be in the OneSky training to learn about babies' brains, practice my skills, and find out how to deal with difficult behavior while keeping calm.*



To read more updates about OneSky's work on behalf of vulnerable children and the adults who care for them, visit the [website](#).

# List of Partners

We would like to extend a heartfelt thanks to all of our corporate and foundation partners for providing very significant financial and in-kind contributions. This support is crucial for our work transforming the lives of vulnerable children so they can have a second chance at childhood. For more information, visit [www.onesky.com/partners](http://www.onesky.com/partners).

Ardian	Generali - The Human Safety Net	One Voice Charitable Fund
Asia Alternatives Management LLC	Generation Investment Management LLP	Porticus Foundation
Asia Alternatives Advisor HK Ltd	Golden Burger (Macau) Food Company Ltd	The Singapore International School Foundation Ltd
Bank Julius Baer & Co. Ltd, Hong Kong	Google Matching Gifts Program	Skoll Foundation
Bank of America Merrill Lynch	Grand Challenges Canada	Skymax Garment Ltd
Barclays Capital Asia Ltd	Half the Sky Foundation Australia Ltd	SophiaGrace Foundation
Baring Private Equity Asia Ltd	The Hawk Rock Foundation	Storehouse Foundation
The Capital Group Companies Charitable Foundation	Internet Society Foundation	Suen Chi Sun Charitable Foundation
The Capital Group (Corporate Matching Funds)	K.S. & Feili Lo Foundation Ltd	The Tan Family Education Foundation
Chen Yang Foo Oi Foundation Ltd	The Kwok Foundation	Target Foundation
Clifford Chance LLP	Linklaters Business Services (HK) Ltd	Ting Tsung and Wei Fong Chao Foundation
DZ Trading Ltd	Local Independent Charities of America	Tony and Kyra Rogers Foundation
East Vision Holdings Ltd Shanghai Rep Office	Lorinet Foundation	Union Bancaire Privée, UBP SA Hong Kong Branch
Freshfields Bruckhaus Deringer	The Marstine Family Foundation	The Vandermark Foundation
Gates Foundation Matching Gifts Program	Octava Foundation OneSky Australia	



# Baring Private Equity Asia: A Shining Light for OneSky During the Pandemic's Darkest Hours

When the pandemic hit in 2020, OneSky struggled to balance urgent increased needs with limited resources. Baring Private Equity Asia (BPEA) stepped up with senior staff even donating personally to support the children.

For OneSky, their kindness was a shining light at a very dark time.

It followed a decade and a half, during which BPEA has been a true friend to OneSky and Asia's children. It's a relationship that started with helping China's left-behind children. BPEA Managing Director and Chief Operating Officer Patrick Cordes explains:

**Q. How did BPEA first make a connection with OneSky?**

*Before even beginning a formal philanthropy program, BPEA began supporting the OneSky Guangzhou location. That support started around 15 years ago, and the relationship with OneSky has only broadened and deepened since, making OneSky a core long-term component of the BPEA philanthropic program.*

**Q. And what was it about OneSky's work that interested you?**

*When we first visited the Guangzhou location we started to understand the vast needs of abandoned children. We then began supporting just that one facility, which*



*was close in proximity and where we could go and see the results every year. But as the organization grew and evolved into a teaching and development organization, providing the software to complement the hardware often in place throughout China, we understood the power of the new model and the vastly increased reach and ability to help as many children as possible.*

**Q. With the opening of the OneSky Centre, how do you think OneSky can best help Hong Kong? What are Hong Kong's current and future challenges?**

*The opening of the Hong Kong Centre, which was directly supported by our founder and CEO Jean Eric Salata, was a critical next step in the organization's development, centering the organization while also creating a facility to help those in need in Hong Kong. It is easy for people to forget that while Hong Kong is a city with significant resources, there still are many children and families with significant unserved needs. The Hong Kong center is a tremendous step*

*to help meet those needs and be a pillar of the community.*

**Q. OneSky was amongst those benefiting from BPEA's assistance during the COVID crisis – what was it so important to BPEA to step up and provide help?**

*Given the severity of the crisis, senior members of our team gave up their salary, and we created a specific Covid relief fund. The first place we looked to help was within our core philanthropy program. In the case of OneSky, the needs were clear with significant extra costs required for critical cleaning and protective equipment.*

**Q. Is there anything else you'd like to add?**

*Our philanthropy program has a specific focus on underprivileged children, particularly in the areas where we work and live. It has been so meaningful to us to support OneSky all these years and watch it grow and evolve and greatly improve the lives of children.*



# ONESKY'S BOARD OF DIRECTORS

## GUY RUSSO

Chairman of the Board, OneSky  
Former CEO  
Wesfarmers Department Store Division  
(K-mart and Target)

## RANDY C. BELCHER

Executive Vice President  
Asia Pacific, Fossil Inc.

## PETER C. BENNETT

Founder  
The Peter Bennett Foundation

## DEANNE BEVAN

CEO (Volunteer)  
OneSky Australia

## JENNY BOWEN

Founder and CEO  
OneSky for all children

## STEPHEN CHIPMAN

CEO  
Radius

## TIM HUXLEY

Chairman  
Mandarin Shipping Limited

## DANA JOHNSON, MD, PHD

Professor Department of Pediatrics  
University of Minnesota

## STELLA LEE

Silicon Valley Private Investor

## MELISSA MA

Co-Founder and Managing Partner  
Asia Alternatives

## LISA NORTON

Law office of Lisa Norton LLC

## MELVYN PUN

CEO  
Yoma Strategic

## F. CHAPMAN TAYLOR

Senior Vice President  
Capital Research International

## JAL S. SHROFF, J.P.

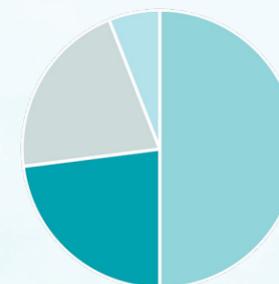
Former Director  
Fossil Group, Inc.  
Managing Director  
Fossil (East) Ltd.

## ZILI ZHANG

Founder and Managing Director  
Summitview Capital Management Ltd.



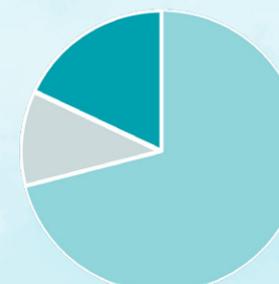
## INCOME RESOURCES (FY2020)



- INDIVIDUAL DONORS 50%
- PRIVATE FOUNDATIONS 23%
- CORPORATE DONORS 21%
- OTHER (MAINLY PANDEMIC RELIEF) 6%

*OneSky has consistently been recognized for exceptional fiscal responsibility and transparency, and has been evaluated highly by Charity Navigator, Guidestar, iDonate, and WiseGiving.*

## EXPENSES (FY2020)



- PROGRAM SERVICES 75%
- SUPPORT SERVICES 13%
- FUNDRAISING 12%

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE 12 – COOPERATION AGREEMENTS (Continued)**

In April 2016, the Foundation entered into an agreement with the Vietnam Department of Education and Training (DOET). The agreement resulted in the construction of the Early Learning Center (ELC), which was developed as part of the Industrial Parks program. This first ELC is located near the Hoa Khanh Industrial Park in Da Nang, Vietnam and upon completion the ownership was fully retained by the DOET.

Under the agreement with DOET, OneSky contributed partial funding for the construction costs of the ELC, provides OneSky employees and services at the ELC, and training to DOET personnel for the purpose of ultimately handing off operational responsibility to the DOET at a future date.

**NOTE 13 – COOPERATION WITH CHBAF**

Beginning in September 2012, a Chinese fundraising organization called ChunHui Bo’Ai Children’s Foundation (CHBAF) was established with objectives similar to those of the Foundation. During the years ended December 31, 2019 and 2018, the Foundation provided support and assistance to CHBAF for the operation of programs supporting disadvantaged children throughout China, to similar standards as programs operated by the Foundation.

**NOTE 14 - LIQUIDITY AND AVAILABILITY**

The Foundation’s financial assets available for general expenditure within one year of the statement of financial position date, are as follows:

	2019	2018
Cash and cash equivalents	\$ 2,957,100	\$3,562,211
Pledges receivable, net	485,735	415,536
Other receivables	4,150	10,849
	<u>\$ 3,446,985</u>	<u>\$ 3,988,596</u>

The Foundation has \$3,446,985 and \$3,988,596 of financial assets available within one year of the statement of financial position date, to meet cash needs for general expenditure. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the statement of financial position date. Pledges receivable are subject to implied time or purpose restrictions, but are expected to be collected and available for general expenditures within one year. The Foundation has a liquidity management policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.



INDEPENDENT AUDITOR'S REPORT

To the Audit Committee and Board of Directors  
 OneSky Foundation and Subsidiaries  
 Berkeley, California

**REPORT ON THE FINANCIAL STATEMENTS**

We have audited the accompanying consolidated financial statements of OneSky Foundation and Subsidiaries, which comprise the consolidated statements of financial position as of December 31, 2020 and 2019, and the related consolidated statements of activities and changes in net assets, cash flows and functional expenses 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 consolidated 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 consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated

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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of OneSky Foundation and Subsidiaries as of December 31, 2020 and 2019 and the changes in their net assets, and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



Sacramento, California  
 May 29, 2021

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	2020	2019
<b>ASSETS:</b>		
Cash and cash equivalents	\$ 3,574,194	\$ 2,957,100
Pledges receivable, net (Note 3)	182,762	485,735
Other receivables	3,056	4,150
Prepaid program expenses	131,684	95,652
Inventory	8,135	8,255
Property and equipment, net (Note 4)	2,318,163	1,713,786
Deposits	161,984	164,359
Total assets	<b>\$ 6,379,978</b>	<b>\$ 5,429,037</b>
<b>LIABILITIES AND NET ASSETS</b>		
Liabilities:		
Accounts payable	\$ 364,207	\$ 341,072
Accrued expenses	139,212	106,985
Total liabilities	<b>503,419</b>	<b>448,057</b>
Commitments and contingencies (Note 7)		
Net assets:		
Without donor restrictions:		
Undesignated	3,088,351	1,583,880
Board-designated	-	9,928
Total net assets without donor restrictions	<b>3,088,351</b>	<b>1,593,808</b>
With donor restrictions (Note 5)	2,788,208	3,387,172
Total net assets	<b>5,876,559</b>	<b>4,980,980</b>
Total liabilities and net assets	<b>\$ 6,379,978</b>	<b>\$ 5,429,037</b>

See accompanying notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

	2020			2019		
	Net Assets Without Donor Restrictions	Net Assets With Donor Restrictions	Total	Net Assets Without Donor Restrictions	Net Assets With Donor Restrictions	Total
Revenues, gains and other support:						
Contributions (Notes 9, 10 and 11)	\$ 4,744,702	\$ 4,431,358	\$ 9,176,060	\$ 3,890,768	\$ 5,997,422	\$ 9,888,190
Contributed services and materials	260,551	-	260,551	525,560	-	525,560
Merchandise sales	5,205	-	5,205	1,468	-	1,468
Other income	581,838	-	581,838	63,133	-	63,133
Net assets released from restriction (Note 6)	5,030,322	(5,030,322)	-	5,463,023	(5,463,023)	-
Total revenues, gains and other support	10,622,618	(598,964)	10,023,654	9,943,952	534,399	10,478,351
Expenses:						
Program services:						
Donated goods and services	77,733	-	77,733	28,867	-	28,867
Other program services	6,791,172	-	6,791,172	6,921,949	-	6,921,949
Total program services	6,868,905	-	6,868,905	6,950,816	-	6,950,816
Fundraising:						
Donated goods and services	189	-	189	2,565	-	2,565
Other fundraising	1,115,346	-	1,115,346	1,754,350	-	1,754,350
Total fundraising	1,115,535	-	1,115,535	1,756,915	-	1,756,915
Merchandise costs	731	-	731	975	-	975
Management and general (Notes 7 and 8):						
Donated goods and services	150,415	-	150,415	311,987	-	311,987
Other management	992,489	-	992,489	816,832	-	816,832
Total management and general	1,142,904	-	1,142,904	1,128,819	-	1,128,819
Total expenses	9,128,075	-	9,128,075	9,837,525	-	9,837,525
Change in net assets	1,494,543	(598,964)	895,579	106,427	534,399	640,826
Net assets, beginning of year	1,593,808	3,387,172	4,980,980	1,487,381	2,852,773	4,340,154
Net assets, end of year	\$ 3,088,351	\$ 2,788,208	\$ 5,876,559	\$ 1,593,808	\$ 3,387,172	\$ 4,980,980

See accompanying notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF CASH FLOWS

	2020	2019
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 895,579	\$ 640,826
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	374,240	22,595
Net change in assets and liabilities:		
Pledges receivable, net	302,973	(70,199)
Other receivables	1,094	6,699
Prepaid program expenses	(36,032)	(14,059)
Inventory	120	30,374
Deposits	2,375	(3,015)
Accounts payable	23,135	67,945
Accrued expenses	32,227	(281)
Net cash provided by operating activities	1,595,711	680,885
<b>Cash flows used in investing activities:</b>		
Acquisition of property and equipment	(978,617)	(1,285,996)
Increase (decrease) in cash and cash equivalents	617,094	(605,111)
Cash and cash equivalents, beginning of the year	2,957,100	3,562,211
<b>Cash and cash equivalents, end of the year</b>	<b>\$ 3,574,194</b>	<b>\$ 2,957,100</b>
Supplemental disclosures of cash flow information		
Contributed services and materials	\$ 260,551	\$ 525,560

See accompanying notes to consolidated financial statements.

CONCONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES

Expenses (Notes 8):	2020					2019				
	Program Services	Fundraising	Merchandise Cost	Management and General	Total	Program Services	Fundraising	Merchandise Cost	Management and General	Total
Compensation and benefits for non-field staff	\$ 2,116,064	\$ 975,853	\$ -	\$ 763,109	\$ 3,855,026	\$ 2,122,332	\$ 1,381,111	-	\$ 551,392	\$ 4,054,835
Consulting and professional services	125,441	-	-	94,650	220,091	63,211	4,000	-	95,155	162,366
Office expenses	48,320	43,217	-	13,218	104,755	104,708	70,021	-	22,321	197,050
Information technology	37,138	5,277	-	-	42,415	41,088	5,618	-	-	46,706
Occupancy	499,175	40,057	-	68,818	608,050	602,952	16,733	-	94,209	713,894
Travel	18,075	2,020	-	3,136	23,183	149,314	90,249	-	36,045	275,608
Conferences and meetings	4,014	-	-	-	4,014	24,864	-	-	-	24,864
Depreciation	339,398	1,133	-	33,709	374,240	18,727	2,295	-	1,573	22,595
Insurance	4,181	-	-	15,848	20,029	-	-	-	16,137	16,137
Compensation and benefits for field staff	1,772,958	-	-	-	1,772,958	2,114,440	-	-	-	2,114,440
Donated goods & services	77,733	189	-	150,415	228,337	28,867	2,565	-	311,987	343,419
Subsidies, stipends and tuition	1,612,710	-	-	-	1,612,710	1,457,056	-	-	-	1,457,056
Center construction, equipment & furnishings	77,636	-	-	-	77,636	39,291	-	-	-	39,291
Training programs and materials	132,575	-	-	-	132,575	183,246	-	-	-	183,246
Event expense	-	15,422	-	-	15,422	-	132,103	-	-	132,103
All other expense	3,535	32,367	731	1	36,634	720	52,220	975	-	53,915
<b>Total functional expenses</b>	<b>\$ 6,868,905</b>	<b>\$ 1,115,535</b>	<b>\$ 731</b>	<b>\$ 1,142,904</b>	<b>\$ 9,128,075</b>	<b>\$ 6,950,816</b>	<b>\$ 1,756,915</b>	<b>\$ 975</b>	<b>\$ 1,128,819</b>	<b>\$ 9,837,525</b>

See accompanying notes to consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 – ORGANIZATION AND OPERATION

OneSky Foundation (the “Foundation” or “OneSky”), a non-profit public benefit corporation, was incorporated in November 1998 with its corporate office located in Berkeley, California. From inception and through April 2018, the legal name of the Foundation was “Half the Sky Foundation”. Effective May 2018, the name of the legal entity was changed to OneSky Foundation and Subsidiaries.

The Foundation formed a Beijing Representative Office in June 2008. Effective January 1, 2008 the Foundation also qualifies in the Netherlands as a charitable fund (“ANBI”).

OneSky Foundation (Asia) Limited (“Asia Ltd.”), a supporting organization of the Foundation, was incorporated in Hong Kong in March 2006. OneSky Foundation UK Limited (“UK Ltd.”), another supporting organization of the Foundation, was incorporated in England and Wales in April 2008. In connection with the legal name change for the consolidated entity, the legal names of these entities were formerly known as “Half the Sky” instead of “OneSky”, until May 2018.

The consolidated financial statements of the Foundation include the accounts of all the supporting organizations above.

OneSky was created to help unlock the potential in the lives of vulnerable children. OneSky aims to ensure that young children at risk have a caring adult in their lives and a chance at a bright future by teaching communities and caregivers to provide nurturing responsive care and early education.

In support of its goal to enrich the lives of children, OneSky has developed the OneSky approach to quality early education and care, and serves the following communities in China, Vietnam, and Mongolia:

**For orphaned children** - OneSky-inspired orphanage program models are located in government-run welfare institutions throughout China and provide nurturing and educational opportunities for orphaned and abandoned children. OneSky-inspired Seed Centers provide short-term funding to independent organizations for up to three years, for the mentoring and training of individuals with limited resources. Such funding allows those organizations to establish programs of their own similar to those operated directly by OneSky. During the year ended December 31, 2020, OneSky supported various orphanage programs at a total of 52 sites.

**For left-behind children** - OneSky-inspired program models in China’s rural villages are designed to teach communities and caregivers how to mitigate the damage done to young children left behind by migrant parents who have moved away to find work in faraway cities. Services offered include Family Skills, which teaches parenting skills and responsive care training to primary caregivers, Early Learning, and Community Engagement, which includes trainer-facilitated village gatherings, monthly community projects, and cooperative childcare. During the year ended December 31, 2020, OneSky supported programs in 24 villages within one province.

**For migrant workers’ children** - OneSky’s work in Vietnam includes the development and operation of a model Early Learning Center (ELC) located in the Hoa Khanh Industrial Park in Da Nang. The model center, which offers the OneSky Approach to benefit children, ages 6 months to 6 years, of factory workers who cannot afford or do not have access to other adequately trained early learning or daycare services, opened in September 2017. Training in the OneSky Approach is further offered to home-based care providers and parents in Da Nang and Quang Nam, so that quality care can be provided to young children at risk wherever they may spend their days.

(Continued)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE 1 – ORGANIZATION AND OPERATION (continued)**

**For children failing to thrive** - During the year ended December 31, 2019, a pilot program was launched in a state-run day nursery in Ulaanbaatar, Mongolia to introduce the OneSky Approach to benefit very young children of impoverished nomadic herders living in that city’s ger districts. The nursery, which previously focused only on nutrition, had no programs to address children’s social and emotional needs, or healthy development. Besides fitting out the rooms with age-appropriate developmental toys and furnishings, OneSky hired additional caregivers and trained them along with existing caregivers, in how to use the OneSky Approach to provide responsive and nurturing care and early education for vulnerable young children. A new Family Center in Ulaanbaatar that replicates a traditional Mongolian family dwelling was opened in September 2020.

**P. C. Lee OneSky Global Centre for Early Childhood Development:** OneSky spent considerable effort in 2019 preparing for the 2020 opening of the P. C. Lee OneSky Global Centre for Early Childhood Development (the “Centre”) in Sham Shui Po. The Centre was officially opened in May 2020 and features a Family Centre which serves as a community gathering place for children (0-6 years old), and their parents and caregivers, to play and learn together. The Family Centre also offers facilitated play sessions and parenting skills workshops as well as consultation and referral services for families. The Centre also serves as a training hub for teaching professional and paraprofessional caregivers in Hong Kong and beyond the OneSky approach to responsive caregiving and early education.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Principles of Consolidation:** The accompanying consolidated financial statements include the accounts of the Foundation and its supporting organizations.

Inter-organization transactions and balances have been eliminated upon consolidation.

**Foreign Currency:** Assets and liabilities denominated in foreign currencies are translated into United States of America dollars, the reporting currency, at exchange rates in effect on reporting dates, and revenue and expenses are translated at rates which approximate those in effect on transaction dates. A significant amount of the Foundation’s expenses were paid for using the Chinese Renminbi for the years ended December 31, 2020 and 2019. Translation gains and losses were not material to the consolidated financial statements taken as a whole and are not reflected separately in the consolidated financial statements.

**Use of Estimates:** The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (“GAAP”) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

**Basis of Presentation:** The consolidated financial statements have been prepared on the accrual basis of accounting which recognizes revenue and support when earned and expenses when incurred.

The financial statement presentation follows the guidance of Financial Accounting Standards Board (the “FASB”) Accounting Standards Codification™ (“ASC”) 958 – 205, Not-for-Profit Entities – Presentation of Financial Statements (“ASC 958 – 205”). Under ASC 958 – 205, the Foundation is required to report information regarding its financial position and activities classified as with donor restrictions and without donor restrictions net assets with the change in each of these classes of net assets to be presented in the consolidated statements of activities and changes in net assets.

(Continued)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Net Asset Classification:** The Foundation reports two primary classifications of net assets within the consolidated statements of net position:

**Net Assets - without donor restrictions** – Net assets without donor restrictions include those revenues and expenses associated with program and supporting services which do not have externally imposed restrictions on their use. However, the Foundation’s Board of Directors has designated certain net assets to be used for the purpose of a guardian program. There were no Board-designated assets as of December 31, 2020 and \$9,928 as of December 31, 2019.

**Net Assets - with donor restrictions** – Net assets with donor restrictions represent contributions that are limited in use by the Foundation in accordance with donor-imposed stipulations. These stipulations may expire with time or may be satisfied and removed by the actions of the Foundation according to the terms of the contribution. Upon satisfaction of such stipulations, net assets are released from with donor restrictions net assets and recognized as without donor restrictions net assets.

**Cash and Cash Equivalents:** Cash and cash equivalents consist primarily of highly liquid investments with an original maturity of three months or less. Cash and cash equivalents are carried at cost which approximates fair value.

**Credit Risk:** The Foundation maintains cash and cash equivalents with commercial banks and other major financial institutions. Cash equivalents include overnight investments and money market funds. Cash balances may exceed the Federal Deposit Insurance Corporation (“FDIC”) limits from time to time. At December 31, 2020 and 2019 the Foundation had bank deposits with carrying amounts and balances of \$3,412,550 and \$2,590,630 respectively, which included deposits with two financial institutions eligible for FDIC insurance coverage. Of the total bank balances, \$268,882 and \$276,992 were insured at December 31, 2020 and 2019, respectively. Amounts received

but not deposited and therefore not insured by the FDIC, totaled \$161,644 and \$366,470 at December 31, 2020 and 2019, respectively. The credit risk in pledges receivable is addressed as the Foundation evaluates the collectability of pledges based on knowledge and available information about the donors. Additionally, any pledges that are expected to be collected after one year have been discounted and are reflected in the consolidated financial statements at their net present value.

**Pledges Receivable:** The Foundation evaluates the collectability of its pledges receivable on an ongoing basis and records a reserve for potential uncollectible pledges receivable. No reserve for uncollectible amounts were considered necessary at December 31, 2020 and 2019.

**Property and Equipment, Net:** Acquisitions of property and equipment in excess of \$500 are capitalized. Purchased property and equipment are stated at cost. Significant donated property and equipment are recorded at their estimated fair value on the date of receipt. Depreciation is computed using the straight-line method over the estimated useful lives of the assets ranging from three to ten years.

**Impairment of Long-Lived Assets and For Long-Lived Assets to be Disposed Of:** Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to undiscounted future net cash flows, excluding interest, expected to be generated by the asset. If such assets are considered to be impaired, the impairment is recognized on an asset-by-asset basis. The impairment is measured as the amount by which the carrying amount of the asset exceeds the fair value of the asset (fair value determined by discounted cash flows, market comparison, or replacement cost). Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell. No assets have been determined to be impaired as of December 31, 2020 and 2019.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Inventory: Inventory consists principally of merchandise sold in the Foundation’s on-line store and is stated at the lower of weighted average cost or net realizable value.

Revenue Recognition: Contributions are recognized as revenue when they are received or unconditionally promised as prescribed by ASC 958-605, Not-for-Profit Entities – Revenue Recognition (“ASC 958-605”). The Foundation includes gifts of cash and other assets as net assets with donor restrictions, if they are received with donor stipulations which limit the use of the donated assets. When a donor stipulation expires, that is, when a stipulated time restriction ends or the purpose is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions, and reported as net assets released from restrictions. Conditional promises to give are not recorded as contributions until the conditions on which they depend have been met.

Contributions with donor restrictions whose restrictions are met in the same reporting period as the period in which contribution is recorded, are reported as contributions with donor restrictions. Net assets associated with these contributions are released from restriction as donor restrictions are met.

The Foundation recognizes revenues from on-line store sales upon the sale of merchandise.

Contributed Services and Materials: Contributed services and materials are recognized in accordance with the requirements of ASC 958-605. The Foundation received and recorded contributed pro-bono legal services for the years ended December 31, 2020 and 2019, with estimated fair values of \$228,148 and \$340,854, respectively.

Contributed goods are recorded at their estimated fair value at the date of receipt. Contributed goods totaled \$32,403 and \$184,706 for the years ended

December 31, 2020 and 2019, respectively.

Income Tax Status: The Foundation has been recognized as an organization exempt from tax pursuant to Internal Revenue Code Section 501(c)(3) and classified by the Internal Revenue Service as other than a private foundation, and has been recognized by the California Franchise Tax Board as exempt from California franchise taxes under Revenue and Taxation Code Section 23701(d). Asia Ltd. has been granted tax exempt status by the Hong Kong Inland Revenue Department. UK Ltd. has been granted tax exempt status by UK HM Revenue & Customs. The Foundation is also qualified as a charitable fund (“ANBI”) in the Netherlands for tax purposes.

Generally accepted accounting principles require that a tax position is recognized as a benefit only if it is “more likely than not” that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the “more likely than not” test, no tax benefit is recorded. The Foundation does not expect the total amount of unrecognized tax benefits to significantly change in the next 12 months. The Foundation recognizes interest and/or penalties related to income tax matters in income tax expense. The Foundation did not have any amounts accrued for interest and penalties at December 31, 2020 and 2019.

Functional Expense Allocations: The costs of providing the various program and supporting services have been summarized on a functional basis in the consolidated statements of functional expenses. Certain categories of expenses are attributable to both program and supporting functions. Accordingly, these expenses have been allocated among program services and supporting services based on a consistently applied and reasonable basis. Expenses which may include allocations include depreciation, which is allocated on a square-footage basis, and salaries and benefits, which are allocated on the basis of estimates of time and effort, as applicable.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Subsequent Events: The Foundation has evaluated subsequent events for recognition and disclosure through May 29, 2021, which is the date the consolidated financial statements were available to be issued.

**NOTE 3 – PLEDGES RECEIVABLE, NET**

Pledges receivable represent unconditional promises to give by donors and are recorded at net realizable value. Pledges receivables of \$182,762 and \$485,735 at December 31, 2020 and 2019, respectively, were expected to be collected within one year. There were no long-term pledge receivables at December 31, 2020 and 2019.

The Foundation has received notification of various conditional pledges. These pledges for which the conditions have not yet been met are not included as revenues and are not included in total revenue on the accompanying consolidated statements of activities and changes in net assets for the years ended December 31, 2020 and 2019. There were conditional promises to give of \$1,719,625 and \$2,697,756 as of December 31, 2020 and 2019, respectively.

**NOTE 4 – PROPERTY AND EQUIPMENT, NET**

Property and equipment consisted of the following at December 31:

	<u>2020</u>	<u>2019</u>
Equipment	\$ 164,607	\$ 134,906
Furniture and fixtures	302,149	148,219
Assets under construction	-	1,544,580
Leasehold improvements	2,332,963	-
Total	2,799,719	1,827,705
Less: accumulated depreciation	(481,556)	(113,919)
Property and equipment, net	\$ 2,318,163	\$ 1,713,786

Depreciation expense for the years ended December 31, 2020 and 2019 amounted to \$374,240 and \$22,595, respectively. Assets under construction reflect costs incurred to date in the development of the P. C. Lee OneSky Global Centre for Early Childhood Development. The Centre was completed and put into use in May 2020 and costs reclassified as Leasehold Improvements which will be depreciated over the remaining period of the related property rental lease.

**NOTE 5 – NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions are restricted for the following purposes or periods at December 31, 2020 and 2019.

	<u>2020</u>	<u>2019</u>
China Orphanage	\$ 324,302	765,715
China Training	9,055	-
China Village	973,444	641,718
COVID fund	10	-
Global Training	299,288	-

(Continued)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Hong Kong Centre	1,090,365	1,443,216	Years Ending	
Mongolia Program	65,205	-	<u>December 31,</u>	<u>Amount</u>
CN Migrant	-	322,610	2021	\$ 554,215
Vietnam Program	26,539	213,913	2022	527,947
			2023	495,969
			2024	385,604
Total net assets with donor restrictions	\$ 2,788,208	\$ 3,387,172		<u>\$ 1,963,735</u>

**NOTE 6 – NET ASSETS RELEASED FROM DONOR RESTRICTIONS**

Net assets were released from donor restrictions by incurring expenses aligned with the purpose of the restriction or by the passage of time as follows during the year ended December 31, 2020:

	<u>2020</u>	<u>2019</u>
China Care Program	\$ -	\$ 122,800
China Orphanage	748,396	760,618
China Training	51,058	509,088
China Village	869,717	840,604
COVID Fund	171,592	-
Hong Kong Centre	2,334,913	2,361,120
Mongolia Program	195,443	127,454
General Management	-	191,128
Global Training	89,645	-
Vietnam Program	569,558	550,211
Total net assets released from donor restrictions	\$5,030,322	\$ 5,463,023

**NOTE 7 – COMMITMENTS AND CONTINGENCIES**

**Lease Obligation:** The Foundation leases office facilities in the United States, an office facility in Beijing, Peoples Republic of China (PRC), and both an office facility and the P. C. Lee OneSky Global Centre for Early Childhood Development in Hong Kong. As of December 31, 2020, the operating leases are set to expire at various dates through October 2024. Rent paid under these leases was \$612,939 and \$669,591 for the years ended December 31, 2020 and 2019, respectively.

As of December 31, 2020, the Foundation’s future minimum lease payments are as follows:

**Contingencies:** The Foundation is subject to legal proceedings and claims which arise in the ordinary course of business. In the opinion of management, the amount of ultimate liability with respect to such actions will not materially affect the financial position or results of operations of the Foundation.

**NOTE 8 – EMPLOYEE BENEFIT PLANS**

In January 1, 2009, the Foundation created a 401(k) plan, covering all employees who meet certain eligibility requirements. Under the 401(k) plan, employees may elect to contribute a certain percent of their eligible compensation to the 401(k) plan, subject to IRS limitations. The Foundation may make matching contributions during the year equal to a discretionary percentage, as determined by the Foundation, of the participant’s salary reductions. Employer contributions vest at the rate of 20% per year with full vesting after six years of service with the Foundation. Total contributions made to the retirement plans by the Foundation for the years ended December 31, 2020 and 2019 were \$51,868 and \$58,421, respectively.

**NOTE 9 – RELATED PARTY TRANSACTIONS**

For the years ended December 31, 2020 and 2019, contribution revenue from members of the Board of Directors of OneSky Foundation or companies or individuals with which the Board of Directors are affiliated totaled \$2,671,950 and \$3,492,591 respectively.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

**NOTE 10 – AFFILIATED ENTITIES**

OneSky Foundation Australia Limited (“Australia Ltd”), an affiliate of the Foundation, was incorporated in Victoria, Australia in May 2009. It has a joint development project with OneSky since 2011. Australia Ltd contributed \$58,065 and \$405,404 to the Foundation in the years ended December 31, 2020 and 2019, respectively. On March 26, 2020, members determined the voluntary winding down of Australia Ltd. OneSky Foundation (Canada) Inc. (“Canada”), another affiliate of the Foundation was incorporated in Canada in June 2009. OneSky Foundation (Canada) Inc. contributed \$202,716 and \$392,919 to the Foundation in the years ended December 31, 2020 and 2019, respectively.

**NOTE 11 – MAJOR CONTRIBUTORS**

The Foundation had four donors whose combined contributions totaled more than 37% and 40% of total contributions for the years ended December 31, 2020 and 2019, respectively.

**NOTE 12 – COOPERATION AGREEMENTS**

In early 2008, the Foundation entered into a cooperation agreement with the Ministry of Civil Affairs of the PRC (MCA) known as the “Blue Sky Plan.” Under this agreement, the Foundation works with the MCA to establish cooperative model centers and to develop relevant care and education programs in each of the provinces in the PRC.

In July 2015, the Foundation entered into the “OneSky Ye-County Project” agreement with the Civil Affairs Bureau of Ye County and the Henan Social Welfare Association in order to fund the Village Program at the Ye-County (of the Henan Province). Under this agreement, the Foundation works with the Chinese partners to establish Family-Skills Program and Early Childhood Development Centers designed to mitigate the damage to children under 6 years old, who are left

without nurturing, responsive care during their most critical early years.

In April 2016, the Foundation entered into an agreement with the Vietnam Department of Education and Training (DOET). The agreement resulted in the construction of the Early Learning Center (ELC), which was developed as part of the Industrial Parks program. This first ELC is located near the Hoa Khanh Industrial Park in Da Nang, Vietnam and upon completion the ownership was fully retained by the DOET.

Under the agreement with DOET, OneSky contributed partial funding for the construction costs of the ELC, provides OneSky employees and services at the ELC, and training to DOET personnel for the purpose of ultimately handing off operational responsibility to the DOET at a future date.

A number of Memorandum of Understanding (“MOU”) have been signed with Department of Education and Training (DOET) in Da Nang, Quang Nam and Hai Duong in Vietnam since March 2018. With these MOUs signed, the Foundation can provide home-based care training to caregivers in various districts in these provinces in Vietnam.

In June 2020, the Foundation entered into a non-binding Memorandum of Understanding (MOU) with the Government of Bayanzurkh District and The Ministry of Education, Culture, Science and Sports of Mongolia (MECSS). With this MOU, the Foundation launched the Ger Family Center in September 2020 to provide parenting-skills training and a safe play place for local families in the Bayanzurkh district.

**NOTE 13 – COOPERATION WITH CHBAF**

Beginning in September 2012, a Chinese fundraising organization called ChunHui Bo’Ai Children’s Foundation (CHBAF) was established with objectives similar to those of the Foundation. During the years ended December 31, 2020

(Continued)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

and 2019, the Foundation provided support and assistance to CHBAF for the operation of programs supporting disadvantaged children throughout China, to similar standards as programs operated by the Foundation.

**NOTE 14 - LIQUIDITY AND AVAILABILITY**

The Foundation's financial assets available for general expenditure within one year of the statement of financial position date, are as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 3,574,194	\$ 2,957,100
Pledges receivable, net	182,762	485,735
Other receivables	3,056	4,150
	<u>\$ 3,760,012</u>	<u>\$ 3,446,985</u>

The Foundation has \$3,760,012 and \$3,446,985 of financial assets available within one year of the statement of financial position date, to meet cash needs for general expenditure. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the statement of financial position date. Pledges receivable are subject to implied time or purpose restrictions, but are expected to be collected and available for general expenditures within one year. The Foundation has a liquidity management policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

**NOTE 15 – PAYCHECK PROTECTION PROGRAM**

In May 2020, OneSky received a Paycheck Protection Program (PPP) loan totaling \$428,200 as authorized by the Coronavirus Aid, Relief, and Economic Security (CARES) Act. Under the terms of the Paycheck Protection Program, a PPP loan provides for conditional forgiveness if OneSky utilizes the proceeds on allowable expenses, including qualifying

payroll, rent, and utility expenses. If the PPP loan is not approved for forgiveness, it will bear interest at a rate of 1% per annum and must be repaid in equal monthly payments over a period of 12 months, commencing one year after the origination of the loan. While formal forgiveness has not yet been obtained, OneSky evaluated the requirements of the United States' Small Business Administration (SBA) and determined that all applicable conditions for forgiveness have been met. Therefore, OneSky recognized revenue for the full proceeds of the loan as a conditional contribution, in accordance with Accounting Standard Codification (ASC) Subtopic 958-605, during the year ended December 31, 2020.

Although management believes the conditions for forgiveness have been met, ultimate forgiveness is conditioned upon the SBA concurring with OneSky's good-faith assessment that the current economic uncertainty made the loan request necessary to support ongoing operations, and that the loan proceeds were used for allowable expenses. If it is later determined by the SBA that provisions of the Payroll Protection Program were not met, OneSky may be required to repay the PPP loan in its entirety and/or be subject to penalties.

**NOTE 16 – COVID-19 PANDEMIC**

In December 2019, a novel strain of coronavirus surfaced and has spread around the world, with resulting business and social disruption. The coronavirus was declared a Public Health Emergency of International Concern by the World Health Organization on January 30, 2020. The operations and business results of the Foundation could be adversely affected. The extent to which the coronavirus may impact business activity or investment results will depend on future developments, which are highly uncertain and cannot be predicted, including new information which may emerge concerning the severity of the coronavirus and the actions required to contain the coronavirus or treat its impact, among others.



# Unlocking the potential of our world's vulnerable children

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