BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC.

Audited Financial Statements For the Years Ended December 31, 2018 and 2017

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC.

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors Big Brothers Big Sisters of Butler County, Inc. Hamilton, Ohio

We have audited the accompanying financial statements of Big Brothers Big Sisters of Butler County, Inc., (an Ohio nonprofit organization), which comprise the statement of financial position as of December 31, 2018, and the related statement of activities, statement of functional expenses, and statement of cash flows, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 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 Big Brothers Big Sisters of Butler County, Inc. as of December 31, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

The financial statements of Big Brothers Big Sisters of Butler County, Inc. as of and for the period ending December 31, 2017, were audited by other auditors whose report dated March 23, 2018 expressed an unmodified opinion on those statements. The financial statements for the period ending December 31, 2017 are not presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities (Topic 958)*, effective for years beginning after December 15, 2017.

Shillen Ruler (14

Sheldon Reder CPAs March 28, 2019

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC. STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31, 2018 AND 2017

ASSETS	2018	2017
1 DOME I D		
CURRENT ASSETS		
Cash and cash equivalents	\$ 82,299	\$ 10,169
Accounts receivable	25,547	19, 7 96
Pledges receivable	3,000	-
Prepaid expenses	2,146	2,146
TOTAL CURRENT ASSETS	112,992	32,111
NON-CURRENT ASSETS FIXED ASSETS		
Office furniture and equipment	54,575	54,575
Leasehold improvements	2,581	2,581
Less accumulated depreciation	(42,575)	(35,139)
FIXED ASSETS, NET	14,581	22,017
OTHER NON-CURRENT ASSETS		
Cash in savings, restricted	1,218	1,233
Deposits	2,250	2,250
TOTAL NON-CURRENT ASSETS	18,049	25,500
TOTAL ASSETS	\$ 131,041	\$ 57,611
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	\$ 4,015	\$ 7,704
Payroll liabilities	14,756	16,562
TOTAL CURRENT LIABILITIES	18,771	24,266
NET ASSETS		
Without donor restrictions	108,052	32,104
With donor restrictions	4,218	1,241
TOTAL NET ASSETS	112,270	33,345
TOTAL LIABILITIES AND NET ASSETS	\$ 131,041	\$ 57,611

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC. STATEMENTS OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2018

		out Donor With Donor rictions Restrictions		-	Total	
OPERATING ACTIVITIES						
REVENUE AND PUBLIC SUPPORT						
Contributions	\$	73,645	\$	3,000	\$	76,645
Foundations and trusts		89,932		-		89,932
Grants						
Government agencies		420,353				420,353
United Way		135,615				135,615
Donated professional services		69,764				69,764
In-Kind contributions		41,273		-		41,273
Gross special events revenue		124,217		_		124,217
Less cost of direct benefits to donors		(40,194)		-		(40,194)
Net special events revenue		84,023		-		84,023
Net assets released from restrictions		23		(23)		
TOTAL DEVIENTE						
TOTAL REVENUE AND PUBLIC SUPPORT	-	914,628		2,977		917,605
EXPENSES						
Program services expense		651,055		-		651,055
Supporting services expense		112 (20				110 (20
Management and general		112,638		-		112,638
Fundraising and development Total supporting services expenses		74,987 187,625	-			74,987 187,625
Total supporting services expenses		167,023		-		167,023
TOTAL OPERATING EXPENSES	g	838,680	=	•		838,680
CHANGE IN NET ASSETS FROM OPERATIONS		75,948		2,977		78,925
NET ASSETS - BEGINNING OF YEAR		32,104		1,241		33,345
NET ASSETS - END OF YEAR	\$	108,052	\$	4,218	_\$	112,270

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC. STATEMENTS OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2017

	Unrestricted		Temporarily Restricted			Total
OPERATING ACTIVITIES						
REVENUE AND PUBLIC SUPPORT						
Contributions	\$	73,399	\$	-	\$	73,399
Foundations and trusts Grants		84,106		-		84,106
Government agencies		277,938		-		277,938
United Way		130,169		_		130,169
In-Kind contributions		74,012		-		74,012
Gross special events revenue		98,702		-		98,702
Less cost of direct benefits to donors		(31,394)				(31,394)
Net special events revenue		67,308		-		67,308
Other Income		565		•		565
Assests released from restrictions (Grants)		50,000		(50,000)		
TOTAL REVENUE						
AND PUBLIC SUPPORT		757,497		(50,000)	-	707,497
EXPENSES						
Program services expense		623,098		-		623,098
Supporting services expense						
Management and general		86,439		-		86,439
Fundraising and development		73,135				73,135
Total supporting services expenses		159,574				159,574
TOTAL EXPENSES		782,672				792 (72
TOTAL LAI ENGLO		762,072			-	782,672
CHANGE IN NET ASSETS FROM OPERATIONS		(25,175)		(50,000)		(75,175)
NET ASSETS - BEGINNING OF YEAR		57,279		51,241	19	108,520
NET ASSETS - END OF YEAR	\$	32,104	\$	1,241	\$	33,345

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC. STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2018

	Program Services		Management and General		-		_		_		-		Fundraising and Development			of Direct r Benefits	Total
Compensation and related expenses:									-								
Salaries	\$	396,365	\$	89,171	\$	62,330	\$	-	\$ 547,866								
Payroll taxes		34,552		7,716		5,394		-	47,662								
Health insurance and benefits		2,194		490		342		_	3,026								
Total compensation and related expense		433,111		97,377		68,066		-	598,554								
Program activities		29,871		-		_		_	29,871								
Contract services		69,764		-		1,100		-	70,864								
Rent		23,755		4,192		-		-	27,947								
Professional fees		8,180		1,443		552		-	10,175								
Insurance		10,750		1,897		-		-	12,647								
National and local dues		8,700		-		-		-	8,700								
Recruitment and records checks		15,138		-		-		-	15,138								
Equipment maintenance		6,666		1,176		-		-	7,842								
Utilities		7,877		1,390		_		-	9,267								
Other expenses		9,824		1,734		1,441		5,235	18,234								
Depreciation		7,436		-		-		-	7,436								
Transportation		5,413		955		-		-	6,368								
Conferences and meetings		3,030		535		_		-	3,565								
Telephone		2,616		462		-		-	3,078								
Office supplies		2,159		381		-		-	2,540								
Site based materials		2,714		-		_		-	2,714								
Event supplies		-		-		-		3,048	3,048								
Event rentals		-		-		-		5,299	5,299								
Event prizes		-		-		-		17,694	17,694								
Event food, entertainment, decorations		-		2		-		8,918	8,918								
Interest		-		912		-		-	912								
Postage		1,040		184		475		-	1,699								
Printing and publications	-	3,011			5	3,353	:		 6,364								
Total expenses	\$	651,055	\$	112,638	\$	74,987	\$	40,194	\$ 878,874								

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC. STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2017

		Program Services		nagement General		raising and elopment	:	Total
Compensation and related expenses:								_
Salaries	\$	419,645	\$	62,388	\$	65,680	\$	547,713
Payroll taxes		35,208		5,062		5,331		45,601
Health insurance and benefits		2,345		337		355		3,037
Total compensation and related expense	-	457,198		67,787	-	71,366		596,351
Program activities		27,083		-		-		27,083
Contract services		48,012		-		-		48,012
Rent		23,162		4,088		-		27,250
Professional fees		4,231		747		-		4,978
Insurance		10,964		1,935		-		12,899
National and local dues		8,408		-		-		8,408
Recruitment and records checks		7,521		-		-		7,521
Equipment maintenance		5,666		1,000		_		6,666
Utilities		5,411		955		-		6,366
Other expenses		_		4,224		_		4,224
Depreciation		6,859		-		-		6,859
Transportation		5,279		932		-		6,211
Conferences and meetings		2,473		436		-		2,909
Telephone		2,572		454		-		3,026
Office supplies		2,483		438		-		2,921
Site based materials		4,457		-		-		4,457
Interest		-		1,705		-		1,705
Postage		1,319		233		-		1,552
Printing and publications			-	1,505	-	1,769		3,274
Total expenses	\$	623,098	\$	86,439	\$	73,135	\$	782,672

BIG BROTHERS BIG SISTERS OF BUTLER COUNTY, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

		2018	-	2017
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	78,925	\$	(75,175)
Adjustments to reconcile change in net assets with		•		, , ,
cash flow from operations:				
Depreciation		7,436		6,859
(Increase) decrease in:				,
Accounts receivable		(5,751)		(6,351)
Pledges receivable		(3,000)		50,000
Prepaid expense		-		1,781
Increase (decrease) in:				
Accounts payable		(3,689)		(7,669)
Payroll liabilities		(1,806)	_	2,379
Net cash provided (used) by operating activities	-	72,115		(28,176)
CASH FLOWS FROM INVESTING				
Purchase of fixed assets	-			(4,066)
Net cash used by investing activities				(4,066)
CASH FLOWS FROM FINANCING ACTIVITIES				
Payments on line of credit		(150,900)		(104,652)
Draws on line of credit		150,900	,—	104,652
Net cash used by financing activities	_			<u>-</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS		72,115		(32,242)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	-	11,402	·	43,644
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	83,517	\$	11,402
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:				
Interest paid during year	\$	912	\$	1,705

1. Organization and Nature of Activities

Big Brothers Big Sisters of Butler County, Inc. (the "Organization") is a nonprofit corporation organized in 1974 under the laws of the State of Ohio. The mission of the Organization is to provide children facing adversity with strong and enduring, professionally supported one-to-one relationships that change their lives for the better, forever. The Organization is dependent upon contributions from the general public, United Way, foundations, government grants, fundraising events and volunteers for its support.

2. <u>Date of Management Review</u>

Management reviews events and transactions occurring subsequent to the date of the financial statements for matters requiring potential recognition or disclosure in the financial statements. The Organization has evaluated subsequent events through March 28, 2019, the date the financial statements were available to be issued.

3. Summary of Significant Accounting Policies

Basis of Presentation

The Organization's financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity. The Organization currently does not have net assets with restrictions that are perpetual in nature.

Donor restricted contributions are reported as increases in net assets without donor restrictions if the purpose of the restriction is met in the year of the donation. Net assets with donor restrictions represent pledges receivable and purpose restricted funds that will expire with the passage of time. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

Measure of Operations

The statements of activities report all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing programs. Non-operating activities include resources that generate return from investments, interest and dividends earned on investments, and other activities considered to be of a more unusual or nonrecurring nature. The Organization did not have non-operating activities in 2018.

Cash and Cash Equivalents

The Organization's cash consists of cash on deposit with banks. Cash equivalents represent money market funds or short-term investments with original maturities of three months or less from the date of purchase.

Restricted Cash

Restricted cash represents the remaining balance of a prior year memorial donation made in honor of Doris Atkinson, former Executive Director of Middletown Big Brothers Big Sisters. Funds are to be used exclusively for the purpose of site-based programs in Middletown, Ohio, a city in Butler County.

Concentrations of Credit Risk

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and cash equivalents and investments. The Organization maintains its cash and cash equivalents in bank accounts that, at times, may exceed federally insured limits. The Organization's cash and cash equivalent accounts have been placed with high credit quality financial institutions. The Organization has not experienced, nor does it anticipate, any losses with respect to such accounts.

As of December 31, 2018 and 2017, the Organization did not have cash balances in excess of federally insured limits.

Pledges Receivable

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. All contributions receivable as of December 31, 2018 were unconditional and expected to be collected within one year.

Accounts Receivable

The Organization receives grants from various government agencies. Accounts receivable as of December 31, 2018 and 2017 consist primarily of reimbursable program expenses incurred during each respective year that are expected to be received from government agencies under the various grant contracts.

Property and Equipment

Property and equipment are stated at cost at the date of purchase or, for donated assets, at fair value at the date of donation, less accumulated depreciation. Depreciation is calculated using the straight-line method over the estimated useful lives of the assets. The useful lives range from five to ten years. The Organization's policy is to capitalize renewals and betterments acquired for greater than \$1,000 and expense normal repairs and maintenance as incurred. The Organization's management periodically evaluates whether events or circumstances have occurred indicating that the carrying amount of long-lived assets may not be recovered.

Contributions

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions at the end of the year. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the purpose of the restriction is met in the year of the donation.

Net assets with donor restrictions remaining at year end, either due to a purpose restriction or the passage of time (pledges receivable), are recorded as net assets with donor restrictions. When the restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Donated Services and In-Kind Contributions

Volunteers contribute significant amounts of time to our program services; however, the financial statements do not reflect the value of these contributed services because they do not meet the recognition criteria prescribed by generally accepted accounting principles. Contributed goods are recorded at fair value at the date of donation.

Donated professional services are recorded as public support only if they create or enhance nonfinancial assets or require specialized services. The Organization received \$69,764 of donated professional services for the year ended December 31, 2018. They are recorded as contract service expense in the statement of functional expenses. No professional services were recorded in the year ended December 31, 2017.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statement of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among programs and supporting services benefited. Management, on an equitable basis that reflects time and effort, determines such allocations.

In 2018, approximately 78% of the Organization's total expenses related to program services, 13% to management and general services, and 9% to fundraising activities. In 2017, approximately 80% of the Organization's total expenses related to program services, 11% to management and general services, and 9% to fundraising activities.

Income Taxes

The Organization is an Ohio nonprofit corporation and is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code. Therefore, no provision or liability for federal income taxes has been included in the financial statements.

The Organization has processes presently in place to ensure the maintenance of its taxexempt status; to identify and report any unrelated income; to determine its filing and tax obligations in jurisdictions for which it has nexus; and to identify and evaluate other

matters that may be considered tax positions. The Organization has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements.

Use of Estimates

The preparation of financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Accounting Standards Update

Nonprofit Standard

In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, Presentation of Financial Statements for Not-for-Profit Entities (Topic 958). The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Organization has adjusted the presentation of these statements accordingly. The ASU has not been applied retrospectively to the prior period presented.

Revenue Recognition Standard

In May, 2014 the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration the entity expects to be entitled to. This standard may have an impact on the timing of when an entity recognizes certain revenue. The ASU is effective for nonpublic companies for years beginning after December 15, 2018.

Lease Accounting Standard

In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, Leases (Topic 842). The core principle of Topic 842 is that a lessee should recognize the assets and liabilities that arise from leases that are not excluded by this standard. Such leases create an asset and a liability for the lessee in accordance with FASB Concepts Statement No. 6, Elements of Financial Statements, and therefore, recognition of the lease assets and lease liabilities represent an improvement over previous GAAP, which did not require lease obligations to be recognized for most

leases. The ASU is effective for nonpublic companies for years beginning after December 15, 2019.

4. Availability and Liquidity

The following represents the Organization's financial assets at December 31, 2018 and 2017:

	2018	2017
Financial assets at year end:		
Cash and cash equivalents	\$ 83,517	\$ 11,402
Pledges receivable	3,000	-
Accounts receivable	22,547	19,796
Financial assets available to meet general expenditures		
over the next twelve months	\$ 109,064	\$ 31,198
Available line of credit at year end	\$ 55,000	\$ 55,000

The Organization has normal and recurring monthly expenses of approximately \$60,000. Cash flows fluctuate throughout the year due to the start dates of governmental grants and the promptness of corporate sponsorship payments. It is the desire of the Organization to maintain availability (cash and line of credit) sufficient to cover approximately three months of operating expenses. Refer also to Footnote 8 below regarding the Line of Credit.

Currently, excess cash is not invested in interest bearing accounts. The Financial Oversight Committee has begun the process of examining interest bearing investment accounts that would generate some investment income while maintaining a high degree of flexibility and liquidity.

5. Net Assets

Net assets with donor restrictions for the year ended December 31, 2018 and temporarily restricted net assets for the year ended December 31, 2017 were as follows:

	2018		2017		
Specific Purpose - Atkinson Memorial Passage of Time - Pledges Receivable	\$	1,218 3,000	\$	1,241	
Total		4,218	\$	1,241	

Net assets without donor restrictions for the year ended December 31, 2018 and unrestricted net assets for the year ended December 31, 2017 were as follows:

	2018		2017		
Undesignated	\$	108,052	_\$_	32,104	

Net assets released from net assets with donor restrictions/temporarily restricted were as follows:

	2018			2017		
Satisfaction of Time Restrictions	\$	23	\$\$	50,000		

6. Fundraising Events

The following events contributed to the resources available for programs during the year ended December 31, 2018:

		Cost of	
		Direct Donor	
	Revenue	Benefit	Net Profit
Run for Kids	\$ 63,393	\$ 10,789	\$ 52,604
50th Anniversary Gala	48,502	25,202	23,300
Car Wash	12,322	4,203	8,119_
	\$ 124,217	\$ 40,194	\$ 84,023

The following events contributed to the resources available for programs during the year ended December 31, 2017:

		Cost of Direct Donor	
	Revenue	Benefit	Net Profit
Run for Kids Girls' Night Out Other Events	\$ 62,152 16,185 20,365	\$ 12,182 5,014 14,198	\$ 49,970 11,171 6,167
	\$ 98,702	\$ 31,394	\$ 67,308

The expenses presented above include in-kind donations (raffle prizes, gift certificates, other goods) of \$ 16,365 and \$10,080 for the years ended December 31, 2018 and 2017, respectively.

7. Operating Leases

The Organization has a 5-year copier lease which began in November, 2015. The lease calls for monthly payments of \$154. The Organization also rents offices space for a term of 5 years, which began in 2016. Total rent expense for the years ended December 31, 2018 and 2017 was \$27,947 and \$27,250, respectively.

Total future minimum lease payments are as follows:

2019	\$	30,564	
2020		31,198	
2021	· ·	27,046	
	\$	88,808	

8. Line of Credit

The Organization has a \$55,000 line of credit with a local bank. The line carries an interest rate of prime plus 1.5%, (therefore, 7.0% at December 31, 2018) and matures on August 14, 2019. The balance outstanding as of December 31, 2018 and 2017 was zero. The Organization had withdrawals and repayments of \$ 150,900 and \$104,652 during the years ended December 31, 2018 and 2017, respectively.

9. Concentrations

During 2018, two government grantors represented approximately 30% of the Organization's total revenue for the year. At December 31, 2018, three government grantors represented approximately 90% of accounts receivable. The Organization expects various local and state government agencies to continue to be a reliable source of funds, and therefore they do not pose a significant concentration risk.

10. Related Party Transactions

The Organization pays certain fees and dues to the Big Brothers Big Sisters of America, a separate 501(c)(3) national organization. During the years ended December 31, 2018 and 2017, the Organization paid \$12,700 and \$12,408, respectively, to Big Brothers Big Sisters of America.