COUNCIL ON AGING OF WEST FLORIDA, INC. PENSACOLA, FLORIDA FINANCIAL STATEMENTS DECEMBER 31, 2012 AND 2011

COUNCIL ON AGING OF WEST FLORIDA, INC.

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

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INDEPENDENT AUDITOR'S REPORT

Board of Directors Council on Aging of West Florida, Inc. Pensacola, Florida

We have audited the accompanying financial statements of the Council on Aging of West Florida, Inc., (the "Council") (a nonprofit organization), which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities and changes in net assets, 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 of 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.

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Board of Directors Council on Aging of West Florida, Inc.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Council as of December 31, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

The accompanying financial statements were prepared for the purposes of complying with federal and state grantor agency requirements, as described in Note 1, and are not intended to be the general purpose financial statements of the Council on Aging of West Florida, Inc. and are not intended to be a complete presentation of its assets, liabilities, revenues and expenses.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The combined and combining schedules of functional expenses on pages 15 through 20 are presented for purposes of additional analysis rather than to present the results of the individual programs, and are not a required part of the financial statements. The accompanying schedules of expenditures of federal awards and state projects on pages 25 and 26, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations,* and as required by Chapter 10.650, Rules of the Auditor General, are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements themselves, and other additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated May 3, 2013, on our consideration of the Council'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 the Council's internal control over financial reporting and compliance.

Saltmarsh Cleandank & bunk

Pensacola, Florida May 3, 2013

COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2012 AND 2011

ASSETS

	2012	2011
Current Assets:	 	
Cash and cash equivalents	\$ 284,298	\$ 231,907
Investments	245,815	116,913
Grants and local support receivable	583,079	561,568
Prepaid expenses	 1,616	 3,742
Total current assets	1,114,808	914,130
Property and Equipment	825,061	791,462
Other Assets	 5,048	 10,142
Total Assets	\$ 1,944,917	\$ 1,715,734
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Current portion of long-term debt	\$ 10,824	\$ 24,868
Accounts payable	494,152	505,722
Accrued expenses	144,187	137,690
Refundable advances	10,420	39,578
Deposits	 15,446	 15,125
Total current liabilities	675,029	722,983
Long-Term Debt	 323,951	 273,560
Total Liabilities	998,980	996,543
Net Assets	 945,937	 719,191
Total Liabilities and Net Assets	\$ 1,944,917	\$ 1,715,734

COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS YEARS ENDED DECEMBER 31, 2012 AND 2011

		2012	 2011
Public Support, Gains, and Revenue:			
Public support:			
Grants	\$	4,752,655	\$ 4,284,408
Local support		220,882	192,696
In-kind		373,728	398,963
Total public support		5,347,265	 4,876,067
Revenue:			
Project income		192,228	201,443
Contributions and fundraising		185,435	100,454
Special events, less costs of direct benefits to donors of			
\$27,562 and \$58,096 in 2012 and 2011, respectively		103,003	85,245
Miscellaneous income		39,702	23,059
Total revenue		520,368	 410,201
Unrealized gain (loss) on investments		17,676	 (7,930)
Total public support, gains, and revenue		5,885,309	 5,278,338
Expenses and Losses:			
Direct program services:			
Non-DOEA programs		1,026,808	960,445
Community service programs		1,833,889	1,726,332
Social services programs		825,316	864,819
Home service programs		1,432,128	1,268,400
Total direct program services		5,118,141	 4,819,996
Support services:			
Management and general		389,457	395,558
Fundraising		150,965	108,311
Total support services	_	540,422	 503,869
Total expenses		5,658,563	 5,323,865
Change in Net Assets		226,746	(45,527)
Net Assets:			
Beginning of year		719,191	 764,718
End of year	\$	945,937	\$ 719,191

The accompanying notes are an integral part of these financial statements.

COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2012 AND 2011

	2012		2011	
Cash Flows From Operating Activities:			 	
Change in net assets	\$	226,746	\$ (45,527)	
Adjustments to reconcile change in net assets				
to net cash provided by operating activities -				
Depreciation		87,949	78,786	
Realized loss on disposition of property and equipment		470	-	
Realized gain on sale of investments		(12,657)	-	
Unrealized (gain) loss on investments		(17,676)	7,930	
Changes in -				
Grants and local support receivable		(21,511)	(15,598)	
Prepaid expenses		2,126	3,142	
Other assets		5,094	536	
Accounts payable		(11,570)	(66,302)	
Accrued expenses		6,497	9,391	
Refundable advances		(29,158)	39,578	
Deposits		321	(511)	
Net cash provided by operating activities		236,631	 11,425	
Cash Flows From Investing Activities:				
Proceeds from sales and maturities of investments		42,648	-	
Purchase of investments		(141,217)	(12,314)	
Purchase of property and equipment		(122,018)	(10,643)	
Net cash used in investing activities		(220,587)	 (22,957)	
Cash Flows From Financing Activities:				
Proceeds from long-term debt		50,000	-	
Principal payments on long-term debt		(13,653)	(23,152)	
Net cash provided by (used in) investing activities		36,347	 (23,152)	
Net Change in Cash		52,391	(34,684)	
Cash at Beginning of Year		231,907	 266,591	
Cash at End of Year	\$	284,298	\$ 231,907	
Supplemental Disclosure of Cash Flow Information: Interest paid	\$	17,207	\$ 17,497	
Supplemental Disclosure of Non-Cash Financing Activities Refinancing of long-term debt	\$	292,425	\$ -	

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Purpose:

The Council on Aging of West Florida, Inc., (the "Council") was incorporated as a Florida not-for-profit corporation in 1972. The Corporation has no paid-in capital or shareholders and the affairs are conducted by the Board of Directors as elected by the general membership of the corporation.

The Council's primary purpose is to assist, encourage and promote the well-being of aging individuals in Escambia County. The Council is funded by grants and contracts with the Northwest Florida Area Agency on Aging, Inc., the State of Florida, Department of Elder Affairs ("DOEA"), Department of Children and Families, the Corporation for National Community Service and the United Way of Escambia County (the "United Way"). The Council also receives local financial support from Escambia County, church groups, civic clubs, program participants, foundations and individuals.

Financially Interrelated Organizations:

Accounting principles generally accepted in the United States of America presume that combined financial statements for financially interrelated organizations are necessary for fair presentation. The Council and the Council on Aging Foundation of West Florida, Inc. (the "Foundation") are financially interrelated organizations as defined by accounting principles generally accepted in the United States of America.

In order to comply with federal and state grantor agency reporting requirements, these financial statements present the financial position and the results of operations of the Council only, and do not include the financial position or results of operations of the Foundation. These financial statements are not intended to be the general purpose financial statements of the Council.

During 2012, the Foundation contributed \$80,307 to the Council; this amount is included in contributions and fundraising in the statement of activities and changes in net assets.

Unaudited financial data for the Foundation as of and for the years ended December 31, 2012 and 2011 is summarized below:

	2012			2011		
Assets	\$	-	\$	74,486		
Liabilities	\$	-	\$	-		
Net Assets	\$	-	\$	74,486		
Revenues	\$	5,581	\$	1,251		
Expenses	\$	80,307	\$	4,425		

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Basis of Presentation:

The accompanying financial statements of the Council, which are presented on the accrual basis of accounting, have been prepared to focus on the Council as a whole and to present balances and transactions according to the existence or absence of donor-imposed restrictions.

Federal, state and local amounts received by the Council in advance of the incurrence of allowable costs or performance of services are recorded as refundable advances until such allowable costs are incurred or services are rendered.

Contributions are recognized when a donor makes an unconditional promise to give to the Council. Contributions that are restricted by a donor are reported as increases in temporarily restricted net assets or permanently restricted net assets depending on the nature of the restrictions. When a time restriction expires or a purpose restriction is met, temporarily restricted net assets are reclassified to unrestricted net assets.

Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Unrestricted net assets represent resources generated from operations, unrestricted donations, and lapse of temporary restrictions and are not subject to donor-imposed stipulations.

Use of Estimates:

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

Cash and Cash Equivalents:

Cash and cash equivalents include all highly-liquid investments purchased with an original maturity of ninety days or less.

Investments:

Authorized investments consist of mutual funds carried at fair value based on quoted market prices. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities and changes in net assets.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Grants and Local Support Receivable:

Grants and local support receivable are stated at the amount management expects to collect from outstanding balances. When necessary, management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

Property and Equipment:

Property and equipment are recorded at cost. Donated property and equipment are recorded at their estimated market value on the date of contribution. Expenditures which equal or exceed \$1,000 that materially increase values, change capacities, or extend useful lives are capitalized. Repairs and maintenance costs are charged to operations when incurred.

Depreciation is computed using the straight-line method. Estimated useful lives of property and equipment range as follows:

Buildings and improvements	10 - 30 years
Furniture, fixtures and equipment	5 - 10 years
Vehicles	5 years

Public Support:

Public support revenue from local governments and government grants is recorded based upon the terms of the grantor allotment which generally provides that revenue is earned when the allowable costs of the specific grant provisions have been incurred or the performance of the services has been rendered. Such revenue is subject to audit by the grantor, and if the examination results in a deficiency of allowable expenses, the Council will be required to refund any deficiencies.

Income Taxes:

The Council is exempt from federal income taxes under Internal Revenue Service Code Section 501(c)(3). As a result, there is no provision for taxes in the accompanying financial statements. With few exceptions, the Council is no longer subject to examination by tax authorities for years before 2009.

Advertising Costs:

Advertising costs are expensed when incurred.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

In-Kind Support:

The Council records various types of in-kind support. Contributed professional services are recognized if the services received create or enhance long-lived assets or require specialized skills and are provided by individuals possessing those skills, and would typically need to be purchased if the services were not provided by donation. Contributions of tangible assets are recognized at fair market value when received. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor and are treated as in-kind support for purposes of meeting state matching requirements. The amounts reported in the accompanying financial statements as in-kind support are offset by like amounts included in expenses.

General and Administration Expense Allocation:

Management and general expenses are allocated to various programs based on each program's percentage of direct salaries and wages to total direct salaries and wages.

Facilities Repair and Maintenance Expense Allocation:

Facilities repair and maintenance expenses are allocated to various programs based on each program's percentage of square footage occupied to total square footage of the facility.

Reclassifications:

Reclassifications were made to the 2011 financial statements to conform to the current year presentation.

Subsequent Events:

Management has evaluated subsequent events through May 3, 2013, which is the date the financial statements were available to be issued.

NOTE 2 - INVESTMENTS

Investments held at December 31, 2012 and 2011 are listed below:

		Fair Value		Amortized Cost		realized Gain
December 31, 2012		value		COSI		Ualli
Mutual funds	\$	245,815	\$	212,887	\$	32,928
December 31, 2011 Mutual funds	\$	116,913	\$	101,742	\$	15,171
Matual Tanab	φ	110,715	Ψ	101,742	Ψ	15,171

Investment return for the years ended December 31, 2012 and 2011 are summarized as follows:

	2012			2011		
Interest income	\$	5,356	\$	2,330		
Realized gains		12,657		-		
Unrealized gains (losses)		17,676		(7,930)		
Net investment return	\$	35,689	\$	(5,600)		

NOTE 3 - FAIR VALUE MEASUREMENTS

Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 820, *Fair Value Measurements*, defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The guidance establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset.

ASC 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Three levels of inputs may be used to measure fair value:

Level 1: Observable inputs such as quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

NOTE 3 - FAIR VALUE MEASUREMENTS (Continued)

Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a company's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

The following table presents the assets carried at fair value as of December 31, 2012 and 2011:

	Level 1	Ι	Level 2	Le	evel 3	 Total
December 31, 2012 Mutual funds	\$ 245,815	\$	_	\$	-	\$ 245,815
December 31, 2011 Mutual funds	\$ 116,913	\$	-	\$	-	\$ 116,913

Following is a description of the valuation methodologies used for financial instruments measured at fair value:

Mutual funds - Assets are classified as Level 1 as they are traded in an active market for which closing prices are readily available.

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, although the Council 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.

NOTE 4 - GRANTS AND LOCAL SUPPORT RECEIVABLE

Grants and local support receivable consists of the following:

	 2012		
Federal grants	\$ 319,582	\$	436,271
State grants	225,175		90,860
Local support	16,214		19,905
Other	 22,108		14,532
Total	\$ 583,079	\$	561,568

NOTE 5 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	2012		
Land	\$ 47,197	\$ 47,197	
Buildings and improvements	1,108,531	1,008,159	
Vehicles	67,435	67,435	
Equipment - general	51,134	54,324	
Equipment - computers	89,886	137,694	
Furniture and fixtures	67,822	53,495	
	1,432,005	1,368,304	
Accumulated depreciation	(606,944)	(576,842)	
Total	\$ 825,061	\$ 791,462	

Depreciation expense was \$87,949 and \$78,786 for the years ended December 31, 2012 and 2011.

NOTE 6 - LINE OF CREDIT

The Council has a line of credit with varying credit limits available with a financial institution which has no stated expiration date, carries an agreed interest rate of 1% over the financial institution's prime rate, and is secured by deposits held at the financial institution. There were no outstanding borrowings under the line of credit as of December 31, 2012 and 2011.

NOTE 7 - LONG-TERM DEBT

Long-term debt consists of the following:

	 2012	 2011
Note payable to bank, due in monthly installments, including interest at 4.99%, through April 2022, secured by property, building, furniture and equipment	\$ 334,775	\$ 298,428
Less current portion	 10,824	 24,868
	\$ 323,951	\$ 273,560

Interest expense for the years ended December 31, 2012 and 2011 was \$17,207 and \$17,497, respectively.

Scheduled maturities on long-term debt are as follows:

2013	\$ 10,824
2014	11,339
2015	11,920
2016	12,486
2017	13,168
Thereafter	 275,038
	\$ 334,775

NOTE 8 - SIMPLIFIED EMPLOYEE PENSION PLAN

The Council has established a Simplified Employee Pension Plan ("SEP") covering all employees who have been employed for 36 months of continuous service. The Council contributes 6% of the employee's salary during the year. The Council's contributions to the plan for the years ended December 31, 2012 and 2011 were \$72,488 and \$68,829, respectively.

NOTE 9 - COMMITMENTS AND CONTINGENCIES

Operating Leases:

The Council leases office equipment under operating leases expiring through February 2017. Future minimum lease payments under operating leases at December 31, 2012, are as follows:

2013	\$ 13,195
2014	9,415
2015	9,011
2016	7,798
2017	 1,300
	\$ 40,719

Rental expense for the years ended December 31, 2012 and 2011 was \$14,896 and \$5,159, respectively.

Dependency on Government Support:

The Council's services are funded primarily with grants from the Unites States Department of Health and Human Services and the State of Florida passed through the DOEA and the Northwest Florida Area Agency on Aging. A reduction in the level of future support from these agencies could have a substantial effect on the Council's programs and activities. As of December 31, 2012, management is unaware of any such reduction in future support.

SUPPLEMENTARY INFORMATION

COUNCIL ON AGING OF WEST FLORIDA, INC. COMBINED SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2012 With Comparative Totals for 2011

	Program Expenses							Supporting Services										
		Non-	C	Community		Social		Home		Total	N	lanagement				2012		2011
		DOEA		Service		Service		Service		Program		and				Total		Total
		Programs		Programs		Programs		Programs		Expenses		General	Fu	indraising		Expenses		Expenses
Wages	\$	136,215	\$	395,183	\$	444,605	\$	-	\$	976,003	\$	413,096	\$	66,889	\$	1,455,988	\$	1,413,507
Employee leasing and benefits		40,142		104,918		139,014		39		284,113		141,306		14,879		440,298		431,997
Travel		9,193		20,382		17,712		-		47,287		6,902		801		54,990		60,735
Education and training		879		491		2,706		-		4,076		2,557		-		6,633		5,460
Communications/postage		12,300		19,081		9,767		727		41,875		21,688		2,337		65,900		53,688
Utilities		2,060		16,720		2,696		48		21,524		11,353		-		32,877		34,871
Printing/supplies		6,544		10,715		7,587		791		25,637		-		2,156		27,793		21,370
Advertising		563		2,101		454		36		3,154		673		125		3,952		1,942
Insurance		2,727		9,514		3,369		111		15,721		15,400		-		31,121		31,367
Maintenance and repair		1,258		13,835		1,385		110		16,588		10,101		-		26,689		28,463
Building costs		1,609		16,661		2,048		102		20,420		10,557		-		30,977		30,668
Purchased equipment		5,852		7,598		7,662		1,045		22,157		10,755		454		33,366		35,296
Professional, legal and accounting		-		-		710		151		861		22,223		-		23,084		32,829
Volunteer expenses		477,255		1,240		6		733		479,234		-		-		479,234		396,073
Sub-contractors		95,537		944,389		59		1,368,555		2,408,540		-		-		2,408,540		2,146,579
Program supplies		739		12,034		36		-		12,809		124		-		12,933		13,733
Depreciation		-		-		-		-		-		87,949		-		87,949		78,786
Interest expense		-		-		-		-		-		17,207		-		17,207		17,497
In-kind expenses		81,148		29,584		12,328		-		123,060		152,805		58,131		333,996		398,963
Other expenses		3,165		29,701		6,833		2,859		42,558		39,515		2,963		85,036		90,041
Totals		877,186		1,634,147		658,977		1,375,307		4,545,617		964,211		148,735		5,658,563		5,323,865
Allocation of Management																		
and General Expenses		144,557		181,859		159,366		56,544		542,326		(544,450)		2,124		-		-
Allocation of Facilities																		
and Maintenance Expenses		5,065		17,883		6,973		277		30,198		(30,304)		106		-		-
Total Expenses	\$	1,026,808	¢	1,833,889	\$	825,316	\$	1,432,128	¢	5,118,141	¢	389,457	\$	150,965	\$	5,658,563	\$	5,323,865
I Utal Expenses	¢	1,020,000	φ	1,055,009	φ	625,510	φ	1,432,120	φ	5,110,141	¢	569,457	φ	150,905	φ	5,058,505	φ	5,525,805

	Non-DOEA Programs											
			Senior	Senior	Private Pay	Private Pay						
	Foster	Senior	Companions-	Companions-	Home Delivered	Adult Day						
	Grandparents	Companions	Companionship	Relief	Meals	Health Care	Total					
Wages	\$ 48,952	\$ 53,050	\$ 884	\$ 4,527	\$ 15,898	\$ 12,904	\$ 136,215					
Employee leasing and benefits	12,265	¢ 55,650 18,866	335	1,539	¢ 13,090 3,946	3,191	40,142					
Travel	4,812	3,786	26	124	215	230	9,193					
Education and training	432	413	-	-	33	1	879					
Communications/postage	6,504	4,941	-	296	268	291	12,300					
Utilities	411	413	-	97	1,046	93	2,060					
Printing/supplies	3,067	2,377	4	40	903	153	6,544					
Advertising	280	210	1	24	41	7	563					
Insurance	785	682	-	128	1,071	61	2,727					
Maintenance and repair	656	477	-	59	46	20	1,258					
Building costs	371	349	-	75	746	68	1,609					
Purchased equipment	2,979	2,423	-	189	183	78	5,852					
Professional, legal and accounting	-	-	-	-	-	-	-					
Volunteer expenses	250,586	195,582	6,181	24,883	10	13	477,255					
Sub-contractors	45,606	46,879	-	-	1,248	1,804	95,537					
Program supplies	55	6	-	-	654	24	739					
In-kind expenses	56,015	25,133	-	-	-	-	81,148					
Other expenses	522	402		23	2,056	162	3,165					
Totals	434,298	355,989	7,431	32,004	28,364	19,100	877,186					
Allocation of Management												
and General Expenses	75,307	54,660	-	6,789	5,360	2,441	144,557					
Allocation of Facilities												
and Maintenance Expenses	991	999	-	233	2,711	131	5,065					
- -					,							
Total Expenses	\$ 510,596	\$ 411,648	\$ 7,431	\$ 39,026	\$ 36,435	\$ 21,672	\$ 1,026,808					
Total Units	-	1,386	4,868	5,090	1,186	2,047						

	Community Service Programs												
	Congregate Deli		Home Delivered Nutrition Meals Education		Recreation	Transportation	Adult Daycare/ Adult Day Healthcare/ Facility-Based Respite	Total					
Wages	\$ 142,251	\$ 57,972	\$ 11,839	\$ 1,648	\$ 28,198	\$ 19,976	\$ 133,299	\$ 395,183					
Employee leasing and benefits	37,981	¢ 37,572 14,535	2,336	¢ 1,010 300	¢ 20,190 6,009	4,713	^(133,2) 39,044	¢ 555,105 104,918					
Travel	5,395		401	29	2,552	846	896	20,382					
Education and training	29	,	1	-	3	3	432	491					
Communications/postage	10,488		187	30	613	570	4,128	19,081					
Utilities	9,339		21	71	55	62	6,053	16,720					
Printing/supplies	5,961		17	2	83	64	2,526	10,715					
Advertising	190		11	2	37	34	1,748	2,101					
Insurance	2,118	608	33	73	113	108	6,461	9,514					
Maintenance and repair	10,887	241	34	6	113	103	2,451	13,835					
Building costs	10,686	822	19	50	54	58	4,972	16,661					
Purchased equipment	2,309	1,032	112	19	449	345	3,332	7,598					
Professional, legal and accounting	-	-	-	-	-	-	-	-					
Volunteer expenses	161	409	1	8	8	8	645	1,240					
Sub-contractors	412,145	502,531	-	-	-	-	29,713	944,389					
Program supplies	1,073	540	10	-	1,066	165	9,180	12,034					
In-kind expenses	11,332	-	-	-	6,813	-	11,439	29,584					
Other expenses	2,951	943	7	14	148	17,508	8,130	29,701					
Totals	665,296	596,244	15,029	2,252	46,314	44,563	264,449	1,634,147					
Allocation of Management and General Expenses	65,671	27,058	3,840	778	12,583	11,780	60,149	181,859					
Allocation of Facilities													
and Maintenance Expenses	803	1,237	36	184	125	125	15,373	17,883					
Total Expenses	<u>\$ 731,770</u>		\$ 18,905	\$ 3,214	\$ 59,022	<u>\$ 56,468</u>	\$ 339,971	\$ 1,833,889					
Total Units	101,932	120,202	7,553	1,144	183,235	4,811	25,717						

	Social Service Programs																	
	Screening Caregiver																	
	Cas	e		Case		and			(Caregiver		Support	Gere	ontological	Ec	lucation/		
	Aic		Ma	anagement	A	ssessment		Screening		Training		Group	Co	ounseling	Г	raining		Total
Wages	\$ 2	1,116	\$	352,567	\$	46,083	\$	8,682	\$	3,459	\$	3,459	\$	8,033	\$	1,206	\$	444,605
-		,	ф		ф		¢	,	Ф		ф		¢	,	Ф		ф	,
Employee leasing and benefits Travel		5,518 294		111,023 15,414		16,729		1,787 339		588 133		824 203		2,303 220		242 26		139,014
				,		1,083												17,712
Education and training		11		2,630		40		1		2		16		6		-		2,706
Communications/postage		308		7,399		1,244		195		53		403		158		7		9,767
Utilities		234		1,675		615		20		20		20		92		20		2,696
Printing/supplies		364		6,291		592		9		124		147		58		2		7,587
Advertising		14		342		53		12		3		22		8		-		454
Insurance		252		2,243		623		42		25		59		104		21		3,369
Maintenance and repair		42		1,044		160		37		9		66		26		1		1,385
Building costs		167		1,296		447		19		15		23		67		14		2,048
Purchased equipment		580		5,576		966		122		36		271		106		5		7,662
Professional, legal and accounting		-		-		-		-		-		710		-		-		710
Volunteer expenses		-		5		-		1		-		-		-		-		6
Sub-contractors		-		-		-		-		-		59		-		-		59
Program supplies		-		-		29		7		-		-		-		-		36
In-kind expenses		-		-		-		-		-		12,328		-		-		12,328
Other expenses		67		934		190		9		87		5,511		31		4		6,833
Totals	2	8,967		508,439		68,854		11,282		4,554		24,121		11,212		1,548		658,977
Allocation of Management																		
and General Expenses		4,911		120,661		18,478		3,752		942		7,548		2,944		130		159,366
Allocation of Facilities																		
and Maintenance Expenses		606		4,505		1,409		53		54		54		238		54		6,973
Total Expenses	<u>\$</u> 3	4,484	\$	633,605	\$	88,741	\$	15,087	\$	5,550	\$	31,723	\$	14,394	\$	1,732	\$	825,316
Total Units		1,184		11,640		1,598		1,090		6		56		156		-		

	Home Service Programs															
	Companionship		Emergency Alert Response			Escort		en Home elivered Meals	Но	omemaker	Material Aide		In-Home Respite		Re Cor	Home espite nsumer rected
Wages	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Employee leasing and benefits		-		-		-		-		-		-		-		-
Travel		-		-		-		-		-		-		-		-
Education and training		-		-		-		-		-		-		-		-
Communications/postage		548		-		-		-		-		-		-		-
Utilities		48		-		-		-		-		-		-		-
Printing/supplies		-		-		-		-		-		-		-		-
Advertising		36		-		-		-		-		-		-		-
Insurance		111		-		-		-		-		-		-		-
Maintenance and repair		110		-		-		-		-		-		-		-
Building costs		48		-		-		-		-		-		-		-
Purchased equipment		352		-		-		-		-		-		-		-
Professional, legal and accounting		-		-		-		-		-		-		-		-
Volunteer expenses		-		-		-		-		-		-		-		-
Sub-contractors	25	52,810		12,441		7,140		2,542		283,226		4,274		522,183		400
Program supplies		-		-		-		-		-		-		-		-
In-kind expenses		-		-		-		-		-		-		-		-
Other expenses		19		-		-		-		-		1,756		-		-
Totals	25	54,082		12,441		7,140		2,542		283,226		6,030		522,183		400
Allocation of Management																
and General Expenses	1	2,111		-		73		-		8,209		5,548		10,200		57
Allocation of Facilities																
and Maintenance Expenses		117		-		-		-		-		-		-		-
Total Expenses	\$ 26	66,310	\$	12,441	\$	7,213	\$	2,542	\$	291,435	\$	11,578	\$	532,383	\$	457
Total Units	1	6,718		14,938		410		389		18,941		8		32,959		50

	Home Service Programs									
	Volunteer	Vendor Chore	Vendor Counseling	Nutritional Counseling	Vendor Pest Control	Personal Care	Equipment	Total	Total Program Expenses	
Wages	\$ -	\$ -	\$ -	\$ -	\$ -	\$-	\$ -	\$ -	\$ 976,003	
Employee leasing and benefits	39	-	-	-	-	-	-	39	284,113	
Travel	-	-	-	-	-	-	-	-	47,287	
Education and training	-	-	-	-	-	-	-	-	4,076	
Communications/postage	179	-	-	-	-	-	-	727	41,875	
Utilities	-	-	-	-	-	-	-	48	21,524	
Printing/supplies	791	-	-	-	-	-	-	791	25,637	
Advertising	-	-	-	-	-	-	-	36	3,154	
Insurance	-	-	-	-	-	-	-	111	15,721	
Maintenance and repair	-	-	-	-	-	-	-	110	16,588	
Building costs	54	-	-	-	-	-	-	102	20,420	
Purchased equipment	693	-	-	-	-	-	-	1,045	22,157	
Professional, legal and accounting	-	-	151	-	-	-	-	151	861	
Volunteer expenses	733	-	-	-	-	-	-	733	479,234	
Sub-contractors	-	-	-	5,015	-	113,733	164,791	1,368,555	2,408,540	
Program supplies	-	-	-	-	-	-	-	-	12,809	
In-kind expenses	-	-	-	-	-	-	-	-	123,060	
Other expenses	650	54	-	-	380	-	-	2,859	42,558	
Totals	3,139	54	151	131,519	380	113,733	164,791	1,375,307	4,545,617	
Allocation of Management										
and General Expenses	350	5	-	66	-	4,639	15,286	56,544	542,326	
Allocation of Facilities										
and Maintenance Expenses	160		-			-		277	30,198	
Total Expenses	\$ 3,649	\$ 59	\$ 151	\$ 131,585	\$ 380	\$ 118,372	\$ 180,077	\$ 1,432,128	\$ 5,118,141	
Total Units		3		88	1	6,626	2,073			

OTHER REPORTS AND SCHEDULES



INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors Council on Aging of West Florida, Inc. Pensacola, Florida

We have audited, 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, the financial statements of the Council on Aging of West Florida, Inc. (the "Council") (a nonprofit organization), which comprise the statement of financial position as of December 31, 2012, and the related statements of activities and changes in net assets, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated May 3, 2013.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Council's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control. Accordingly, we do not express an opinion on the effectiveness the Council's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Council's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during the audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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Board of Directors Council on Aging of West Florida, Inc.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Council's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Council's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Council's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Faltmansh Cleansland & Gund

Pensacola, Florida May 3, 2013



INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND STATE PROJECT AND ON INTERNAL CONTROL OVER COMLIANCE REQUIRED BY OMB CIRCULAR A-133 AND CHAPTER 10.650 RULES OF THE AUDITOR GENERAL

Board of Directors Council on Aging of West Florida, Inc. Pensacola, Florida

Report on Compliance for Each Major Federal Program and State Project

We have audited Council on Aging of West Florida, Inc.'s (the "Council") compliance with the types of compliance requirements described in the *OMB Circular A-133 Compliance Supplement*, and the requirements described in the *Executive Office of the Governor's State Projects Compliance Supplement*, that could have a direct and material effect on each of the Council's major federal programs and state projects for the year ended December 31, 2012. The Council's major federal programs and state projects are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs and state projects.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Council's major federal programs and state projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*; and Chapter 10.650, Rules of the Auditor General. Those standards, OMB Circular A-133, and Chapter 10.650, Rules of the Auditor General require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program or state project occurred. An audit includes examining, on a test basis, evidence about the Council's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program and state project. However, our audit does not provide a legal determination of the Council's compliance.

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Opinion on Each Major Federal Program and State Project

In our opinion, the Council complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs and state projects for the year ended December 31, 2012.

Report on Internal Control Over Compliance

Management of the Council is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Council's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program and state project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and state project and to test and report on internal control over compliance in accordance with OMB Circular A-133 and Chapter 10.650, Rules of the Auditor General, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Council's internal control over compliance.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program or state project on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance is a noncompliance with a type of compliance requirement of a federal program or state project will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program or state project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133 and Chapter 10.650, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Saltmarsh Cleansland & bunk

Pensacola, Florida May 3, 2013

COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED DECEMBER 31, 2012

Federal Grantor/Pass-through	CFDA	Contract /	
Grantor/Program Title	Number	Grant Number	Expenditures
U.S. Department of Agriculture			
Passed through State of Florida Department of Elder Affairs:			
Child and Adult Care Food Program	10.558	Y2003	\$ 9,086
U.S. Department of Housing and Urban Development			
Passed through City of Pensacola:			
Community Development Block Grant	14.218	N/A	64,448
Passed through Escambia County:			
Community Development Block Grant	14.218	N/A	47,000
			111,448
U.S. Department of Health and Human Services			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
Aging Cluster:			
Special Programs for the Aging:			
Title III-B, Grants for Supportive Services and Senior Centers	93.044	АА012-Е	335,175
Title III-Part C, Nutrition Services	93.045	АА012-Е	868,489
Nutrition Services Incentive Program	93.053	AU012-E/AU013-E	119,693
Total Aging Cluster			1,323,357
National Family Caregiver Support	93.052	AA012-E	163,498
U.S. Department of Homeland Security			
Emergency Food and Shelter National Board Program	97.024	N/A	5,000
Corporation for National and Community Service			
Foster Grandparents/Senior Companion Cluster:			
Foster Grandparent Program	94.011	12SFSFL002	333,917
Senior Companion Program	94.016	12SCSFL002	227,760
Total Foster Grandparents/Senior Companion Cluster			561,677
Total Federal Awards			\$ 2,174,066

Note: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF EXPENDITURES OF STATE PROJECTS YEAR ENDED DECEMBER 31, 2012

State Grantor/Pass-through	CSFA	Contract /	
Grantor/Project Title	Number	Grant Number	Expenditures
State Grants and Aids Appropriations			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
Tobacco Settlement Trust Funds:			
Community Care for the Elderly	65.010	AC011-E/AC012	\$ 1,121,086
Alzheimer's Disease Initiative - Respite Services	65.004	AZ011-E/AZ012	255,675
Relief	65.006	AR011-E/AR012	36,904
			1,413,665
State Grants and Aids Appropriations			
Passed through State of Florida Department of Elder Affairs/			
Passed through Northwest Florida Area Agency on Aging:			
General Revenues:			
Home Care for the Elderly - Case Management	65.001	AH011-E/AH012	17,398
Home Care for the Elderly - Subsidies	65.001	AH011-E/AH012	188,469
			205,867
Total State Projects			\$ 1,619,532

Note: This schedule is presented on the accrual basis of accounting in accordance with generally accepted accounting principles.

COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED DECEMBER 31, 2012

A. SUMMARY OF AUDIT RESULTS

- 1. The independent auditor's report expresses an unqualified opinion on the financial statements of the Council on Aging of West Florida, Inc.
- 2. No significant deficiencies in internal control relating to the audit of the financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.
- 3. No instances of noncompliance material to the financial statements of the Council on Aging of West Florida, Inc., which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.
- 4. No significant deficiencies relating to the audit of the major federal award programs and state projects are reported in the Independent Auditor's Report on Compliance For Each Major Program and State Project and on Internal Control Over Compliance Required by OMB Circular A-133 and Chapter 10.650, Rules of the Auditor General.
- 5. The auditor's report on compliance for major federal award programs and state projects for the Council on Aging of West Florida, Inc. expresses an unqualified opinion.
- 6. There are no audit findings relative to the major federal programs and state projects for the Council on Aging of West Florida, Inc. which are required to be reported in accordance with Section 510(a) of OMB Circular A-133 and Chapter 10.656, Rules of the Auditor General.
- 7. The programs tested as major programs/projects were:

Federal Program

Aging Cluster: Special Programs for the Aging Title III Part B - Grants for Supportive Services and Senior Centers (CFDA No. 93.044). Title III Part C - Nutrition Services (CFDA No. 93.045). Nutrition Services Incentive Program (CFDA No. 93.053).

State Project

Community Care for the Elderly (CSFA No. 65.010).

- 8. The threshold for distinguishing Type A and B programs was \$300,000 for major federal programs and major state projects.
- 9. Council on Aging of West Florida, Inc. was determined to be a low-risk auditee pursuant to OMB Circular A-133.

COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED DECEMBER 31, 2012 (Continued)

B. FINDINGS - FINANCIAL STATEMENTS AUDIT

None

C. FINDINGS AND QUESTIONED COSTS - MAJOR FEDERAL PROGRAMS

None

D. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECTS

None

In accordance with Rules of the Auditor General, Section 10.656(3)(e), no management letter is required because there were no findings required to be reported in the management letter.

COUNCIL ON AGING OF WEST FLORIDA, INC. SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS YEAR ENDED DECEMBER 31, 2012

There were no prior audit findings.

In accordance with Rules of the Auditor General 10.557(3)(d)5 and 10.656(3)(d)6, no summary schedule of prior audit findings is required because there were no prior audit findings related to Federal programs or State projects.