

# Senior Citizens of Greater Dallas, Inc.

Financial Report

March 31, 2018

# CONTENTS

Page

Independent Auditor's Report.....1

## Financial Statements

Statements of Financial Position .....3

Statements of Activities .....4

Statements of Functional Expenses .....6

Statements of Cash Flows.....10

Notes to Financial Statements .....11

## Independent Auditor's Report

To the Board of Directors of  
Senior Citizens of Greater Dallas, Inc.

### Report on the Financial Statements

We have audited the accompanying financial statements of Senior Citizens of Greater Dallas, Inc. (a nonprofit organization) (dba The Senior Source), (the Organization) which comprise the statements of financial position as of March 31, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Senior Citizens of Greater Dallas, Inc. as of March 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended are in accordance with accounting principles generally accepted in the United States of America.

The Board of Directors of  
Senior Citizens of Greater Dallas, Inc.

**Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated March 31, 2018, on our consideration of Senior Citizens of Greater Dallas, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions 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 Senior Citizens of Greater Dallas, Inc.'s internal control over financial reporting and compliance.

*Weaver and Tidwell, L.L.P.*

WEAVER AND TIDWELL, L.L.P.

Dallas, Texas  
August 29, 2018

# Senior Citizens of Greater Dallas, Inc.

## Statements of Financial Position

March 31, 2018 and 2017

	2018	2017
<b>ASSETS</b>		
Cash and cash equivalents	\$ 221,929	\$ 946,033
Investments	3,967,082	3,950,740
Accounts receivable	96,151	25,415
Grants receivable	161,552	73,461
Pledges receivable	41,000	1,500
Prepaid expenses	3,044	12,625
Total current assets	4,490,758	5,009,774
Property and equipment, at cost:		
Land	1,381,450	1,381,450
Building	5,350,429	5,340,613
Furniture and fixtures	511,500	488,277
Transportation equipment	175,335	131,679
Website development	7,500	-
	7,426,214	7,342,019
Accumulated depreciation	(2,369,850)	(2,158,055)
Total property and equipment	5,056,364	5,183,964
Other assets	10,317	9,488
Total other assets	10,317	9,488
<b>TOTAL ASSETS</b>	<b>\$ 9,557,439</b>	<b>\$ 10,203,226</b>
<b>LIABILITIES AND NET ASSETS</b>		
Accounts payable	\$ 109,003	\$ 213,503
Deferred support	363,011	210,890
Accrued expenses	32,815	79,773
Total current liabilities	504,829	504,166
Deferred compensation benefits	10,317	9,488
Total long-term liabilities	10,317	9,488
Total liabilities	515,146	513,654
<b>NET ASSETS</b>		
Unrestricted		
Undesignated	6,389,880	6,183,165
Board designated	8,681	8,681
Temporarily restricted	2,643,732	3,497,726
	9,042,293	9,689,572
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 9,557,439</b>	<b>\$ 10,203,226</b>

The Notes to Financial Statements are an integral part of these statements.

# Senior Citizens of Greater Dallas, Inc.

## Statement of Activities Year Ended March 31, 2018

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>REVENUES, GAINS AND OTHER SUPPORT</b>			
Contributions	\$ 1,581,945	\$ 329,310	\$ 1,911,255
United Way allocation	276,250	-	276,250
Special events	1,325,033	-	1,325,033
Investment return	274,283	-	274,283
Federal and state grants	1,514,101	-	1,514,101
Local grants	375,119	-	375,119
Other	351,980	-	351,980
Net assets released from restrictions	1,183,304	(1,183,304)	-
	<u>6,882,015</u>	<u>(853,994)</u>	<u>6,028,021</u>
Total revenues, gains and other support			
<b>EXPENSES</b>			
Program services	5,469,682	-	5,469,682
Fund raising	592,873	-	592,873
Management and general	612,745	-	612,745
	<u>6,675,300</u>	<u>-</u>	<u>6,675,300</u>
Total expenses			
<b>CHANGE IN NET ASSETS</b>	206,715	(853,994)	(647,279)
<b>BEGINNING NET ASSETS</b>	<u>6,191,846</u>	<u>3,497,726</u>	<u>9,689,572</u>
<b>ENDING NET ASSETS</b>	<u>\$ 6,398,561</u>	<u>\$ 2,643,732</u>	<u>\$ 9,042,293</u>

The Notes to Financial Statements are an integral part of this statement.

# Senior Citizens of Greater Dallas, Inc.

## Statement of Activities Year Ended March 31, 2017

	Unrestricted	Temporarily Restricted	Total
<b>REVENUES, GAINS AND OTHER SUPPORT</b>			
Contributions	\$ 1,018,997	\$ 676,498	\$ 1,695,495
United Way allocation	267,723	-	267,723
Special events	1,361,233	-	1,361,233
Investment return	420,449	-	420,449
Federal and state grants	1,438,543	-	1,438,543
Local grants	357,374	-	357,374
Other	343,535	-	343,535
Net assets released from restrictions	915,953	(915,953)	-
	<u>6,123,807</u>	<u>(239,455)</u>	<u>5,884,352</u>
Total revenues, gains and other support			
<b>EXPENSES</b>			
Program services	5,657,198	-	5,657,198
Fund raising	537,349	-	537,349
Management and general	517,580	-	517,580
	<u>6,712,127</u>	<u>-</u>	<u>6,712,127</u>
Total expenses			
<b>CHANGE IN NET ASSETS</b>	(588,320)	(239,455)	(827,775)
<b>BEGINNING NET ASSETS, AS RESTATED</b>	<u>6,780,166</u>	<u>3,737,181</u>	<u>10,517,347</u>
<b>ENDING NET ASSETS</b>	<u>\$ 6,191,846</u>	<u>\$ 3,497,726</u>	<u>\$ 9,689,572</u>

The Notes to Financial Statements are an integral part of this statement.

# Senior Citizens of Greater Dallas, Inc.

## Statement of Functional Expenses

### Year Ended March 31, 2018

	Management and General	Fund Raising	Program Services			
			AGE	Caregiver Support	Guardianship Money Management	Long-Term Care Ombudsman
Salaries - professional	\$ 114,301	\$ 346,061	\$ 100,442	\$ 233,983	\$ 323,646	\$ 463,196
Salaries - clerical	62,416	23,374	24,935	11,495	48,119	10,970
Salaries-van driver/miscellaneous	-	-	-	-	-	-
Vacation expense	(8,670)	-	-	-	-	-
Health/dental insurance	30,414	27,477	3,328	24,264	37,568	36,404
Social security taxes	5,332	12,262	8,739	16,415	26,534	34,274
Worker's compensation	1,024	785	294	566	905	1,223
State unemployment tax	607	974	472	635	1,198	1,780
Retirement	16,995	20,535	8,037	16,565	23,290	37,048
Life & disability	2,147	2,793	868	1,861	3,306	4,290
Tax deferred retirement expense	829	-	-	-	-	-
Audit	12,650	1,400	600	2,200	2,800	2,600
Contact services	36,883	514	291	595	2,086	1,238
Evaluations	-	-	-	-	-	-
Technology	3,528	1,102	626	1,882	1,845	2,861
Collaboration fees-Senior Safety	-	-	-	-	-	-
Program supplies	1,530	277	212	14,476	633	31,285
FBI fingerprinting	-	-	-	-	-	-
Volunteer badges/physicals	-	-	-	-	-	-
Background checks	23	10	13	23	99	-
Assessments/inspections	10	34	14	53	67	62
Professional services	50	-	-	-	-	-
Business cards	123	112	40	72	70	85
Certifications	50	-	-	-	130	-
Stipend	-	-	-	-	-	-
Client assistance	-	-	-	37,083	450	-
Client purchases	(233)	-	-	-	2,423	-
FEMA assistance	-	-	-	-	-	-
Trainings/seminars/forums	1,542	-	-	95	-	1,814
Food/meals	5,292	747	525	1,821	1,263	18
Printing	(5,964)	3,278	878	1,165	1,134	1,574
Postage	1,301	2,239	635	564	730	156
Web design	246	-	-	-	-	-
Telephone	5,944	1,928	1,048	2,324	9,172	9,765
Office supplies	3,244	225	34	83	121	425
Utilities	7,198	2,428	1,317	2,988	4,028	5,613
Janitor	9,425	2,205	1,197	2,709	3,654	5,103
Building maintenance	12,100	1,397	721	1,867	2,094	2,655
Household supplies	3,810	-	-	6	-	-
Property, cyber, umbrella insurance	386	216	124	247	340	525
Security services/fire alarm monitoring	1,410	413	215	536	714	919
Data storage	784	294	165	347	473	700
Grounds maintenance	667	235	131	278	379	559
Waste management	2,065	481	268	572	779	1,139
Shredding confidential data	310	87	49	102	139	207
Staff travel	1,062	334	1,047	396	6,310	13,862
Vehicle operating cost	173	-	-	-	-	-
Conferences/retreats	24,759	1,245	612	1,004	3,996	5,598
Subscriptions	578	-	60	-	-	-
Memberships	1,327	300	150	191	80	38
Liability insurance & CIMA	-	-	-	-	2,479	610
Volunteer travel	-	-	-	-	-	-
Bank charges	10,015	444	138	292	370	578
Volunteer recognition	14,450	97	38	-	1,150	436
Recruiting	-	199	-	-	199	199
Special events	-	125,226	-	-	-	-
Young Professionals Society	138	-	-	-	-	-
Fees	785	-	-	-	-	-
Equipment	4,925	628	340	774	1,043	1,450
Maintenance agreements	3,109	6,744	758	2,051	2,700	3,248
Software/software licenses	8,466	3,708	1,936	3,889	5,704	8,982
Marketing	1,145	65	-	922	-	-
Display/banner video	250	-	-	-	-	-
Depreciation	211,794	-	-	-	-	-
	<u>\$ 612,745</u>	<u>\$ 592,873</u>	<u>\$ 161,297</u>	<u>\$ 387,391</u>	<u>\$ 524,220</u>	<u>\$ 693,489</u>

The Notes to Financial Statements are an integral part of this statement.



Program Services

	Senior Employment	RSVP Fund	FGP Fund	Elder Care Partners	SCP Fund	Elder Financial Safety Center	Public Education	Total	Total
\$	94,041	\$ 175,825	\$ 193,089	\$ 199,031	\$ 167,058	\$ 722,283	\$ 48,266	\$ 2,720,860	\$ 3,181,222
	-	6,490	6,971	8,151	9,855	14,095	8,310	149,391	235,181
	-	8,859	-	-	-	-	-	8,859	8,859
	-	-	-	-	-	-	-	-	(8,670)
	7,404	13,000	25,375	5,570	9,345	65,955	5,000	233,213	291,104
	6,541	14,225	13,093	7,957	12,325	53,093	4,388	197,584	215,178
	128	737	504	242	422	2,070	152	7,243	9,052
	29	838	605	172	617	2,811	109	9,266	10,847
	2,683	11,685	14,631	8,005	13,208	53,369	2,889	191,410	228,940
	1,104	1,497	1,957	741	1,441	6,891	333	24,289	29,229
	-	-	-	-	-	-	-	-	829
	1,600	1,800	1,200	1,000	1,400	2,800	200	18,200	32,250
	20	4,519	1,786	367	514	1,807	-	13,223	50,620
	-	-	-	-	-	13,000	-	13,000	13,000
	33	4,603	568	1,587	2,602	6,982	264	23,853	28,483
	-	-	-	-	-	263,176	-	263,176	263,176
	9,821	138	1,265	137	58	1,361	587	59,973	61,780
	-	37	37	-	332	-	-	406	406
	-	-	2,509	-	14,832	-	-	17,341	17,341
	-	-	404	-	-	172	10	721	754
	38	43	29	24	34	67	5	436	480
	-	-	-	-	-	-	-	-	50
	-	22	-	50	-	103	-	442	677
	-	-	-	-	-	-	-	130	180
	-	-	298,780	-	214,647	-	-	513,427	513,427
	-	-	-	-	-	346,489	-	384,022	384,022
	-	-	-	226	-	349	-	2,998	2,765
	-	-	-	-	-	30,000	-	30,000	30,000
	45	28	1,650	-	1,709	628	-	5,969	7,511
	89	5,291	88,773	-	16,778	1,955	-	116,513	122,552
	741	694	962	446	1,627	10,076	532	19,829	17,143
	99	36	634	41	466	1,940	14	5,315	8,855
	250	-	-	596	-	576	13,886	15,308	15,554
	466	2,005	1,593	2,904	1,872	7,833	331	39,313	47,185
	12	2,200	-	70	463	792	7	4,207	7,676
	568	2,570	2,081	1,734	2,428	7,891	347	31,565	41,191
	504	2,331	1,890	1,575	2,205	7,182	315	28,665	40,295
	473	1,385	1,115	812	1,267	3,671	293	16,353	29,850
	-	-	-	-	-	104	-	110	3,920
	-	216	185	155	216	773	31	2,812	3,414
	171	456	354	295	413	1,242	59	5,374	7,197
	28	301	252	210	294	1,012	42	3,824	4,902
	24	241	202	168	235	807	34	3,058	3,960
	59	496	413	344	481	1,637	69	6,257	8,803
	8	89	74	62	87	299	12	1,128	1,525
	343	1,969	1,954	4,103	1,427	4,723	169	36,303	37,699
	-	803	-	-	-	-	-	803	976
	73	1,542	1,352	230	1,858	9,025	53	25,343	51,347
	-	-	-	-	-	125	-	185	763
	-	75	300	188	238	875	-	2,135	3,762
	-	6,983	583	-	693	-	-	11,348	11,348
	-	17,793	31,199	-	35,703	-	-	84,695	84,695
	3	379	835	492	873	1,148	34	5,142	15,601
	-	10,960	12,278	21	1,256	1,028	-	27,167	41,714
	-	-	-	-	-	-	-	398	597
	-	-	-	-	-	-	-	-	125,226
	-	-	-	-	-	-	-	-	138
	-	-	-	-	-	-	-	-	785
	149	1,075	538	448	(286)	2,037	90	7,658	13,211
	857	1,728	1,298	1,081	1,514	4,228	216	19,679	29,532
	-	3,530	3,340	2,599	3,626	12,849	1,070	47,525	59,699
	1,224	235	-	-	-	9,774	25	12,180	13,390
	-	-	-	-	-	58	-	58	308
	-	-	-	-	-	-	-	-	211,794
\$	129,628	\$ 309,729	\$ 716,658	\$ 251,834	\$ 526,133	\$ 1,681,161	\$ 88,142	\$ 5,469,682	\$ 6,675,300

# Senior Citizens of Greater Dallas, Inc.

## Statement of Functional Expenses

### Year Ended March 31, 2017

	Management and General	Fund Raising	Program Services			
			AGE	Caregiver Support	Guardianship Money Management	Long-Term Care Ombudsman
Salaries - professional	\$ 233,879	\$ 263,438	\$ 112,920	\$ 276,528	\$ 363,536	\$ 462,106
Salaries - clerical	19,283	37,478	22,816	-	43,454	4,494
Salaries-van driver/miscellaneous	-	-	-	-	-	-
Vacation expense	16,426	-	-	-	-	-
Health/dental insurance	20,915	27,795	4,447	38,225	32,978	38,138
Social security taxes	74,137	17,998	6,277	19,700	28,590	33,140
Workers' compensation insurance	(1,022)	1,181	448	765	2,772	2,453
State unemployment tax	1,035	403	229	694	822	967
Retirement	22,240	22,656	9,992	18,173	27,881	33,025
Disability & life insurance	5,643	2,107	888	1,859	3,726	4,081
Audit	951	2,592	1,266	3,032	4,503	5,016
Contract services	28,337	224	-	1,082	2,326	-
Evaluations	-	-	-	-	-	-
Technology	15,683	143	380	300	1,280	570
Collaboration fees	-	-	-	-	-	-
Program supplies	6,715	393	359	1,290	1,094	3,131
FBI fingerprinting	-	-	-	-	63	-
Volunteer badges/physicals	-	-	-	-	-	-
Background checks	33	9	-	26	374	-
Stipends	-	-	-	-	-	-
Client assistance	-	-	-	259,457	-	-
Client purchases	-	-	-	-	12,377	-
Trainings	-	-	-	3,134	-	25
Food/meals	3,757	112	2,056	1,060	2,336	-
Printing	1,674	2,329	5,599	1,389	1,221	1,421
Postage	1,719	2,269	1,823	1,154	1,408	351
Web site/web design	2,255	420	-	-	-	-
Telephone	13,031	991	690	2,071	9,068	6,896
Utilities	1,215	3,312	1,618	3,874	5,754	6,409
Janitor	1,281	3,491	1,706	4,084	6,065	6,756
Building maintenance	10,718	800	79	291	370	343
Household supplies	3,610	-	-	-	-	-
Property, cyber, umbrella insurance	1,415	3,858	1,885	4,513	6,703	7,466
Security services/fire alarm monitoring	334	911	445	1,065	1,582	1,762
Data storage	126	343	168	401	596	663
Grounds maintenance	114	310	152	363	539	600
Waste management	221	602	294	705	1,047	1,166
Shredding confidential data	34	93	45	109	162	180
Staff travel	1,698	32	720	155	6,169	13,484
Vehicle operating cost	-	-	4,159	-	-	-
Conference	1,388	798	529	434	3,214	12,143
Subscriptions	896	-	-	-	125	-
Memberships	1,741	20	60	375	698	133
Liability insurance & CIMA	-	-	-	-	3,186	673
Volunteer travel	-	-	-	-	-	-
Bank charges	911	2,482	1,213	2,903	4,312	4,803
Volunteer recognition	4,637	193	171	-	750	-
Recruiting	199	-	597	398	199	-
Special events	-	116,354	-	-	-	-
Bad debt expense	-	-	-	-	-	-
Pegasus	-	686	-	-	-	-
Equipment	1,645	-	-	-	-	600
Maintenance agreements	1,238	3,373	1,648	3,946	5,860	6,528
Software/software licenses	10,910	160	360	1,343	3,874	2,355
Marketing	324	-	-	750	-	7,371
Depreciation	6,234	16,993	8,302	19,876	29,521	32,881
	<u>\$ 517,580</u>	<u>\$ 537,349</u>	<u>\$ 194,341</u>	<u>\$ 675,524</u>	<u>\$ 620,535</u>	<u>\$ 702,130</u>

The Notes to Financial Statements are an integral part of this statement.

Program Services

Senior Employment	RSVP Fund	FGP Fund	Elder Care Partners	SCP Fund	Elder Financial Safety Center	Public Education	Total	Total
\$ 226,637	\$ 216,095	\$ 162,225	\$ 304,861	\$ 149,359	\$ 517,333	\$ 12,708	\$ 2,804,308	\$ 3,301,625
7,194	13,817	-	51,800	7,479	22,400	-	173,454	230,215
-	10,447	-	-	-	-	-	10,447	10,447
-	-	-	-	-	-	-	-	16,426
16,761	22,712	16,312	15,141	9,368	47,543	6,760	248,385	297,095
14,939	13,626	11,574	13,294	9,445	33,163	6,078	189,826	281,961
1,098	1,787	810	874	634	2,280	466	14,387	14,546
392	502	294	256	341	861	158	5,516	6,954
13,977	16,865	12,065	24,995	11,382	37,750	1,220	207,325	252,221
2,165	1,873	1,393	954	831	4,212	286	22,268	30,018
1,918	3,931	1,888	1,512	1,818	3,143	180	28,207	31,750
-	-	-	-	2,700	-	18,435	24,543	53,104
-	-	-	-	-	12,000	-	12,000	12,000
170	2,350	193	390	480	1,300	-	7,413	23,239
-	-	-	-	-	303,671	-	303,671	303,671
398	545	2,432	510	2,048	2,741	917	15,465	22,573
-	36	919	-	1,197	41	-	2,256	2,256
-	1,507	-	-	9,330	-	-	10,837	10,837
-	119	314	-	96	-	9	938	980
-	-	293,705	-	203,914	-	-	497,619	497,619
-	-	-	-	-	-	-	259,457	259,457
-	-	-	5,691	-	-	-	18,068	18,068
640	-	753	-	15	-	-	4,567	4,567
220	4,305	92,097	5	15,990	142	85	118,296	122,165
2,314	1,498	1,246	1,110	1,508	7,797	234	25,337	29,340
331	350	1,021	146	968	787	28	8,367	12,355
-	-	-	-	-	-	4,070	4,070	6,745
1,325	1,850	966	2,776	1,172	2,379	277	29,470	43,492
2,451	5,023	2,412	1,932	2,322	4,016	230	36,041	40,568
2,584	5,295	2,543	2,037	2,448	4,234	242	37,994	42,766
211	238	158	132	185	370	81	2,458	13,976
-	-	-	-	-	3	-	3	3,613
2,855	5,851	2,810	2,251	2,705	4,679	268	41,986	47,259
674	1,381	663	531	639	1,104	63	9,909	11,154
254	520	250	200	240	416	24	3,732	4,201
230	470	226	181	218	376	22	3,377	3,801
446	914	439	351	422	731	42	6,557	7,380
69	141	68	54	65	113	6	1,012	1,139
991	1,060	1,858	4,003	1,879	3,407	-	33,726	35,456
-	7,420	-	-	-	-	-	11,579	11,579
230	2,202	1,769	1,412	5,594	10,787	-	38,314	40,500
-	-	-	-	-	1,100	-	1,225	2,121
-	332	266	309	233	499	-	2,905	4,666
-	6,658	517	-	646	-	-	11,680	11,680
-	-	31,094	-	33,941	-	-	65,035	65,035
1,837	3,764	1,808	1,448	1,741	3,010	172	27,011	30,404
87	805	9,557	18	5,327	1,774	-	18,489	23,319
-	99	24	-	199	-	-	1,516	1,715
-	-	-	-	-	-	-	-	116,354
-	-	-	7,976	-	-	-	7,976	7,976
-	-	-	-	-	-	-	-	686
-	-	-	-	-	-	-	600	2,245
2,497	5,116	2,457	1,968	2,366	4,091	234	36,711	41,322
900	1,157	1,020	393	717	1,411	160	13,690	24,760
509	630	-	-	-	799	2,196	12,255	12,579
12,576	25,769	12,378	9,914	11,916	20,607	1,180	184,920	208,147
\$ 319,880	\$ 389,060	\$ 672,524	\$ 459,425	\$ 503,878	\$ 1,063,070	\$ 56,831	\$ 5,657,198	\$ 6,712,127

# Senior Citizens of Greater Dallas, Inc.

## Statements of Cash Flows

Years Ended March 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (647,279)	\$ (827,775)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	211,794	208,146
Realized and unrealized gains on investments	(274,074)	(419,063)
Decrease (increase) in:		
Accounts receivable	(70,736)	9,613
Grants receivable	(88,091)	42,313
Pledges receivable	(39,500)	108,408
Prepaid expenses	9,581	29,179
Other assets	(829)	(9,488)
Increase (decrease) in:		
Accounts payable	(104,500)	182,802
Deferred revenue	152,121	26,981
Deferred compensation	829	9,488
Accrued expenses	(46,958)	54,957
	<u>(897,642)</u>	<u>(584,439)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Sale of investments	1,561,243	3,390,589
Purchase of investments	(1,303,302)	(3,779,453)
Investment income reinvested	(209)	(1,386)
Capital expenditures	(84,194)	(6,823)
	<u>173,538</u>	<u>(397,073)</u>
Net cash provided by (used in) investing activities		
Decrease in cash and cash equivalents	(724,104)	(981,512)
Beginning cash and cash equivalents	<u>946,033</u>	<u>1,927,545</u>
Ending cash and cash equivalents	<u>\$ 221,929</u>	<u>\$ 946,033</u>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Non-cash donations of goods and services	<u>\$ 341,783</u>	<u>\$ 129,722</u>

The Notes to Financial Statements are an integral part of these statements.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Note 1. Summary of Significant Accounting Policies

Senior Citizens of Greater Dallas, Inc. (dba The Senior Source) (the Organization) is a nonprofit organization that serves as an umbrella for eleven programs for older adults. The Organization's mission is to enhance the overall quality of life and empower all older adults in greater Dallas to thrive. The Organization is supported primarily through donor contributions, grants, and the United Way.

#### Financial Statement Presentation

The Organization has adopted Financial Accounting Standards Board (FASB) guidance on not-for-profit financial statement presentation. Under this guidance, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

#### Unrestricted Net Assets

Net assets that are not restricted as to use or for which the donor-imposed restrictions have been fulfilled are reported as unrestricted net assets in the accompanying financial statements. Unrestricted net assets are used to meet the Organization's overall objectives of improving the quality of life of older adults in the greater Dallas area through protection, eldercare, advocacy, volunteerism, and employment services. Board designated net assets include assets designated for the building.

#### Temporarily Restricted Net Assets

Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or the passage of time and trust activity for which the ultimate purpose of the proceeds is not permanently restricted. The income from the investment of these net assets is similarly restricted if specified by the donor. When the purpose of the restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

#### Contributions

The Organization has adopted FASB guidance on accounting for contributions received and contributions made. In accordance with FASB guidance, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence or nature of any donor restrictions. Under FASB guidance, the Organization reports donor restricted contributions as temporarily or permanently restricted support, whichever the case, and then reclassifies to unrestricted net assets upon expiration of the related restrictions.

#### Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less at the date acquired to be cash equivalents.

### Fair Value Measurements

The Organization's financial assets carried at fair value have been classified for disclosure purposes only based on a hierarchy defined by FASB Accounting Standards Codification 820 *Fair Value Measurement Disclosure* (FASB ASC 820), in accordance with accounting principles generally accepted in the United States of America (GAAP). FASB ASC 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value and establishes a measurement framework.

FASB ASC 820 emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, FASB establishes a fair value hierarchy that distinguishes between market participant assumptions based on market data obtained from sources independent of the reporting entity (observable inputs that are classified within Levels 1 and 2 of the hierarchy) and the reporting entity's own assumptions about market participant assumptions (unobservable inputs classified within Level 3 of the hierarchy).

Level 1 inputs utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access. Level 2 inputs are inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. Level 2 inputs may include quoted prices for similar assets and liabilities in active markets, as well as inputs that are observable for the asset or liability (other than quoted prices), such as interest rates, foreign exchange rates, and yield curves that are observable at commonly quoted intervals.

Level 3 inputs are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity. In instances where the determination of the fair value measurement is based on inputs from different levels of the fair value hierarchy, the level in the fair value hierarchy within which the entire fair value measurement falls is based on the lowest level input that is significant to the fair value measurement in its entirety. The Organization's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment, and considers factors specific to the asset or liability.

### Promises to Give

Unconditional promises to give are recognized as revenues or gains in the period the promise is received.

An allowance has not been provided as management considers all pledges receivable to be fully collectible based upon review of donors.

### Donated Materials, Services, and Facilities

Contributions of property are recorded at appraised or fair market value as of the date of the gift. The value of contributed services meeting the requirements for recognition in the financial statements was not material and has not been recorded.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Special Event Revenue

Special event revenue is deferred and recognized in the period in which the event occurs.

### Functional Expenses

The costs of providing the Organization's various programs and other activities have been summarized between program services, management and general, and fundraising. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Programs maintained by the Organization are the following:

- The AGE (Advocacy Group for Elders) Program represents resources used to involve staff members and an advisory council of older adults in assessing aging needs in the community and working with groups and individuals to advocate for services and programs that will benefit older people. In addition, AGE educates hundreds of people each year through debates, newsletters and community education forums.
- The Caregiver Support Program represents resources used to address concerns often associated with aging through supportive counseling, facilitating problem solving, decision making and planning, thus enhancing the quality of lives of older adults.
- The Guardianship and Money Management Program represents resources used to visit clients. The agency has been appointed by the courts as guardian for incapacitated older adults residing in Dallas, Denton, Collin, Kaufman, Rockwall, and Hunt counties. The Money Management component represents resources to offer assistance to low income elderly who have difficulty managing their financial situations.
- The Long-Term Care Ombudsman Program represents resources used to assist in staff ombudsmen and state certified volunteer ombudsmen working together to improve conditions for nursing home residents and to promote residents' rights.
- The Senior Employment Program represents resources used to provide job search information, training workshops on job-search related matters, and job listings for older adults.
- The Retired and Senior Volunteer Program (RSVP) represents resources used for activities conducted by persons over age 55 who volunteer their time to various programs and tasks in their communities.
- The Foster Grandparent Program (FGP) represents resources used for activities whereby eligible older adults receive stipend income and are paired with troubled, disabled, or hospitalized children who need the comfort, wisdom, and example of an older adult.
- The Organization, in keeping with its mission, conducts a fee-for-service program called ElderCare Partners. Comprehensive and personalized services are provided for older adults and their caregivers. Services include: development of a written care plan outlining the older adult's needs; professional assessment to examine the level of care needed through an evaluation of living arrangements and memory screening; implementation and coordination of the customized care plan; vendor recommendations and counseling and crisis intervention.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

- The Senior Companion Program (SCP) represents resources used for eligible older adults to receive stipend income for going into the homes of the elderly and frail and performing light housekeeping functions, companionship and meal preparation.
- The Elder Financial Safety Center (the Center) represents resources to involve the Organization and collaborating partners: the Dallas Probate Courts and the Dallas County District Attorney's Office; in identifying, preventing, and prosecuting those entities, or entity that exploits the financial security and safety of older adults. Financial safety includes housing, health choices, transportation, fraud, and exploitation. The Center is made possible by the W.W. Caruth, Jr. Foundation at Communities Foundation of Texas.
- Public Education represents resources used for educating the community on age-related needs.

### Property and Equipment

Furniture, fixtures, and equipment are stated at cost of acquisition or fair market value as of the date of the donation.

Depreciation is provided for under the straight-line method at rates sufficient to amortize the related costs over the estimated useful lives of the respective assets, which is thirty years for the building and five years for the remaining long lived assets. Depreciation expense for the periods ended March 31, 2018 and 2017 was \$211,794 and \$208,147, respectively.

Repairs and maintenance are charged to expense as incurred; major improvements and capital expenditures greater than \$1,000 are capitalized.

### Concentration of Credit Risk

The Organization maintains its cash in deposit accounts, which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant credit risk on cash and cash equivalents.

### Federal Income Taxes

The Organization is a tax exempt entity for federal income tax purposes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for federal income tax is reflected in the accompanying financial statements.

Tax positions taken related to the Organization's tax exempt status, unrelated business activities taxable income and deductibility of expenses and other miscellaneous tax positions have been reviewed, and management is of the opinion that material positions taken by the Organization would more than likely than not be sustained by examination. Accordingly, the Organization has not recorded an income tax liability for uncertain tax benefits. As of March 31, 2018, the Organization's tax years 2015 through 2017 remain subject to examination.

### Reclassification

Certain amounts in the 2017 financial statements have been reclassified to conform to the 2018 financial statement presentation. This reclassification has no effect on net assets or the 2017 change in net assets of the Organization.



# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Subsequent Events

Subsequent events have been evaluated through August 29, 2018, the date the financial statements were available to be issued. No material subsequent events were noted requiring recognition or disclosure in the financial statements.

### Note 2. Marketable Securities and Investments

In accordance with FASB guidance on accounting for investments held by not-for-profit organizations, investments in equity securities with readily determinable fair values are recorded at fair market value. The carrying values of financial instruments reported on the Organization's statement of financial position approximate fair value. The difference, if any, between the cost basis and the fair value of each investment represents unrealized appreciation or depreciation. Changes in unrealized appreciation and depreciation during a period are reported in the statement of activities.

Information related to the investments measured at fair value at March 31, 2018 is as follows:

	Fair Value	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Mutual funds:				
Domestic equity	\$ 939,216	\$ 939,216	\$ -	\$ -
International equity	1,051,828	1,051,828	-	-
Fixed income	1,390,648	1,390,648	-	-
Alternative strategy	62,216	62,216	-	-
Other	523,174	523,174	-	-
Total Investments	<u>\$ 3,967,082</u>	<u>\$ 3,967,082</u>	<u>\$ -</u>	<u>\$ -</u>

Information related to the investments measured at fair value at March 31, 2017 is as follows:

	Fair Value	Quoted Prices in Active Markets for (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Mutual funds:				
Domestic equity	\$ 825,290	\$ 825,290	\$ -	\$ -
International equity	1,090,955	1,090,955	-	-
Fixed income	1,445,329	1,445,329	-	-
Alternative strategy	78,719	78,719	-	-
Other	510,447	510,447	-	-
Total Investments	<u>\$ 3,950,740</u>	<u>\$ 3,950,740</u>	<u>\$ -</u>	<u>\$ -</u>

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

Investments consisted of the following at March 31:

	2018	
	Cost	Fair Value
Mutual funds		
Domestic equity	\$ 818,921	\$ 939,216
International equity	929,281	1,051,828
Fixed income	1,422,671	1,390,648
Alternative strategy	92,072	62,216
Other	466,509	523,174
	\$ 3,729,454	\$ 3,967,082
	2017	
	Cost	Fair Value
Mutual funds		
Domestic equity	\$ 788,952	\$ 825,290
International equity	1,023,933	1,090,955
Fixed income	1,462,295	1,445,329
Alternative strategy	87,458	78,719
Other	450,177	510,447
	\$ 3,812,815	\$ 3,950,740

The following is a description of the valuation methodologies used to measure and disclose fair value of investments:

Marketable equity and fixed income securities reported as level 1 are determined by reference to quoted market prices for investments listed on an exchange or over-the-counter market.

The following schedule summarizes the investment return in the statement of activities:

	2018	2017
Interest income	\$ 209	\$ 1,386
Net realized and unrealized gain	274,074	419,063
	\$ 274,283	\$ 420,449

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Note 3. Pledges Receivable

Pledges receivable represents unconditional promises to give. At March 31, 2018 and 2017, these pledges receivables are due to be collected as follows:

	2018	2017
Within one year:	\$ 41,000	\$ 1,500
	\$ 41,000	\$ 1,500

The Organization determines the fair value of assets through application of FASB guidance on fair value measurements. There were no pledges receivables requiring fair value measurements at March 31, 2018.

### Note 4. Deferred Compensation Plan

In January 2016, the Organization entered into a deferred compensation plan with a member of management. The contributions that have been deferred since the plan's inception have been accrued and the only expenses, other than the Organization's annual contributions permitted by the Internal Revenue Code, related to this plan is the interest on the deferred amounts. Investment returns related to this plan include \$1,337 and \$508 in 2018 and 2017, respectively. The Organization has included in "Deferred compensation benefits" \$10,317 and \$9,488 at March 31, 2018 and 2017, respectively. The Organization has included in "Other assets" \$10,317 and \$9,488 at March 31, 2018 and 2017, respectively, which represent the fair value of the plan. These assets were held in alternative strategy mutual funds and reported as level 1 determined by reference to quoted market prices for investments listed on an exchange or over-the-counter market.

### Note 5. Retirement Plan

The Organization established a thrift plan November 1, 1992. Each participant may elect to contribute a percentage of annual compensation provided that the contribution does not exceed the lesser of the maximum permitted by the Internal Revenue Code of \$18,500 per year or the individual's maximum excludable allowance. The Organization contributes 5% of each eligible participant's salary. The Organization makes an additional contribution equal to 100% of the eligible participants' salary reduction amount up to 3%. The value of the account attributable to the participant's own contributions is always fully and immediately vested. The value of the participant's account attributable to the Organization's contributions is 20% vested after two years of service, and increases by 20% each year until the account value is 100% vested at the end of six years of service. During the years ended March 31, 2018 and 2017, the Organization incurred \$228,943 and \$252,219, respectively, of expense for retirement contributions.

### Note 6. Change in Accounting Policy and Adjustment to Net Assets

In the year ended March 31, 2017, the Organization elected to change its method of accounting for special event revenues to a more conservative approach which matches the revenues received with the fiscal year in which the event occurs. The new method was adopted because management believes it provides a more meaningful presentation and methodology to manage its special event revenue. Beginning net assets for the year ended March 31, 2017 were decreased in the amount of \$169,935 due to the change in accounting principal.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Note 7. Net Assets

Temporarily restricted net assets at March 31, 2018 and 2017 consist of:

	2018	2017
Building operations	\$ 2,306,049	\$ 2,727,549
Program services	337,683	770,177
	\$ 2,643,732	\$ 3,497,726

### Note 8. Special Events

Special events consisted of the following for the year ended March 31, 2018:

	Spirit Luncheon	TI Golf Tournament	JUB Jam	Sage Society	2018 Total
Revenues	\$ 1,016,331	\$ 22,235	\$ 74,907	\$ 211,560	\$ 1,325,033
Expenses	(105,784)	-	(2,542)	(16,900)	(125,226)
	\$ 910,547	\$ 22,235	\$ 72,365	\$ 194,660	\$ 1,199,807

Special events consisted of the following for the year ended March 31, 2017:

	Spirit Luncheon	TI Golf Tournament	JUB Jam	Sage Society	2017 Total
Revenues	\$ 1,093,932	\$ 15,945	\$ 49,599	\$ 201,757	\$ 1,361,233
Expenses	(96,158)	-	(2,306)	(17,889)	(116,353)
	\$ 997,774	\$ 15,945	\$ 47,293	\$ 183,868	\$ 1,244,880