

**YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF
ROCHESTER AND MONROE COUNTY**

ROCHESTER, NEW YORK

CONSOLIDATED AUDITED FINANCIAL STATEMENTS

OTHER FINANCIAL INFORMATION

AND

INDEPENDENT AUDITOR'S REPORTS

MARCH 31, 2019

(with Comparative Totals for 2018)



MENGEL METZGER BARR & CO. LLP

Certified Public Accountants

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Young Women's Christian Association of Rochester and Monroe County

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Young Women's Christian Association of Rochester and Monroe County (the YWCA), which comprises the consolidated balance sheet as of March 31, 2019, and the related consolidated statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated 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 audit. We did not audit the financial statements of Vermont Manor, L.P. and Lynn's Place, L.P. for which wholly-owned subsidiaries of the YWCA are general partners, which statements reflect total assets of \$595,811 and \$583,664, respectively, as of December 31, 2018 and total revenues of \$127,667 and \$107,067, respectively for the year then ended. Those statements were audited by the component auditors, whose reports have been furnished to us, and our opinion, insofar as it relates to the amounts included for Vermont Manor, L.P. and Lynn's Place, L.P. is based solely on the reports of the component auditors. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the 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, based on our audit and the reports of the component auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Young Women's Christian Association of Rochester and Monroe County and its subsidiaries as of March 31, 2019, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Young Women's Christian Association of Rochester and Monroe County's March 31, 2018 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated June 15, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended March 31, 2018 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Other Report Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated June 13, 2019 on our consideration of the Young Women's Christian Association of Rochester and Monroe County's internal control over financial reporting and on our tests of its compliance with certain provision of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Young Women's Christian Association of Rochester and Monroe County's internal control over financial reporting and compliance.

Mengel, Metzger, Baw & Co. LLP

Rochester, New York
June 13, 2019

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATED BALANCE SHEET

MARCH 31, 2019
(With Comparative Totals for 2018)

<u>ASSETS</u>	Without donor restrictions	With donor restrictions	Total	
			March 31,	
			2019	2018
<u>CURRENT ASSETS</u>				
Cash	\$ 48,599	\$ 105,635	\$ 154,234	\$ 108,506
Accounts receivable	322,884	83,336	406,220	425,356
Accrued interest receivable	7,813	-	7,813	7,813
Due to/from partnerships, net	9,511	-	9,511	(1,489)
Other	17,486	-	17,486	62,697
TOTAL CURRENT ASSETS	406,293	188,971	595,264	602,883
<u>OTHER ASSETS</u>				
Investments, at fair value	7,533,850	1,934,729	9,468,579	9,746,804
Limited use assets	663,733	-	663,733	680,799
Investment in partnerships	171,332	-	171,332	171,332
Fixed assets, net	6,809,667	-	6,809,667	7,225,030
	<u>15,178,582</u>	<u>1,934,729</u>	<u>17,113,311</u>	<u>17,823,965</u>
	<u>\$ 15,584,875</u>	<u>\$ 2,123,700</u>	<u>\$ 17,708,575</u>	<u>\$ 18,426,848</u>
<u>LIABILITIES AND NET ASSETS</u>				
<u>CURRENT LIABILITIES</u>				
Accounts payable	\$ 104,878	\$ -	\$ 104,878	\$ 99,925
Accrued payroll and related liabilities	168,115	-	168,115	192,603
Deferred revenue and other liabilities	63,505	-	63,505	222,372
Current portion of capital advances	12,007	-	12,007	16,507
Current portion of notes payable	40,247	-	40,247	39,465
TOTAL CURRENT LIABILITIES	388,752	-	388,752	570,872
<u>OTHER LIABILITIES</u>				
Capital advances	6,012	-	6,012	18,019
Notes payable, net of unamortized debt issuance costs of \$62,574 and \$58,932 in 2019 and 2018, respectively	6,491,947	-	6,491,947	6,524,856
Other liabilities	129,899	-	129,899	122,105
	<u>6,627,858</u>	<u>-</u>	<u>6,627,858</u>	<u>6,664,980</u>
<u>NONCONTROLLING DEFICIENCY IN CONSOLIDATED SUBSIDIARIES</u>	(188,815)	-	(188,815)	(116,281)
<u>NET ASSETS</u>	<u>8,757,080</u>	<u>2,123,700</u>	<u>10,880,780</u>	<u>11,307,277</u>
	<u>\$ 15,584,875</u>	<u>\$ 2,123,700</u>	<u>\$ 17,708,575</u>	<u>\$ 18,426,848</u>

The accompanying notes are an integral part of the consolidated financial statements.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

YEAR ENDED MARCH 31, 2019
(With Comparative Totals for 2018)

	Without donor restrictions	With donor restrictions	Total	
			Year ended March 31,	
			2019	2018
PUBLIC SUPPORT AND REVENUE:				
Public support:				
United Way	\$ -	\$ 250,000	\$ 250,000	\$ 250,000
Contributions	118,055	43,360	161,415	204,845
Special events	270,935	-	270,935	236,150
Donated goods and services	37,046	-	37,046	53,000
Released from restrictions:				
United Way	256,556	(256,556)	-	-
Other	91,282	(91,282)	-	-
Total public support	773,874	(54,478)	719,396	743,995
Revenue:				
Fees and grants from government agencies	1,767,626	-	1,767,626	1,721,097
Grants for capital improvements	45,640	-	45,640	40,000
Rental revenue	818,845	-	818,845	829,765
Program service fees	13,025	-	13,025	33,802
Other	211,294	-	211,294	139,701
Total revenue	2,856,430	-	2,856,430	2,764,365
TOTAL PUBLIC SUPPORT AND REVENUE	3,630,304	(54,478)	3,575,826	3,508,360
Expenses:				
Program services:				
Young Adult Services	358,080	-	358,080	296,479
Housing	2,978,493	-	2,978,493	2,919,619
Racial Equity	190,226	-	190,226	274,587
	3,526,799	-	3,526,799	3,490,685
Management and general	737,921	-	737,921	713,792
Fundraising	240,830	-	240,830	240,350
TOTAL EXPENSES	4,505,550	-	4,505,550	4,444,827
CHANGE IN NET ASSETS BEFORE NONCONTROLLING INTEREST IN CONSOLIDATED SUBSIDIARIES AND INVESTMENT INCOME				
	(875,246)	(54,478)	(929,724)	(936,467)
Noncontrolling interest in consolidated subsidiaries	1,807	-	1,807	1,785
Investment income	501,775	-	501,775	949,196
CHANGE IN NET ASSETS	(371,664)	(54,478)	(426,142)	14,514
Net assets at beginning of year	9,129,099	2,178,178	11,307,277	11,293,107
Partnership distributions	(355)	-	(355)	(344)
NET ASSETS AT END OF YEAR	<u>\$ 8,757,080</u>	<u>\$ 2,123,700</u>	<u>\$ 10,880,780</u>	<u>\$ 11,307,277</u>

The accompanying notes are an integral part of the consolidated financial statements.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED MARCH 31, 2019
 (With Comparative Totals for 2018)

	Year ended March 31,							2018	
	2019								
	Young Adult Services	Housing	Racial Equity	Total Program Expenses	Management and general	Fundraising	Total Supporting Services	Total	
Salaries	\$ 221,142	\$ 1,085,593	\$ 80,000	\$ 1,386,735	\$ 265,377	\$ 101,638	\$ 367,015	\$ 1,753,750	\$ 1,753,077
Occupancy	4,121	720,281	1,171	725,573	139,791	458	140,249	865,822	869,946
Professional fees	29,938	253,077	26,362	309,377	136,286	39,775	176,061	485,438	426,027
Salary related expense	54,476	237,641	32,210	324,327	56,410	23,275	79,685	404,012	362,605
Depreciation and amortization	636	449,365	-	450,001	88,184	-	88,184	538,185	549,620
Supplies and printing	11,687	22,504	29,828	64,019	17,099	53,993	71,092	135,111	127,028
Specific assistance to individuals	7,132	88,171	-	95,303	-	-	-	95,303	105,021
Trainings	15,940	33,861	561	50,362	8,308	1,518	9,826	60,188	78,861
Minor equipment purchases and repairs	3,168	52,286	487	55,941	13,462	130	13,592	69,533	61,971
Membership dues	4,979	16,400	1,766	23,145	2,422	320	2,742	25,887	26,826
Donated goods and services	-	-	15,900	15,900	2,246	18,900	21,146	37,046	53,000
Other	4,861	19,314	1,941	26,116	8,336	823	9,159	35,275	30,845
	<u>\$ 358,080</u>	<u>\$ 2,978,493</u>	<u>\$ 190,226</u>	<u>\$ 3,526,799</u>	<u>\$ 737,921</u>	<u>\$ 240,830</u>	<u>\$ 978,751</u>	<u>\$ 4,505,550</u>	<u>\$ 4,444,827</u>

The accompanying notes are an integral part of the consolidated financial statements.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATED STATEMENT OF CASH FLOWS

YEAR ENDED MARCH 31, 2019
(With Comparative Totals for 2018)

	<u>Year ended March 31,</u>	
	<u>2019</u>	<u>2018</u>
<u>CASH FLOWS - OPERATING ACTIVITIES</u>		
Change in net assets	\$ (426,142)	\$ 14,514
Adjustments to reconcile change in net assets to net cash used for operating activities:		
Noncontrolling interest in consolidated subsidiaries	(72,534)	(70,496)
Realized and unrealized investment gains, net	(340,705)	(803,690)
Bad debt expense	8,596	6,533
Depreciation and amortization	538,185	549,620
Amortization of debt issuance costs included in interest expense	10,379	5,260
Decrease in capital advances	(16,507)	(22,674)
Changes in certain assets and liabilities affecting operations:		
Accounts receivable	10,540	(8,671)
Other assets	51,277	146,237
Accounts payable	4,953	(31,398)
Accrued payroll and related liabilities	(24,488)	14,840
Deferred revenue and other liabilities	<u>(151,073)</u>	<u>(19,083)</u>
NET CASH USED FOR OPERATING ACTIVITIES	(407,519)	(219,008)
<u>CASH FLOWS - INVESTING ACTIVITIES</u>		
Purchase of fixed assets	(122,822)	(170,437)
Proceeds from sales of investments	2,438,596	2,283,713
Purchases of investments	<u>(1,819,666)</u>	<u>(1,909,219)</u>
NET CASH PROVIDED FROM INVESTING ACTIVITIES	496,108	204,057
<u>CASH FLOWS - FINANCING ACTIVITIES</u>		
Partnership distributions	(355)	(344)
Deferred financing expenses paid	(14,021)	-
Borrowings on notes payable	160,000	-
Payments on notes payable	<u>(188,485)</u>	<u>(36,883)</u>
NET CASH USED FOR FINANCING ACTIVITIES	<u>(42,861)</u>	<u>(37,227)</u>
NET INCREASE (DECREASE) IN CASH	45,728	(52,178)
Cash at beginning of year	<u>108,506</u>	<u>160,684</u>
CASH AT END OF YEAR	<u>\$ 154,234</u>	<u>\$ 108,506</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATED STATEMENT OF CASH FLOWS, Cont'd

YEAR ENDED MARCH 31, 2019
(With Comparative Totals for 2018)

	<u>Year ended March 31,</u>	
	<u>2019</u>	<u>2018</u>
<u>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</u>		
Cash paid during the year for interest	<u>\$ 50,111</u>	<u>\$ 64,347</u>

The accompanying notes are an integral part of the consolidated financial statements.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE A: THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Organization

Young Women's Christian Association of Rochester and Monroe County ("YWCA") is a membership corporation and is an affiliate of the YWCAs of the Northeast Region, organized as contemplated by and in accordance with the Young Women's Christian Association of the United States of America, Inc. The YWCA's primary focus is to provide programming and resources to empower women and to assist women as they overcome barriers and work towards self-sufficiency in the community. The YWCA's programs provide social and general counseling, drug and alcohol rehabilitation, and housing.

Principles of consolidation

The consolidated financial statements include the financial statements of the YWCA, its wholly-owned not-for-profit subsidiary, 175 North Clinton Housing Development Fund Corporation, and its wholly-owned for-profit subsidiaries, 175 N. Clinton Avenue Inc., Culver GP Ltd., and Portland GP Ltd., as well as 175 N. Clinton Associates, L.P. in which the YWCA and its wholly owned subsidiary, 175 N. Clinton Avenue, Inc., hold a 99.5% partnership interest. In December 2015, the YWCA organized a wholly-owned single member LLC, YWCA Greater Rochester Special Projects LLC.

On December 31, 2015, the Greater Rochester Housing Tax Credit Fund II, Ltd. (GRHTC), transferred 99.9% limited partnership interest in Vermont Manor, L.P. (Vermont Manor) to a newly formed entity, YWCA Greater Rochester Special Projects LLC (GRSP), for \$1. GRSP is a wholly-owned for profit subsidiary of YWCA. In addition, GRHTC transferred 99.99% limited partnership interest in Lynn's Place, L.P. d/b/a Kathlyn Gardens (Lynn's Place) to GRSP. Collectively, the organizations are referred to as the "Organization". These organizations are as follows:

Culver GP Ltd. (Culver GP)

Culver GP was formed in 2002 to act as a general partner in a limited partnership, Vermont Manor, LP (Vermont Manor). Vermont Manor was formed to provide affordable housing for low-income women and their families. Culver GP has a .1% investment in Vermont Manor.

Portland GP Ltd. (Portland GP)

Portland GP was formed in 2003 to act as a general partner in a limited partnership, Lynn's Place, LP d/b/a Kathlyn Gardens (Lynn's Place). Lynn's Place was formed to provide affordable housing for low-income women and their families. Portland GP has a .01% investment in Lynn's Place.

Culver GP, Portland GP and GRSP are all wholly-owned subsidiaries of the YWCA and collectively, own 100% of Vermont Manor and Lynn's Place; therefore, the financial statements of Vermont Manor and Lynn's Place as of December 31, 2018 and 2017 have been consolidated into the YWCA's financial statements in the accompanying consolidated financial statements as of March 31, 2019 and 2018, respectively.

175 N. Clinton Avenue, Inc.

175 N. Clinton Avenue, Inc. was formed in 1992 to act as co-general partner in a limited partnership, 175 N. Clinton Avenue, L.P. (N. Clinton Partnership). N. Clinton partnership was formed to renovate and rent low-income housing units in the current YWCA facility. 175 N. Clinton Avenue, Inc. has a .5% investment in the N. Clinton Partnership.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE A: THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Cont'd

175 N. Clinton Associates, L.P.

175 N. Clinton Associates, L.P. was formed in 1992 and provides 110 low income apartments in the YWCA building. The YWCA has the ability to exercise significant influence over operating and financial policies and as such, the financial activity of 175 N. Clinton Associates, L.P. has been consolidated into the accompanying consolidated financial statements as of and for the years ended March 31, 2019 and 2018.

175 North Clinton Housing Development Fund Corporation

175 North Clinton Housing Development Fund Corporation was formed in 2012 for the purpose of renovating low-income housing units in the current YWCA facility. 175 North Clinton Housing Development Fund Corporation is the fee simple owner of the real property located at 175 – 177 N. Clinton Avenue. The YWCA is the sole member of this corporation. There was no financial activity in 175 North Clinton Housing Development Fund Corporation for the years ended March 31, 2019 and 2018.

YWCA Greater Rochester Special Projects LLC

YWCA Greater Rochester Special Projects LLC (“GRSP”) was formed in 2015 to hold the limited partnership interests in local affordable housing projects known as Lynn’s Place and Vermont Manor. GRSP has a 99.99% investment in Lynn’s Place and a 99.9% investment in Vermont Manor. The investment in partnership is included within the consolidated balance sheet at March 31, 2019 and 2018.

All significant intercompany transactions and balances have been eliminated in consolidation.

Basis of accounting

The Organization maintains its books and records on the accrual basis of accounting.

Financial statement presentation

The Organization reports information regarding its financial position and activities according to two classes of net assets – net assets without donor restrictions and net assets with donor restrictions.

Net assets without donor restrictions: Represents all resources over which the Board of Directors has discretionary control to use in carrying on the Organization’s operations in accordance with the guidelines established for the Organization. The Board may designate portions of the current net assets without donor restrictions for specific purposes, projects or investment.

Net assets with donor restrictions: Represents all resources that are subject to donor (or certain grantor) imposed restrictions. Some donor restrictions are temporary in nature, such as those that will be met with the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. Donor restricted net assets consist of contributions received to support specific program services and pledges not yet due.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE A: THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Cont'd

Cash

Cash balances are maintained at financial institutions located in New York State and are insured by the FDIC up to \$250,000 at each financial institution. In the normal course of business, the cash account balances at any given time may exceed insured limits. However, the Organization has not experienced any losses in such accounts and does not believe it is exposed to significant risk in cash.

Accounts receivable

Management reviews accounts receivable on a periodic basis to determine if any receivables will potentially be uncollectible. For any accounts receivable balances that are determined to be uncollectible, after all attempts to collect a receivable have failed, the receivable is written off to bad debt expense. Based on the information available, the Organization believes no allowance for doubtful accounts is necessary at either March 31, 2019 or 2018. The Organization had bad debt expense of approximately \$8,600 and \$6,500 in 2019 and 2018, respectively.

Investments

In accordance with GAAP, the Organization is required to report investments in equity securities with readily determinable fair values and all debt securities at fair value, with gains and losses reflected in the statement of activities and changes in net assets. Investment securities are exposed to various risks, such as interest rate risk, market and credit risk. In addition, estimated fair value of certain alternative investments, such as private equity partnerships, is based on valuations provided by the external investment managers. The Organization believes the carrying amounts of these financial instruments are a reasonable estimate of fair value. Because alternative investments are not readily marketable, their estimated fair value is subject to uncertainty and, therefore, may differ from the value that would have been used had a ready market for such investments existed. Due to the risk associated with investment securities and the uncertainty related to changes in the fair market value of investment securities, it is at least reasonably possible that changes in fair market value could affect the net assets of the Organization.

Limited use assets

Limited use assets consist of funds deposited into replacement reserve accounts on behalf of Lynn's Place, L.P., Vermont Manor, L.P., and 175 N. Clinton Associates, L.P. in order to meet the requirements established under their partnership agreements.

Income taxes

The YWCA is a not-for-profit corporation and is exempt from income taxes as it has qualified under Section 501(c)(3) of the Internal Revenue Code. 175 N. Clinton Avenue, Inc., 175 N. Clinton Housing Development Fund Corporation, Culver GP Ltd. and Portland GP Ltd. are for-profit entities subject to federal and state income taxes. Vermont Manor, Lynn's Place, and 175 N. Clinton Associates, L.P. are not taxpaying entities for federal or New York State income tax purposes; accordingly, no income tax provision has been reflected in the accompanying consolidated financial statements as income or loss from Vermont Manor, Lynn's Place, and 175 N. Clinton Associates, L.P. and is included in the partners' individual income tax returns. YWCA Greater Rochester Special Projects LLC is a single member LLC and is considered a disregarded entity for tax purposes.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE A: THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Cont'd

The Organization has filed for and received income tax exemptions in the various jurisdictions where they are required to do so. The Organization files Form 990 tax returns in the U.S. federal jurisdiction and in New York State. With few exceptions, as of March 31, 2019, the Organization is no longer subject to U.S. federal or state income tax examinations by tax authorities for years ended prior to March 31, 2016. The tax returns for years ended March 31, 2016 through March 31, 2019 are still subject to potential audit by the IRS and taxing authorities in New York State. Management of the Organization believes they have no material uncertain tax positions and, accordingly, they have not recognized any liability for unrecognized tax benefits.

Fixed assets

Fixed assets are stated at cost or at the fair value at the date of donation. Depreciation and amortization expense is calculated using the straight-line method over the estimated useful lives of the assets, or for leasehold improvements, the shorter of the estimated useful life of the asset or remaining lease terms, which range from 3 to 27.5 years.

Donated services

Volunteers have donated significant amounts of time in support of the Organization's activities. However, the value of these services is not reflected in the accompanying statements, as these services do not meet the criteria for recognition as set forth under accounting principles generally accepted in the United States of America.

Contributions

Contributions are recognized when the donor makes an unconditional promise to give to the Organization. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are 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 statement of activities and changes in net assets as net assets released from restrictions.

In-kind contributions

Gifts and donations other than cash are recorded at fair market value at the date of contribution. Donated goods and services was \$37,046 and \$53,000 for the years ended March 31, 2019 and 2018, respectively. There were no contributions of fixed assets for either of the years ended March 31, 2019 or 2018.

Revenue

The Organization receives support and revenue primarily from federal, state and local government agencies and the United Way of Greater Rochester, as well as other third-party payers at various approved rates. Support and revenue is recognized as services are performed. Certain of these revenues are subject to retroactive audit by third-party payers. Any changes resulting from these audits are recognized in the year they become known. The Organization reviews all outstanding accounts receivable for collectability and records an allowance for doubtful accounts if necessary. The Organization has not recorded a provision for uncollectible accounts receivable, as all accounts are deemed fully collectible.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE A: THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Cont'd

Grants

The YWCA receives grants to assist in carrying out its programs. Grant revenue is recognized as eligible expenses are incurred and the related services are provided. A receivable is recognized to the extent support earned exceeds cash advances. Amounts received in advance of the related costs being incurred and the related services provided are recorded as deferred revenue in the accompanying consolidated balance sheet.

Advertising

The Organization expenses advertising costs as incurred.

Comparatives for year ended March 31, 2018

The consolidated financial statements include certain prior year summarized comparative information in total but not by net asset class or functional classification. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended March 31, 2018, from which the summarized information was derived.

Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at March 31, 2019 and 2018 and the reported amounts of public support, revenue and expenses for the years then ended. Actual results could differ from those estimates.

Change in accounting principle

In August 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update (ASU) 2016-14 *Not-for-Profit Entities (Topic 958) Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14 includes many changes affecting the presentation and accounting for the Organization's financial statements, including:

- Reducing the number of classes of net assets from three to two: net assets with donor restriction and net assets without donor restrictions.
- Requiring the presentation of expenses by both natural and functional classification, as well as disclosing the methods used to allocate costs among program and support functions;
- Disclosing amounts and purposes of governing board designations, appropriations, and similar actions that result in self-imposed limits on the use of resources without donor-imposed restrictions as of the end of the year;
- Requiring qualitative information that communicates how the Organization manages its liquid resources available to meet cash needs for general expenditures within one year of the statement of financial position date;

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE A: THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Cont'd

- Requiring quantitative, as well as additional qualitative information, that communicates the availability of financial assets at the statement of financial statement position date to meet cash needs for general expenditures within one year of that date.

ASU 2016-14 is effective for financial statements beginning after December 15, 2017 and was applied retrospectively except for the statement of functional expenses and disclosures regarding liquidity and availability of resources, which are presented only for the current year. There was no effect on total assets or changes in net assets.

New accounting pronouncements

Revenue from contracts with customers

In May 2014, the Financial Accounting Standards Board ("FASB") issued a new standard related to revenue recognition. Under the standard, revenue is recognized when a customer obtains control of promised goods or services in an amount that reflects the consideration the entity expects to receive in exchange for those goods or services. For nonpublic entities, the guidance in this new standard is effective for annual reporting periods beginning after December 15, 2018, and interim reporting periods within annual reporting periods beginning after December 15, 2019. The Organization is currently evaluating the provisions of this standard to determine the impact the new standard will have on the Organization's financial position or results of operations.

Leases

In February 2016, the FASB issued a new standard related to leases to increase transparency and comparability among entities by requiring the recognition of right-of-use ("ROU") assets and lease liabilities on the balance sheet. Most prominent among the changes in the standard is the recognition of ROU assets and lease liabilities by lessees for those leases classified as operating leases under current U.S. GAAP. For nonpublic entities, the guidance in this new standard is effective for fiscal years beginning after December 15, 2019, and interim periods within fiscal years beginning after December 15, 2020. The Organization is currently evaluating the provisions of this standard to determine the impact the new standard will have on the Organization's financial position or results of operations.

Reclassifications

Certain prior year amounts have been reclassified to conform with current year presentation.

Subsequent events

The Organization has conducted an evaluation of potential subsequent events occurring after the consolidated balance sheet date through June 13, 2019, which is the date the consolidated financial statements are available to be issued. No subsequent events requiring disclosure were noted.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE B: LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following at March 31, 2019:

	<u>Amount</u>
Cash	\$ 154,234
Accounts receivable	406,220
Investment fund spending - rate distributions and appropriations	<u>663,000</u>
	<u>\$ 1,223,454</u>

The Organization has two lines of credit with maximum borrowings of \$200,000 and \$50,000 which they could draw upon in the event of unanticipated liquidity needs. At March 31, 2019, no amounts were outstanding on these lines.

NOTE C: INVESTMENTS

Investments consisted of the following:

	<u>March 31,</u>	
	<u>2019</u>	<u>2018</u>
Common stocks	\$ 6,143,045	\$ 6,347,101
U.S. government obligations	455,677	416,210
Mortgage and asset - backed securities	474,615	453,505
Money funds	198,014	245,327
Hedge funds	614,144	591,844
Mutual funds	1,339,192	1,403,008
Corporate bonds	<u>243,892</u>	<u>289,809</u>
	<u>\$ 9,468,579</u>	<u>\$ 9,746,804</u>

Operating investment income includes interest earned on the YWCA's cash and equivalents as well as interest earned on the financial empowerment program cash. Non-operating investment income represents income earned on YWCA's investments and other restricted cash and equivalents.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE C: INVESTMENTS, Cont'd

Investment income consisted of the following:

	March 31,	
	<u>2019</u>	<u>2018</u>
Non-operating:		
Interest and dividends	\$ 225,094	\$ 212,279
Realized gain	425,118	399,257
Unrealized (loss) gain	(84,413)	404,433
Service fees	(64,024)	(66,773)
	<u>\$ 501,775</u>	<u>\$ 949,196</u>

NOTE D: ACCOUNTS RECEIVABLES - PROGRAM

Program receivables consisted of the following:

	March 31,	
	<u>2019</u>	<u>2018</u>
Without restrictions:		
Housing Program:		
New York State Office of Temporary and Disability Assistance	\$ 71,178	\$ 81,740
U.S. Department of HUD	48,311	52,293
U.S. Department of HHS	16,187	10,397
Department of Social Services	129,050	129,182
Department of Justice	31,191	30,689
Young Adult Services Program:		
City of Rochester	10,683	17,419
Other	16,284	20,300
	<u>322,884</u>	<u>342,020</u>
With restrictions:		
Young Adult Services Program:		
United Way	83,336	83,336
	<u>83,336</u>	<u>83,336</u>
	<u>\$ 406,220</u>	<u>\$ 425,356</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
(With Comparative Totals for 2018)

NOTE E: FIXED ASSETS

Fixed assets consisted of the following:

	March 31,	
	2019	2018
Land	\$ 97,500	\$ 97,500
Building	13,563,062	13,559,243
Leasehold improvements	663,179	620,903
Furniture and equipment	503,366	512,447
Land improvements	393,107	393,107
Construction in progress	67,415	-
	<u>15,287,629</u>	<u>15,183,200</u>
Less accumulated depreciation and amortization	8,477,962	7,958,170
	<u>\$ 6,809,667</u>	<u>\$ 7,225,030</u>

At March 31, 2019, a portion of the Organization's renovations of the facility was in progress. Construction in progress is stated at cost. No provision for depreciation is made on construction in progress until such time as the relevant assets are completed and put into use. This renovation is expected to be completed during 2020. As of March 31, 2019 approximately \$62,000 was incurred. The remaining \$115,000 is expected to be incurred during fiscal year ending March 31, 2020.

NOTE F: TRANSACTIONS WITH PARTNERSHIPS

175 N. Clinton Associates, L.P.

The YWCA leases its office space from 175 N. Clinton Associates, L.P. in which, along with its subsidiary 175 N. Clinton Avenue, Inc., has a 99.5% ownership interest. The term of the lease is thirty years, expiring June 30, 2043. At March 31, 2019, future minimum rental payments under the terms of this lease are as follows:

<u>Year ending March 31,</u>	<u>Amount</u>
2020	\$ 519,195
2021	530,725
2022	542,522
2023	554,589
2024	566,933
Thereafter	<u>13,759,988</u>
	<u>\$ 16,473,952</u>

In addition, the YWCA leases residential space on a year-to-year basis from 175 N. Clinton Associates, L.P.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE F: TRANSACTIONS WITH PARTNERSHIPS, Cont'd

Total rental expense under the terms of these leases was approximately \$480,000 and \$472,000 for the years ended March 31, 2019 and 2018, respectively. This amount was fully eliminated in consolidation for the years ended March 31, 2019 and 2018.

The YWCA has advanced \$1,000,000 to 175 N. Clinton Associates, L.P. as a non-interest bearing note which is eliminated in the accompanying consolidated balance sheets at March 31, 2019 and 2018. The entire principal is due and payable on December 31, 2043. The mortgage is collateralized by a ninth mortgage lien on 175 N. Clinton Associates, L.P. property.

The YWCA advanced \$141,000 for renovations to 175 N. Clinton Associates, L.P. which has also been eliminated in the accompanying consolidated balance sheets as of March 31, 2019 and 2018.

The YWCA advanced \$1,306,111 for renovations to 175 N. Clinton Associates, L.P. which has also been eliminated in the accompanying consolidated balance sheet as of March 31, 2019 and 2018.

As of March 31, 2014, the Project underwent a rehabilitation to update and preserve its 96 existing residential units and also construct an additional 14 units. The costs incurred were funded by various financing sources including an M&T Bank Loan, HHAP funds, Federal Home Loan Bank of NY AHP funds, Urban Initiative funds, ABC Weatherization funds, and additional City of Rochester HOME funds. In addition to these financing sources, the rehabilitation project required the refinancing of several existing notes and mortgages on the property including the NYS HTF mortgage, the City of Rochester notes, the Monroe County note, and the YWCA notes. The rehabilitation and new construction projects were completed in 2014. See Notes G and I for the terms of the debt associated with the rehabilitation and construction projects.

NOTE G: HOUSING PROGRAM

During fiscal 2001, the YWCA renovated a portion of its building located at 175 North Clinton Avenue for its Transitional Housing Program. This renovation was financed through funding from the U.S. Department of Housing and Urban Development (HUD) as follows:

Federal Home Loan Bank

During the year ended March 31, 2016, the YWCA entered into an agreement with the Federal Home Loan Bank of New York ("FHLB") whereby the FHLB loaned the YWCA \$1,306,111 for the renovation of the facility for the Affordable Housing Program. This agreement is in the form of a non-interest bearing loan. The loan to the YWCA will be forgiven provided that the YWCA operates its Affordable Housing Program for a period of fifteen years. The YWCA advanced these fund to 175 North Clinton Associates, L.P. This amount will not be repaid provided that the YWCA operates its affordable housing program in accordance with the original agreement. At March 31, 2019 and 2018, this amount is included in "Notes Payable" in the accompanying consolidated balance sheet.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
(With Comparative Totals for 2018)

NOTE H: CAPITAL ADVANCES

Capital advances consisted of the following:

	March 31,	
	<u>2019</u>	<u>2018</u>
The YWCA received a capital advance in the amount of \$240,149 from HUD's Supportive Housing Program. These funds were used to renovate a portion of its building, formerly occupied by the daycare program into seven transitional housing units. Under the terms of this agreement, the YWCA must operate its Transitional Housing Program for a period of twenty years, or it will be required to repay the advance. Because the YWCA considers the likelihood that it will not operate the program in accordance with the terms of the agreement remote, revenue from the capital advance is being recognized on a straight-line basis over the twenty-year term. During each of the years ended March 31, 2019 and 2018, \$12,007 of revenue was recognized under this agreement.	\$ 18,019	\$ 30,026
Lynn's Place L.P. note fully amortized in 2019.	<u>-</u> 18,019	<u>4,500</u> 34,526
Less current portion	<u>12,007</u> <u>\$ 6,012</u>	<u>16,507</u> <u>\$ 18,019</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
(With Comparative Totals for 2018)

NOTE I: NOTES PAYABLE

Notes payable consisted of the following:

	March 31,	
	2019	2018
County of Monroe - Non-interest bearing note requiring principal repayment in 2033, collateralized by the land and building of Lynn's Place, L.P.	\$ 50,000	\$ 50,000
Note payable to bank requiring monthly payments of \$1,326, including interest at 5.64%, through September 2033. The note is collateralized by the land and building of Vermont Manor, L.P.	158,874	-
City of Rochester - Note accruing interest at the rate of 5.375% and requiring principal and entire accrued interest repayment in 2032, collateralized by the land and building of Vermont Manor, L.P.	145,000	145,000
New York State Housing Trust Fund Corporation (HTFC) - Mortgage due and payable 30 years from the date of the final disbursement (September 1995). Interest is calculated at 1% per annum and payable annually from excess income (as defined in the mortgage agreement). Any interest not paid will accrue and be payable when sufficient excess income exists. Collateralized by a second mortgage lien on 175 N. Clinton Associates, LP property.	1,900,000	1,900,000
City of Rochester- Mortgage payable with interest at 1% due annually through the fifteenth anniversary (May 2008) of the first disbursement (May 1993) at which time the loan was to be converted to a grant if the project was repurchased by the YWCA. Otherwise, the principal was to be due and payable upon refinancing by the present borrower or by sale of the project to a for-profit entity. Neither of these events is deemed to have occurred and the loan has continued under the same terms. The mortgage is collateralized by a sixth mortgage lien on 175 North Clinton Associates, LP's property.	200,000	200,000
Balance forward	2,453,874	2,295,000

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
(With Comparative Totals for 2018)

NOTE I: NOTES PAYABLE, Cont'd

	March 31,	
	<u>2019</u>	<u>2018</u>
Balance forward	\$ 2,453,874	\$ 2,295,000
 M&T Bank - Mortgage in the original amount of \$550,000 payable in monthly payments of \$4,656 including interest at 5.96% through July 2028. The loan is secured by a first mortgage lien on 175 North Clinton Associates LP's property and a guaranty by the YWCA and Conifer Realty, LLC.	397,783	428,560
 NYS Homeless Housing and Assistance Corporations - Mortgage in the original amount of \$2,062,000 does not bear interest or require payments until maturity in 2038. The mortgage is collateralized by a third mortgage lien on 175 North Clinton Associates, LP's property. A portion of these proceeds will be held in an escrow account for future capital expenditures.	2,062,000	2,062,000
 City of Rochester - Mortgage payable in the original amount of \$375,000. The loan will bear interest at 1% with annual payments of interest only out of cash flow. The loan will be due 30 years from the first fiscal year end after permanent loan commencement. The mortgage will be collateralized by a fourth mortgage lien on 175 North Clinton Associates, LP's property.	375,000	375,000
 Federal Home Loan Bank (see Note G).	1,306,111	1,306,111
 Note paid in full in current year.	<u>-</u>	<u>156,582</u>
	6,594,768	6,623,253
 Less unamortized debt issuance costs	62,574	58,932
 Less current portion	<u>40,247</u>	<u>39,465</u>
	<u>\$ 6,491,947</u>	<u>\$ 6,524,856</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
 (With Comparative Totals for 2018)

NOTE I: NOTES PAYABLE, Cont'd

Future principal payments on long-term debt are due as follows:

<u>Year ending March 31,</u>	<u>Amount</u>
2020	\$ 40,247
2021	42,821
2022	45,424
2023	48,184
2024	51,111
Thereafter	<u>6,366,981</u>
	<u>\$ 6,594,768</u>

NOTE J: NET ASSETS

Net assets with donor restrictions consisted of the following:

	<u>March 31,</u>	
	<u>2019</u>	<u>2018</u>
Young Adult Services - United Way	\$ 83,336	\$ 89,892
Housing - Other	57,000	68,000
Angel Fund	-	22,507
Racial Equity	35,275	53,050
Trauma / Leadership staff training	13,360	10,000
Restricted in perpetuity	<u>1,934,729</u>	<u>1,934,729</u>
	<u>\$ 2,123,700</u>	<u>\$ 2,178,178</u>

Net assets without donor restrictions are as follows:

	<u>March 31,</u>	
	<u>2019</u>	<u>2018</u>
Undesignated	\$ 8,479,607	\$ 8,468,390
Invested in property and equipment, net of related debt	<u>277,473</u>	<u>660,709</u>
	<u>\$ 8,757,080</u>	<u>\$ 9,129,099</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE K: RETIREMENT PLANS

The YWCA participates in the National YWCA Retirement Fund, an employer sponsored cash balance defined benefit plan offered and administered by the National YWCA to all affiliated YWCA member associations. The Plan consists of individual employee accounts and grows through employee contributions and interest credits which are based on either a fixed rate or a variable rate based on an index. The Plan covers all employees meeting eligibility requirements. Accrued pension costs are funded currently and are calculated as a fixed percentage of participants' payroll. Pension expense for the years ended March 31, 2019 and 2018 was approximately \$49,000 and \$53,000, respectively.

Effective January 1, 2009, the Organization established a 401(k) plan, which covers all eligible employees. Matching contributions are not being made to this Plan. The Organization made no contributions to the Plan in 2019 or 2018.

NOTE L: PAYMENTS TO REGIONAL ASSOCIATION

In accordance with its affiliation agreement, the YWCA is required to pay assessments to the national YWCA. The assessment methodology is based on the YWCA's revenue. The expense recognized under the terms of this agreement for the years ended March 31, 2019 and 2018 was approximately \$20,000 and \$19,000, respectively.

NOTE M: COMMITMENTS AND CONTINGENCIES

Third-party payers

Third-party payers, especially governmental funders, have increased substantially their scrutiny of payments made to their designated service providers. Specific areas for review by the governmental payers and their investigative personnel include appropriate billing practices, reimbursement maximization strategies, technical regulation compliance, etc. The stated purpose for these reviews is to recover reimbursements which the payers believe may be inappropriate.

The YWCA has reviewed its internal records and policies with respect to such matters. However, due to the nature of these matters, it is difficult to estimate the ultimate liability, if any, which it may incur for such matters.

NOTE N: ENDOWMENTS

Total net assets with donor restrictions in the endowment as of April 1, 2017 were \$1,934,729. This represents one endowment fund that is a donor-restricted perpetual endowment fund that is deemed to be restricted in perpetuity by explicit donor stipulation.

As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE N: ENDOWMENTS, Cont'd

Interpretation of relevant law

Effective September 17, 2010, the New York Prudent Management of Institutional Funds Act (NYPMIFA) was enacted to replace and update the Uniform Management of Institutional Funds Act (UMIFA), which was adopted in New York in 1978. The Board of Directors of YWCA has interpreted NYPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the YWCA classifies as donor-restricted endowment fund (a) the original value of gifts donated to the endowment, (b) the original value of subsequent gifts to the endowment, and (c) accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified as restricted in perpetuity is classified as donor-restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by NYPMIFA. In accordance with NYPMIFA, the Organization considers the following factors:

- (1) The duration and preservation of the fund
- (2) The purposes of the YWCA and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the YWCA
- (7) Where appropriate and circumstances would otherwise warrant, alternatives to expenditure of the endowment fund, giving due consideration to the effect that such alternatives may have on the YWCA; and
- (8) The investment policies of the YWCA

In accordance with NYPMIFA the YWCA may determine, after consideration of the eight objectives described above, it would be prudent to appropriate funds below the historical dollar value of the endowment. However, the YWCA must inform all available donors of endowment gifts made pursuant to gift instruments executed before September 17, 2010 to opt out of the new rule permitting institutions to appropriate below the historic dollar value of endowment funds. The donor may or may not permit this additional appropriation. If the donor is unavailable or does not stipulate within 90 days the YWCA may appropriate below the historical dollar value of the endowment if it is deemed prudent. Management has determined that there are no available donors requiring such notice and that the YWCA may make additional appropriation without further donor approval. As of March 31, 2019, the YWCA had restricted investments of \$1,934,729 which are impacted by NYPMIFA.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
(With Comparative Totals for 2018)

NOTE N: ENDOWMENTS, Cont'd

For the years ended March 31, 2019 and 2018, the Organization had the following endowment-related activities:

Endowment net assets at April 1, 2017	\$ 1,934,729
Investment return:	
Interest and dividend income	42,137
Net gains (realized and unrealized)	<u>159,531</u>
Total investment return	201,668
Appropriated for expenditure	<u>(201,668)</u>
Total change in endowment funds	<u>-</u>
Endowment net assets at March 31, 2018	1,934,729
Investment return:	
Interest and dividend income	45,994
Net gains (realized and unrealized)	<u>69,617</u>
Total investment return	115,611
Appropriated for expenditure	<u>(115,611)</u>
Total change in endowment funds	<u>-</u>
Endowment net assets at March 31, 2019	<u>\$ 1,934,729</u>

Funds with deficiencies

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level that the donor requires the YWCA to retain as a fund of perpetual duration. In accordance with accounting principles generally accepted in the United States of America, deficiencies of this nature are reported in net assets without donor restrictions. As of March 31, 2019 and 2018, there were no such deficiencies.

Return objectives and risk parameters

The Investment Goal of the YWCA is to meet or exceed the benchmark for a particular investment class in order to provide income for programs. The investment strategy is to emphasize total return, which is the return from capital appreciation, dividend and interest income. Long-term returns preserve the principal and spending of the Organization. Therefore, a significant percentage of fund assets will be in equities. The New York Prudent Investor Act states that fiduciaries will no longer be protected from liability by purchasing investments that generate a reasonable rate of interest, yet merely preserve the original value of the endowment.

The risk in the portfolio will be an overall level of risk consistent with the benchmark in each asset class. The funds will experience volatility of returns and fluctuations of market value. The Board of Directors supports an investment strategy that minimizes the probability of losses.

The Board of Directors requires that all of the Fund assets be invested in liquid securities, defined as securities that can be transacted quickly and efficiently for the Fund, with minimal impact on market price.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE N: ENDOWMENTS, Cont'd

Strategies employed for achieving objectives

Diversification of assets will be employed to ensure that adverse results from one security or security class will not have any unduly detrimental effect on the entire portfolio. The assets with restrictions are pooled as part of the total investment portfolio. Asset classes and appropriate percentages for the investment of assets are as follows:

<u>Description</u>	<u>Range</u>	<u>Target</u>
Equities	50% - 75%	65%
Fixed income obligations	20% - 50%	23%
Alternative strategies	0% - 15%	12%

Although the targeted averages total 100%, managers may invest in cash equivalents either as temporary investments or as dictated by investment prudence. No more than 5% of the fund may be invested in securities of one issuer, with the exception of U.S. government securities or agencies.

Spending policy and how the investment objectives relate to spending policy

The YWCA distributes income for current operations at an annual level based on the average market value on a five year trailing 20 quarter basis. The Board of Directors will utilize YWCA investment income to support program development and operations while insuring that their asset base remains stable. The rate of withdrawal per year must be in line with the strategic directions as approved by the Board.

NOTE O: FAIR VALUE MEASUREMENTS

Accounting principles generally accepted in the United States of America ("GAAP") establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under GAAP are described below:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE O: FAIR VALUE MEASUREMENTS, Cont'd

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at March 31, 2019 and 2018:

Money funds: Fair value equals cost.

Mutual funds, common stocks and corporate bonds: Valued at the closing price reported on the active market on which the individual funds, bonds and stocks are traded.

Mortgage and asset-backed securities, U.S. obligations: Valued based on terms and conditions using trades, bid price or spread, two sided markets, quotes, benchmark curves, discount rates, TRACE trade reports, financial statements and trustee reports.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
 (With Comparative Totals for 2018)

NOTE O: FAIR VALUE MEASUREMENTS, Cont'd

The following presents the financial instruments measured at fair value on a recurring basis at March 31, 2019 and 2018:

	<u>Assets at Fair Value as of March 31, 2019</u>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Assets:				
Investments				
Common stock:				
Foreign	\$ 60,625	\$ -	\$ -	\$ 60,625
Consumer Goods	736,647	-	-	736,647
Healthcare	566,726	-	-	566,726
Technology	2,543,947	-	-	2,543,947
Industrial Goods	445,103	-	-	445,103
Basic Materials	297,634	-	-	297,634
Utilities	129,523	-	-	129,523
Services	541,510	-	-	541,510
Real Estate	38,709	-	-	38,709
Energy	74,098	-	-	74,098
Financial	<u>708,523</u>	-	-	<u>708,523</u>
Total common stocks	6,143,045	-	-	6,143,045
US Government obligations:				
US Government Agencies	455,677	-	-	455,677
Mortgage and asset backed- securities:				
Federal National Mortgage Association	-	387,934	-	387,934
Other asset backed securities	-	<u>86,681</u>	-	<u>86,681</u>
Total mortgage and asset backed-securities	-	474,615	-	474,615
Corporate Bonds	243,892	-	-	243,892
Money Funds	198,014	-	-	198,014
Fixed Income Mutual Funds	<u>1,339,192</u>	-	-	<u>1,339,192</u>
	<u>\$ 8,379,820</u>	<u>\$ 474,615</u>	<u>\$ -</u>	8,854,435
Investments measured at net asset value				<u>614,144</u>
				<u>\$ 9,468,579</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019
(With Comparative Totals for 2018)

NOTE O: FAIR VALUE MEASUREMENTS, Cont'd

	<u>Assets at Fair Value as of March 31, 2018</u>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Assets:				
Investments				
Common stock:				
Foreign	\$ 68,942	\$ -	\$ -	\$ 68,942
Consumer Goods	659,987	-	-	659,987
Healthcare	568,342	-	-	568,342
Technology	2,737,022	-	-	2,737,022
Industrial Goods	455,973	-	-	455,973
Basic Materials	323,603	-	-	323,603
Utilities	149,563	-	-	149,563
Services	533,784	-	-	533,784
Real Estate	30,917	-	-	30,917
Energy	28,332	-	-	28,332
Financial	<u>790,636</u>	<u>-</u>	<u>-</u>	<u>790,636</u>
Total common stocks	6,347,101	-	-	6,347,101
US Government obligations:				
US Government Agencies	416,210	-	-	416,210
Mortgage and asset backed- securities:				
Federal National Mortgage Association	-	364,742	-	364,742
Other asset backed securities	<u>-</u>	<u>88,763</u>	<u>-</u>	<u>88,763</u>
Total mortgage and asset backed-securities	-	453,505	-	453,505
Corporate Bonds	289,809	-	-	289,809
Money Funds	245,327	-	-	245,327
Fixed Income Mutual Funds	<u>1,403,008</u>	<u>-</u>	<u>-</u>	<u>1,403,008</u>
	<u>\$ 8,701,455</u>	<u>\$ 453,505</u>	<u>\$ -</u>	<u>9,154,960</u>
Investments measured at net asset value				<u>591,844</u>
				<u>\$ 9,746,804</u>

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS, Cont'd

MARCH 31, 2019

(With Comparative Totals for 2018)

NOTE O: FAIR VALUE MEASUREMENTS, Cont'd

The Organization uses the Net Asset Value (NAV) to determine fair value of all the underlying investments which: (a) do not have a readily determinable fair value and (b) prepare their investees financial statements consistent with the measure principles of an investment company or have the attributes of an investment company. The following table lists investments in other companies by major category and describes their liquidity as of March 31, 2019 and 2018.

	<u>Investment Strategy</u>	<u>NAV in Funds</u>	<u>Unfunded commitments</u>	<u>Redemption frequency</u>	<u>Redemption notice period</u>
<u>March 31, 2019</u>					
Hedge fund	Multi-Strategy	\$ 208,244	None	Quarterly	95 days
Hedge fund	Multi-Strategy	<u>405,900</u>	None	Quarterly	65 days
		<u>\$ 614,144</u>			
 <u>March 31, 2018</u>					
Hedge fund	Multi-Strategy	\$ 209,689	None	Quarterly	95 days
Hedge fund	Multi-Strategy	<u>382,155</u>	None	Quarterly	65 days
		<u>\$ 591,844</u>			

NOTE P: LINES OF CREDIT

The YWCA currently has an available line of credit from a local bank in an amount up to \$200,000. Borrowings bear an interest rate at prime plus 1.5 (7.0% at March 31, 2019). The line of credit is collateralized by a security interest in any and all deposits, cash, securities, instruments or property of the YWCA in the possession of the bank. There were no borrowings against the line of credit at March 31, 2019.

Vermont Manor currently has an available line of credit from a local bank in an amount up to \$50,000. Borrowings bear an interest rate of prime (5.5% at March 31, 2019). The line of credit is collateralized by the land and building of Vermont Manor, L.P. There were no borrowings against the line of credit at March 31, 2019.

NOTE Q: FUNCTIONAL EXPENSES

The costs of programs and supporting services activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents the natural classification detail of expenses by function. The financial statements report certain categories of expense that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy, depreciation, interest, insurance and amortization, which are allocated on a square footage basis, as well as salaries and wages, benefits, payroll taxes, professional services, office expenses, information technology and other, which are allocated on the basis of estimates of time and effort.

**YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF
ROCHESTER AND MONROE COUNTY**

OTHER FINANCIAL INFORMATION

INDEPENDENT AUDITOR'S REPORT ON OTHER FINANCIAL INFORMATION

Board of Directors
Young Women's Christian Association of Rochester and Monroe County

We have audited the consolidated financial statements of Young Women's Christian Association of Rochester and Monroe County as of and for the year ended March 31, 2019, and our report thereon dated June 13, 2019, which expressed an unmodified opinion on those financial statements, appears on page 3. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplemental consolidating balance sheet, consolidating statement of activities and changes in net assets and statement of operating revenue and functional expenses without donor restrictions are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

We have also audited the consolidated financial statements of Young Women's Christian Association of Rochester and Monroe County as of and for the year ended March 31, 2018, and our report thereon dated June 15, 2018, expressed an unmodified opinion on those consolidated financial statements. Our audit was conducted for the purpose of forming an opinion on the 2018 consolidated financial statements as a whole. The 2018 supplemental financial information was presented for purposes of additional analysis and was not a required part of the 2018 consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the 2018 consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the 2018 consolidated financial statements or to the 2018 consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. Our report as of the same date, on the 2018 supplemental financial information stated that, in our opinion, such information was fairly stated in all material respects in relation to the consolidated financial statements for the year ended March 31, 2018, as a whole.

Mengel, Metzger, Barr & Co. LLP

Rochester, New York
June 13, 2019

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YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATING BALANCE SHEET

MARCH 31, 2019
(With Comparative Totals for 2018)

<u>ASSETS</u>	Without donor restrictions	With donor restrictions	Total YWCA	175 North Clinton Associates, LP	Lynn's Place	Vermont Manor	Eliminations	Total	
								2019	March 31, 2018
<u>CURRENT ASSETS</u>									
Cash	\$ 14,876	\$ 105,635	\$ 120,511	\$ 8,931	\$ 14,927	\$ 9,865	\$ -	\$ 154,234	\$ 108,506
Accounts receivable	316,222	83,336	399,558	5,812	850	-	-	406,220	425,356
Accrued interest receivable	7,813	-	7,813	-	-	-	-	7,813	7,813
Due to/from partnerships, net	16,000	-	16,000	-	(5,489)	(1,000)	-	9,511	(1,489)
Other	5,010	-	5,010	6,361	(83)	6,198	-	17,486	62,697
TOTAL CURRENT ASSETS	359,921	188,971	548,892	21,104	10,205	15,063	-	595,264	602,883
<u>OTHER ASSETS</u>									
Investments, at fair value	7,533,850	1,934,729	9,468,579	-	-	-	-	9,468,579	9,746,804
Limited use assets	-	-	-	483,487	76,437	103,809	-	663,733	680,799
Loans to related parties	3,109,761	-	3,109,761	-	-	-	(3,109,761)	-	-
Investment in partnerships	1,553,770	-	1,553,770	-	-	-	(1,382,438)	171,332	171,332
Fixed assets, net	101,241	-	101,241	5,744,347	488,441	475,638	-	6,809,667	7,225,030
	12,298,622	1,934,729	14,233,351	6,227,834	564,878	579,447	(4,492,199)	17,113,311	17,823,965
	\$ 12,658,543	\$ 2,123,700	\$ 14,782,243	\$ 6,248,938	\$ 575,083	\$ 594,510	\$ (4,492,199)	\$ 17,708,575	\$ 18,426,848
<u>LIABILITIES AND NET ASSETS</u>									
<u>CURRENT LIABILITIES</u>									
Accounts payable	\$ 66,753	\$ -	\$ 66,753	\$ 27,944	\$ 2,346	\$ 7,835	\$ -	\$ 104,878	\$ 99,925
Accrued payroll and related liabilities	168,115	-	168,115	-	-	-	-	168,115	192,603
Deferred revenue and other liabilities	20,001	-	20,001	43,504	-	-	-	63,505	222,372
Current portion of capital advances	12,007	-	12,007	-	-	-	-	12,007	16,507
Current portion of notes payable	-	-	-	33,234	-	7,013	-	40,247	39,465
TOTAL CURRENT LIABILITIES	266,876	-	266,876	104,682	2,346	14,848	-	388,752	570,872
<u>OTHER LIABILITIES</u>									
Capital advances	6,012	-	6,012	-	-	-	-	6,012	18,019
Notes payable, net of unamortized debt issuance costs of \$62,574 and \$58,932 in 2019 and 2018, respectively	1,306,111	-	1,306,111	6,158,795	50,000	283,152	(1,306,111)	6,491,947	6,524,856
Other liabilities	-	-	-	-	-	129,899	-	129,899	122,105
Due to related parties	-	-	-	1,141,000	562,650	100,000	(1,803,650)	-	-
	1,312,123	-	1,312,123	7,299,795	612,650	513,051	(3,109,761)	6,627,858	6,664,980
<u>NONCONTROLLING DEFICIENCY IN CONSOLIDATED SUBSIDIARIES</u>									
	-	-	-	-	-	-	(188,815)	(188,815)	(116,281)
NET ASSETS	11,079,544	2,123,700	13,203,244	(1,155,539)	(39,913)	66,611	(1,193,623)	10,880,780	11,307,277
	\$ 12,658,543	\$ 2,123,700	\$ 14,782,243	\$ 6,248,938	\$ 575,083	\$ 594,510	\$ (4,492,199)	\$ 17,708,575	\$ 18,426,848

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

CONSOLIDATING STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

YEAR ENDED MARCH 31, 2019
(With Comparative Totals for 2018)

	Without donor restrictions	With donor restrictions	Total YWCA	175 North Clinton Associates, LP	Lynn's Place	Vermont Manor	Eliminations	Total	
								Year ended March 31, 2019	2018
PUBLIC SUPPORT AND REVENUE:									
Public support:									
United Way	\$ -	\$ 250,000	\$ 250,000	\$ -	\$ -	\$ -	\$ -	\$ 250,000	\$ 250,000
Contributions	118,055	43,360	161,415	-	-	-	-	161,415	204,845
Special events	270,935	-	270,935	-	-	-	-	270,935	236,150
Donated goods and services	37,046	-	37,046	-	-	-	-	37,046	53,000
Released from restrictions:									
United Way	256,556	(256,556)	-	-	-	-	-	-	-
Other	91,282	(91,282)	-	-	-	-	-	-	-
Total public support	773,874	(54,478)	719,396	-	-	-	-	719,396	743,995
Revenue:									
Fees and grants from government agencies	1,767,626	-	1,767,626	-	-	-	-	1,767,626	1,721,097
Grants for capital improvements	45,640	-	45,640	-	-	-	-	45,640	40,000
Rental revenue	-	-	-	1,072,461	100,267	125,883	(479,766)	818,845	829,765
Program service fees	13,025	-	13,025	-	-	-	-	13,025	33,802
Other	173,114	-	173,114	29,596	6,800	1,784	-	211,294	139,701
Total revenue	1,999,405	-	1,999,405	1,102,057	107,067	127,667	(479,766)	2,856,430	2,764,365
TOTAL PUBLIC SUPPORT AND REVENUE	2,773,279	(54,478)	2,718,801	1,102,057	107,067	127,667	(479,766)	3,575,826	3,508,360
Expenses:									
Program services:									
Young Adult Services	373,047	-	373,047	-	-	-	(14,967)	358,080	296,479
Housing	2,011,769	-	2,011,769	1,120,764	122,777	154,214	(431,031)	2,978,493	2,919,619
Racial Equity	196,199	-	196,199	-	-	-	(5,973)	190,226	274,587
Total program services	2,581,015	-	2,581,015	1,120,764	122,777	154,214	(451,971)	3,526,799	3,490,685
Management and general	394,347	-	394,347	348,252	9,193	11,398	(25,269)	737,921	713,792
Fundraising	243,356	-	243,356	-	-	-	(2,526)	240,830	240,350
TOTAL EXPENSES	3,218,718	-	3,218,718	1,469,016	131,970	165,612	(479,766)	4,505,550	4,444,827
CHANGE IN NET ASSETS BEFORE NONCONTROLLING INTEREST IN CONSOLIDATED SUBSIDIARIES AND INVESTMENT INCOME	(445,439)	(54,478)	(499,917)	(366,959)	(24,903)	(37,945)	-	(929,724)	(936,467)
Noncontrolling interest in consolidated subsidiaries	-	-	-	-	-	-	1,807	1,807	1,785
Investment income	501,775	-	501,775	-	-	-	-	501,775	949,196
CHANGE IN NET ASSETS	56,336	(54,478)	1,858	(366,959)	(24,903)	(37,945)	1,807	(426,142)	14,514
Net assets at beginning of year	11,023,208	2,178,178	13,201,386	(723,138)	(15,010)	104,556	(1,260,517)	11,307,277	11,293,107
Partnership contributions	-	-	-	5,640	-	-	(5,640)	-	-
Partnership distributions	-	-	-	(71,082)	-	-	70,727	(355)	(344)
NET ASSETS AT END OF YEAR	\$ 11,079,544	\$ 2,123,700	\$ 13,203,244	\$ (1,155,539)	\$ (39,913)	\$ 66,611	\$ (1,193,623)	\$ 10,880,780	\$ 11,307,277

YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF ROCHESTER AND MONROE COUNTY

STATEMENT OF OPERATING REVENUE AND FUNCTIONAL EXPENSES
WITHOUT DONOR RESTRICTIONS

YEAR ENDED MARCH 31, 2019
(With Comparative Totals for 2018)

	Young Adult Services	Housing	Racial Equity	Sub-total	Management and general	Fundraising	Total	
							Year ended March 31,	
							2019	2018
PUBLIC SUPPORT AND REVENUE:								
Public support:								
Contributions	\$ -	\$ 36,375	\$ 3,614	\$ 39,989	\$ -	\$ 78,066	\$ 118,055	\$ 97,545
Special events	-	-	72,054	72,054	-	198,881	270,935	236,150
Donated goods and services	-	-	15,900	15,900	2,246	18,900	37,046	53,000
Released from restrictions:								
United Way	256,556	-	-	256,556	-	-	256,556	243,444
Other	-	33,507	46,775	80,282	-	11,000	91,282	152,990
Total public support	256,556	69,882	138,343	464,781	2,246	306,847	773,874	783,129
Revenue:								
Fees and grants from government agencies	56,206	1,711,420	-	1,767,626	-	-	1,767,626	1,721,097
Grants for capital improvements	-	41,400	-	41,400	4,240	-	45,640	40,000
Program service fees:								
Paid by user	-	8,282	-	8,282	-	-	8,282	9,711
On behalf of user	-	4,743	-	4,743	-	-	4,743	24,091
Other	2,970	27,716	-	30,686	142,428	-	173,114	95,693
Total revenue	59,176	1,793,561	-	1,852,737	146,668	-	1,999,405	1,890,592
Allocation of management and general	-	148,914	-	148,914	(148,914)	-	-	-
TOTAL PUBLIC SUPPORT AND REVENUE	315,732	2,012,357	138,343	2,466,432	-	306,847	2,773,279	2,673,721
Expenses:								
Salaries	221,142	978,121	80,000	1,279,263	185,777	101,638	1,566,678	1,577,110
Salary related expense	54,476	203,438	32,210	290,124	32,530	23,275	345,929	320,160
Occupancy	19,088	441,632	7,144	467,864	32,992	2,984	503,840	495,210
Professional fees	29,938	177,760	26,362	234,060	100,372	39,775	374,207	315,848
Supplies and printing	11,687	22,504	29,828	64,019	17,099	53,993	135,111	127,028
Trainings	15,940	33,861	561	50,362	8,308	1,518	60,188	78,861
Minor equipment purchases and repairs	3,168	9,775	487	13,430	2,834	130	16,394	21,944
Specific assistance to individuals	7,132	88,171	-	95,303	-	-	95,303	105,021
Membership dues	4,979	16,400	1,766	23,145	2,422	320	25,887	26,826
Donated goods and services	-	-	15,900	15,900	2,246	18,900	37,046	53,000
Other	4,861	19,314	1,941	26,116	8,336	823	35,275	30,845
Total expenses	372,411	1,990,976	196,199	2,559,586	392,916	243,356	3,195,858	3,151,853
Allocation of management and general	58,316	303,407	31,193	392,916	(392,916)	-	-	-
TOTAL EXPENSES	430,727	2,294,383	227,392	2,952,502	-	243,356	3,195,858	3,151,853
(DEFICIENCY) EXCESS OF REVENUE OVER EXPENSES BEFORE CONTRIBUTION OF PARTNERSHIP INTEREST, INVESTMENT INCOME AND DEPRECIATION AND AMORTIZATION	(114,995)	(282,026)	(89,049)	(486,070)	-	63,491	(422,579)	(478,132)
Depreciation and amortization	(636)	(20,793)	-	(21,429)	(1,431)	-	(22,860)	(23,199)
(DEFICIENCY) EXCESS OF REVENUE OVER EXPENSES BEFORE CONTRIBUTION OF PARTNERSHIP INTEREST AND INVESTMENT INCOME	<u>\$ (115,631)</u>	<u>\$ (302,819)</u>	<u>\$ (89,049)</u>	<u>\$ (507,499)</u>	<u>\$ (1,431)</u>	<u>\$ 63,491</u>	<u>\$ (445,439)</u>	<u>\$ (501,331)</u>