# COUNCIL ON AGING OF WEST FLORIDA, INC. PENSACOLA, FLORIDA FINANCIAL STATEMENTS DECEMBER 31, 2017 AND 2016

#### COUNCIL ON AGING OF WEST FLORIDA, INC.

#### PENSACOLA, FLORIDA

#### FINANCIAL STATEMENTS

#### **DECEMBER 31, 2017 AND 2016**

#### **CONTENTS**

	PAGE
Independent Auditor's Report	1
Audited Financial Statements:	
Statements of Financial Position	3
Statements of Activities and Changes in Net Assets	4
Statements of Cash Flows	5
Notes to Financial Statements	6
Supplementary Information:	
Combined and Combining Schedules of Functional Expenses	14
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 <i>Government Auditing Standards</i>	20
Independent Auditor's Report on Compliance for Each Major Program and State Project and on Internal Control Over Compliance required by the Uniform Guidance and Chapter 10.650, Rules of the Auditor General	22
Schedule of Expenditures of Federal Awards	24
Schedule of Expenditures of State Financial Assistance	25
Schedule of Findings and Questioned Costs	26
Summary Schedule of Prior Audit Findings	28



#### INDEPENDENT AUDITOR'S REPORT

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

#### **Report on the Financial Statements**

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, 2017 and 2016, 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.

-1-

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, 2017 and 2016, 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 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 are presented for purposes of additional analysis, and are not a required part of the financial statements. The accompanying schedules of expenditures of federal awards and state financial assistance, as required by Title 2 U.S. Code of Federal Regulations ("CFR") Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, and as required by Chapter 10.650, Rules of the Auditor General, are presented for purposes of additional analysis and also are not required parts 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. The information has been subjected to the auditing procedures applied in the audit of 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 or to 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, 2018, 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.

Pensacola, Florida

Saltmarch Cleansland & Gund

May 3, 2018

#### COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2017 AND 2016

#### **ASSETS**

		2017	 2016
Current Assets:		_	_
Cash and cash equivalents	\$	943,530	\$ 1,211,999
Investments		754,082	561,210
Grants, contracts and local support receivable		513,628	496,894
Prepaid expenses		75	1,996
Total current assets		2,211,315	2,272,099
Property and Equipment		867,056	851,962
Other Assets		5,048	 5,048
Total Assets	\$	3,083,419	\$ 3,129,109
LIABILITIES AND NET ASSE	ΓS		
Current Liabilities:			
Current portion of long-term debt	\$	18,270	\$ 14,110
Accounts payable		468,771	453,224
Accrued expenses		115,436	119,230
Refundable advances		178	7,503
Deposits		15,193	 15,313
Total current liabilities		617,848	609,380
Long-Term Debt		456,058	 471,167
Total Liabilities		1,073,906	1,080,547
Commitments and Contingencies			
Unrestricted Net Assets		2,009,513	 2,048,562
Total Liabilities and Net Assets	\$	3,083,419	\$ 3,129,109

## COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS YEARS ENDED DECEMBER 31, 2017 AND 2016

	2017			2016		
Public Support, Gains, and Revenue:						
Public support:						
Grants	\$	3,848,276	\$	3,811,146		
Contracts		625,885		733,462		
Local support		278,694		186,173		
In-kind		225,697		225,466		
Total public support		4,978,552		4,956,247		
Gains and Revenue:						
Project income		231,157		245,274		
Contributions and fundraising		212,403		201,430		
Special events, less costs of direct benefits to donors of						
\$21,193 and \$19,933 in 2017 and 2016, respectively		133,908		154,046		
Net investment income		97,266		39,643		
Miscellaneous income		10,966		8,024		
Total gains and revenue		685,700		648,417		
Total public support, gains, and revenue		5,664,252		5,604,664		
Expenses:						
Direct program services:						
Non-DOEA programs		988,052		953,263		
Community service programs		2,038,021		2,051,584		
Social services programs		451,873		404,076		
Home service programs		1,758,324		1,645,192		
Total direct program services		5,236,270		5,054,115		
Support services:						
Management and general		220,546		229,226		
Fundraising		246,485		226,001		
Total support services		467,031		455,227		
Total expenses		5,703,301		5,509,342		
Change in Net Assets		(39,049)		95,322		
Net Assets:		2010		4.0=2.5:5		
Beginning of year		2,048,562		1,953,240		
End of year	\$	2,009,513	\$	2,048,562		

#### COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2017 AND 2016

	2017		2016	
Cash Flows From Operating Activities:				
Change in net assets	\$	(39,049)	\$	95,322
Adjustments to reconcile change in net assets				
to net cash provided by (used in) operating activities -				
Depreciation		82,274		72,962
Donated assets		(39,029)		(74,864)
Loss on disposition of property and equipment		12,207		-
Unrealized gain on investments		(58,403)		(5,973)
Changes in -				
Grants, contracts and local support receivable		(16,734)		91,110
Prepaid expenses		1,921		(1,889)
Accounts payable		15,547		3,341
Accrued expenses		(3,794)		24,623
Refundable advances		(7,325)		(12,150)
Deposits		(120)		185
Net cash provided by (used in) operating activities		(52,505)		192,667
Cash Flows From Investing Activities:				
Proceeds from sales and maturities of investments		39,029		24,347
Purchase of investments		(134,469)		(31,051)
Purchase of property and equipment		(109,575)		(176,023)
Net cash used in investing activities		(205,015)		(182,727)
Cash Flows From Financing Activities:				
Proceeds issuance from long-term debt		-		200,000
Payments of loan closing costs		-		(7,123)
Principal payments on long-term debt		(10,949)		(8,302)
Net cash provided by (used in) financing activities		(10,949)		184,575
Net Change in Cash and Cash Equivalents		(268,469)		194,515
Cash and Cash Equivalents at Beginning of Year		1,211,999		1,017,484
Cash and Cash Equivalents at End of Year	\$	943,530	\$	1,211,999
Supplemental Disclosure of Cash Flow Information:	ф	21 (11	ф	15.240
Interest paid	\$	21,611	\$	15,349
Supplemental Disclosure of Non-Cash Investing Activities:  Donated assets	\$	39,029	\$	74,864
Supplemental Disclosure of Non-Cash Financing Activities: Refinancing of long-term debt	\$		\$	294,685

#### **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 and Santa Rosa 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, the United Way of Escambia County, the United Way of Santa Rosa County, and Santa Rosa County. The Council also receives local financial support from Escambia County, church groups, civic clubs, program participants, foundations and individuals.

#### 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.

#### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 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 and certificates of deposit carried at cost. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities and changes in net assets.

#### Grants, Contracts and Local Support Receivable:

Grants, contracts 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

#### Debt Issuance Costs:

Debt issuance costs are presented as a reduction of the carrying amount of debt and are amortized over the term of the debt using the straight-line method. Amortization of debt issuance costs are reported as interest expense in the statements of activities and changes in net assets.

#### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 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.

#### Advertising Costs:

Advertising costs are expensed when incurred.

#### *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.

#### **NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Subsequent Events:

Management has evaluated subsequent events through May 3, 2018, which is the date the financial statements were available to be issued.

#### **NOTE 2 - INVESTMENTS**

Investments held at December 31, 2017 and 2016 are listed below:

	•	Carrying Value		Amortized Cost		nrealized Gain
December 31, 2017  Mutual funds  Cartificates of demosit	\$	654,082	\$	590,958 100,000	\$	63,124
Certificates of deposit  Total	\$	100,000 754,082	\$	690,958	\$	63,124
December 31, 2016 Mutual funds	\$	561,210	\$	556,489	\$	4,721

Investment return for the years ended December 31, 2017 and 2016 are summarized as follows:

	2017	 2016
Interest and dividends Unrealized gain	\$ 38,863 58,403	\$ 33,670 5,973
Net investment return	\$ 97,266	\$ 39,643

#### **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.

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 an entity'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, 2017 and 2016:

	 Level 1	L	evel 2	Le	evel 3	 Total
December 31, 2017 Mutual funds	\$ 654,082	\$	_	\$	-	\$ 654,082
December 31, 2016 Mutual funds	\$ 561,210	\$	_	\$	-	\$ 561,210

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, CONTRACTS AND LOCAL SUPPORT RECEIVABLE

Grants, contracts and local support receivable consists of the following:

	2017		2016	
Federal grants	\$	267,503	\$	313,912
State grants		98,323		27,711
Contracts		127,417		136,952
Local support		7,451		7,553
Other		12,934		10,766
Total	\$	513,628	\$	496,894

#### **NOTE 5 - PROPERTY AND EQUIPMENT**

Property and equipment consists of the following:

	2017		 2016
Land	\$	47,197	\$ 47,197
Buildings and improvements		1,430,054	1,169,739
Vehicles		92,076	116,489
Equipment - general		21,110	21,110
Equipment - computers		61,868	65,865
Furniture and fixtures		67,371	67,371
Construction in process		-	162,698
		1,719,676	1,650,469
Accumulated depreciation		(852,620)	(798,507)
Total	\$	867,056	\$ 851,962

Depreciation expense was \$82,274 and \$72,962 for the years ended December 31, 2017 and 2016, respectively.

#### **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, 2017 and 2016.

#### **NOTE 7 - LONG-TERM DEBT**

Long-term debt consists of the following:

	2017	2016
Note payable to bank, due in monthly installments, including interest at 4.25%, through August 2026, secured by property and building	\$ 480,857	\$ 492,400
Less unamortized debt issuance costs	 6,529	 7,123
Long-term debt, less unamortized debt issuance costs	474,328	485,277
Less current portion	 18,270	 14,110
	\$ 456,058	\$ 471,167

Interest expense for the years ended December 31, 2017 and 2016 was \$21,611 and \$15,349, respectively.

Scheduled maturities on long-term debt are as follows:

2018	\$ 18,270
2019	19,063
2020	19,889
2021	20,751
2022	21,649
Thereafter	 381,235
	\$ 480,857

#### **NOTE 8 - SIMPLIFIED EMPLOYEE PENSION PLAN**

The Council has established a Simplified Employee Pension Plan ("SEP") covering all employees who have been employed for a specific length of continuous service. Effective January 1, 2016, the Council increased the contribution of the employee's salary from 7% to 8%. The Council's contributions to the SEP for the years ended December 31, 2017 and 2016 were \$90,345 and \$89,843, respectively.

#### **NOTE 9 - COMMITMENTS AND CONTINGENCIES**

#### Operating Leases:

The Council leases office equipment under operating leases expiring through December 2020. Future minimum lease payments under operating leases at December 31, 2017, are as follows:

2018	\$ 8,603
2019	8,603
2020	 8,603
	\$ 25,809

Rental expense for the years ended December 31, 2017 and 2016 was \$9,823 and \$9,472, respectively.

#### Dependency on Government Support:

The Council's services are funded primarily with grants from the United 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, 2017, management is unaware of any such reduction in future support.

#### Depository Risk:

The Council maintains cash balances with a financial institution and a brokerage firm. Demand deposit accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to certain limits. At December 31, 2017, the Council had \$633,656 held by the financial institution and brokerage firm in excess of insured limits.



## COUNCIL ON AGING OF WEST FLORIDA, INC. COMBINED SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2017 With Comparative Totals for 2016

		Direct Program Services							Support Services									
		Non-	C	Community		Social		Home		Total	M	anagement				2017		2016
		DOEA		Service		Services		Service		Program		and				Total		Total
	]	Programs		Programs		Programs		Programs		Expenses		General	Fu	ındraising		Expenses		Expenses
Wages	\$	126,744	\$	482,193	\$	158,911	\$	22,835	\$	790,683	\$	487,772	\$	56,392	\$	1,334,847	\$	1,306,668
Employee leasing and benefits		41,546		133,136		57,790		3,190		235,662		158,595		15,428		409,685		419,878
Travel		6,466		21,703		7,183		281		35,633		5,859		2,455		43,947		43,687
Education and training		1,426		1,543		742		35		3,746		1,768		1,592		7,106		7,176
Communications/postage		8,829		25,732		9,245		2,961		46,767		19,781		7,664		74,212		78,259
Utilities		3,032		20,117		3,126		1,160		27,435		10,768		1,682		39,885		38,651
Printing/supplies		3,895		4,365		1,980		685		10,925		6,353		4,298		21,576		22,465
Advertising		478		699		198		68		1,443		1,844		508		3,795		3,710
Insurance and licenses		6,695		11,724		3,857		2,607		24,883		10,141		2,695		37,719		41,649
Maintenance and repair		1,160		12,015		67		51		13,293		29,023		47		42,363		35,830
Building costs		2,070		15,769		2,012		794		20,645		9,118		1,109		30,872		30,952
Purchased equipment		5,789		8,362		2,792		2,405		19,348		1,565		2,018		22,931		22,571
Professional, legal and accounting		1,784		4,833		496		690		7,803		26,146		415		34,364		35,803
Volunteer expenses		469,423		2,183		167		1,773		473,546		-		25		473,571		439,567
Sub-contractors		55,935		932,004		-		1,630,183		2,618,122		-		-		2,618,122		2,507,092
Program supplies		3,145		13,715		1,539		-		18,399		14		-		18,413		15,520
Depreciation		-		-		-		-		-		82,274		-		82,274		72,962
Interest expense		-		-		-		-		-		21,611		-		21,611		15,349
In-kind expenses		38,556		6,723		82,089		-		127,368		51,195		47,134		225,697		225,466
Other expenses		4,394		45,847		26,654		5,437		82,332		51,629		26,350		160,311		146,087
Totals		781,367		1,742,663		358,848		1,675,155		4,558,033		975,456		169,812		5,703,301		5,509,342
Allocation of Management																		
and General Expenses		199,164		276,023		85,271		80,276		640,734		(713,209)		72,475		-		-
Allocation of Facilities																		
and Maintenance Expenses		7,521		19,335		7,754	_	2,893		37,503		(41,701)		4,198	-	-		
Total Expenses	\$	988,052	¢	2,038,021	\$	451,873	\$	1,758,324	¢	5,236,270	\$	220,546	\$	246,485	¢	5,703,301	\$	5,509,342
i otai Expelises	ф	900,032	φ	2,030,021	Ф	431,073	φ	1,730,324	Ф	3,230,270	φ	440,340	φ	240,403	Φ	5,705,501	φ	5,507,542

						Non-DOEA	Progr	rams			
						Senior	P	rivate Pay	Pri	vate Pay	
		Foster		Senior	C	ompanions-	Hon	ne Delivered		ult Day	
	Gra	ndparents	C	ompanions		Relief		Meals	Hea	ılth Care	 Total
Wages	\$	43,414	\$	48,656	\$	5,626	\$	7,751	\$	21,297	\$ 126,744
Employee leasing and benefits		11,683		19,001		1,776		2,140		6,946	41,546
Travel		3,214		2,635		155		209		253	6,466
Education and training		674		566		-		7		179	1,426
Communications/postage		4,355		2,518		468		524		964	8,829
Utilities		627		418		115		31		1,841	3,032
Printing/supplies		2,094		1,190		155		15		441	3,895
Advertising		226		214		11		16		11	478
Insurance and licenses		2,906		1,953		352		121		1,363	6,695
Maintenance and repair		68		44		8		14		1,026	1,160
Building costs		489		324		83		21		1,153	2,070
Purchased equipment		2,932		1,909		329		126		493	5,789
Professional, legal and accounting		843		552		68		26		295	1,784
Volunteer expenses		269,181		175,940		24,249		-		53	469,423
Sub-contractors		22,964		20,967		-		3,611		8,393	55,935
Program supplies		-		-		-		-		3,145	3,145
In-kind expenses		29,879		8,677		-		-		-	38,556
Other expenses		1,606		1,592		3		19		1,174	 4,394
Totals		397,155		287,156		33,398		14,631		49,027	781,367
Allocation of Management											
and General Expenses		103,984		67,995		11,666		4,436		11,083	199,164
Allocation of Facilities											
and Maintenance Expenses		1,563		1,042		288		34		4,594	 7,521
Total Expenses	\$	502,702	\$	356,193	\$	45,352	\$	19,101	\$	64,704	\$ 988,052
Total Units		-		-		5,793		3,814		2,006	

						Com	mur	nity Service Prog	grar	ns					
	(	Congregate Meals	Home Delivered Meals	Nutrition Education		Outreach		Recreation		Senior Farmers Market Nutrition	Tra	unsportation	H	ult Daycare/ Adult Day Healthcare/ cility-Based Respite	Total
Wages	\$	150,911	\$ 56,008	\$ 7,718	\$	5,822	\$	31,868	\$	_	\$	31,356	\$	198,510	\$ 482,193
Employee leasing and benefits		40,743	14,323	1,415		1,244		6,551		-		7,989		60,871	133,136
Travel		8,104	8,385	261		113		3,222		_		446		1,172	21,703
Education and training		266	329	7		-		199		_		95		647	1,543
Communications/postage		12,093	5,030	100		68		1,093		_		1,813		5,535	25,732
Utilities		12,437	875	20		85		114		-		58		6,528	20,117
Printing/supplies		2,276	748	11		_		241		-		35		1,054	4,365
Advertising		216	255	2		_		44		-		34		148	699
Insurance and licenses		2,544	1,313	79		165		398		-		663		6,562	11,724
Maintenance and repair		8,029	246	8		3		32		-		16		3,681	12,015
Building costs		10,866	537	14		57		80		-		60		4,155	15,769
Purchased equipment		2,242	1,133	81		134		393		-		713		3,666	8,362
Professional, legal and accounting		2,886	233	17		28		81		-		147		1,441	4,833
Volunteer expenses		85	1,840	-		-		35		-		_		223	2,183
Sub-contractors		376,076	465,133	_		-		-		-		_		90,795	932,004
Program supplies		2,072	-	-		-		317		-		-		11,326	13,715
In-kind expenses		6,723	-	-		-		-		-		-		-	6,723
Other expenses		3,731	 784	 54	_	2	_	944	_	12,280		19,083		8,969	 45,847
Totals		642,300	557,172	9,787		7,721		45,612		12,280		62,508		405,283	1,742,663
Allocation of Management															
and General Expenses		81,415	39,753	2,889		4,835		13,996		-		24,560		108,575	276,023
Allocation of Facilities															
and Maintenance Expenses		1,104	 1,364	 27	_	213	_	199	_			144		16,284	 19,335
Total Expenses	\$	724,819	\$ 598,289	\$ 12,703	\$	12,769	\$	59,807	\$	12,280	\$	87,212	\$	530,142	\$ 2,038,021
				~ 10°		250								## O.c.	

370

15,551

4,639

55,264

5,139

**Total Units** 

89,246

118,961

						Social Servi	ices F	Programs					
				S	Screening			Caregiver					
	Case		Case		and			Support	E	Emergency	Gero	ontological	
	 Aid	Ma	nagement	A	ssessment	 Screening		Group		Aide	Co	ounseling	 Total
Wages	\$ 4,226	\$	102,287	\$	38,185	\$ 13,492	\$	-	\$	-	\$	721	\$ 158,911
Employee leasing and benefits	1,122		39,034		15,167	2,254		-		-		213	57,790
Travel	9		3,920		2,207	1,034		-		-		13	7,183
Education and training	-		382		353	7		-		-		-	742
Communications/postage	38		5,804		3,138	174		91		-		-	9,245
Utilities	33		2,784		278	31		-		-		-	3,126
Printing/supplies	7		1,200		745	15		13		-		-	1,980
Advertising	-		125		68	5		-		-		-	198
Insurance and licenses	78		2,999		520	143		117		-		-	3,857
Maintenance and repair	2		38		9	15		3		-		-	67
Building costs	23		1,777		185	22		5		-		-	2,012
Purchased equipment	66		1,859		584	149		134		-		-	2,792
Professional, legal and accounting	14		341		82	31		28		-		-	496
Volunteer expenses	-		96		71	-		-		-		-	167
Program supplies	-		-		-	-		-		1,539		-	1,539
In-kind expenses	-		-		-	-		-		82,089		-	82,089
Other expenses	 1		88		34	 12		1,242		25,277			 26,654
Totals	5,619		162,734		61,626	17,384		1,633		108,905		947	358,848
Allocation of Management													
and General Expenses	2,351		58,076		15,165	5,284		4,395		-		-	85,271
Allocation of Facilities													
and Maintenance Expenses	 82		6,946		692	 34							 7,754
Total Expenses	\$ 8,052	\$	227,756	\$	77,483	\$ 22,702	\$	6,028	\$	108,905	\$	947	\$ 451,873
Total Units	34		2,951		316	825		50		-		-	-

			Но	ome Service Progran	ns		
	Companionship	Emergency Alert Response	Frozen Home Delivered Meals	Homemaker	Material Aide	In-Home Respite	Volunteer
Wages	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 22,835
Employee leasing and benefits	-	-	-	-	-	-	3,190
Travel	-	-	-	-	-	-	281
Education and training	-	-	-	-	-	-	35
Communications/postage	157	-	-	223	21	259	1,960
Utilities	-	-	-	-	-	-	1,160
Printing/supplies	-	-	-	-	-	-	685
Advertising	-	-	-	-	-	-	68
Insurance and licenses	271	-	-	384	36	447	880
Maintenance and repair	7	-	-	10	1	12	6
Building costs	11	-	-	15	1	18	726
Purchased equipment	312	-	-	443	41	515	416
Professional, legal and accounting	64	-	-	91	9	106	57
Volunteer expenses	-	-	-	-	-	-	1,773
Sub-contractors	339,200	6,508	22,425	337,050	4,688	648,672	=
Program supplies	-	-	-	-	-	-	-
In-kind expenses	-	-	-	-	-	-	-
Other expenses					1,684		407
Totals	340,022	6,508	22,425	338,216	6,481	650,029	34,479
Allocation of Management and General Expenses	11,047	-	-	15,331	1,399	18,829	9,877
Allocation of Facilities and Maintenance Expenses							2,893
Total Expenses	\$ 351,069	\$ 6,508	\$ 22,425	\$ 353,547	\$ 7,880	\$ 668,858	\$ 47,249

21,740

71

40,620

21,547

7,073

**Total Units** 

	Programs

															Total Direct
	Ve	endor	Nutri	tional					Н	ousing					Program
	Pest	Control	Cour	seling	Per	sonal Care	E	quipment		rovement	 Other		Total		Services
Wages	\$	-	\$	_	\$	-	\$	-	\$	_	\$ -	\$	22,835	\$	790,683
Employee leasing and benefits		-		-		-		-		-	-		3,190		235,662
Travel		-		-		-		-		-	-		281		35,633
Education and training		-		-		-		-		-	-		35		3,746
Communications/postage		-		7		85		249		-	-		2,961		46,767
Utilities		-		-		-		-		-	-		1,160		27,435
Printing/supplies		-		-		-		-		-	-		685		10,925
Advertising		-		-		-		-		-	-		68		1,443
Insurance and licenses		-		13		147		429		-	-		2,607		24,883
Maintenance and repair		-		-		4		11		-	-		51		13,293
Building costs		-		-		6		17		-	-		794		20,645
Purchased equipment		-		14		170		494		-	-		2,405		19,348
Professional, legal and accounting		-		3		35		102		-	223		690		7,803
Volunteer expenses		-		-		-		-		-	-		1,773		473,546
Sub-contractors		-		-		121,621		145,514		4,505	-		1,630,183		2,618,122
Program supplies		-		-		-		-		-	-		-		18,399
In-kind expenses		-		-		-		-		-	-		-		127,368
Other expenses		1,464		-				135			 1,747		5,437		82,332
Totals		1,464		37		122,068		146,951		4,505	1,970		1,675,155		4,558,033
Allocation of Management															
and General Expenses		-		464		5,901		17,428		-	-		80,276		640,734
Allocation of Facilities															
and Maintenance Expenses		-		-		-				-	 		2,893		37,503
	Φ.		Φ.	<b>701</b>	Φ.	105.050		4.54.050		4.50-	1.050	Φ.	1.550.00:	Φ.	5 00 5 0FG
Total Expenses	\$	1,464	\$	501	\$	127,969	\$	164,379	\$	4,505	\$ 1,970	\$	1,758,324	\$	5,236,270
Total Units		25		5,139		6,942		1,995		46	23				





## 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, 2017, 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, 2018.

#### **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.

-20-

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.

Pensacola, Florida

Saltmarch Cleandand & Bund

May 3, 2018



## INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND STATE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE 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 the Council on Aging of West Florida, Inc.'s (the "Council") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* and the requirements described in the *Executive Office of the Governor's State Project 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, 2017. 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; the audit requirements of Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"); and Chapter 10.650, Rules of the Auditor General. Those standards, the Uniform Guidance 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.

-22-

#### **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, 2017.

#### **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 the Uniform Guidance 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 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 the Uniform Guidance and Chapter 10.650, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Pensacola, Florida

Saltmarch Cleansland & Gund

May 3, 2018

### COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED DECEMBER 31, 2017

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	Y6003	\$ 7,037
Senior Farmers Market Nutrition Program	10.576	XQ664	12,280
			19,317
U.S. Department of Housing and Urban Development			
Passed through City of Pensacola:			
Community Development Block Grant	14.218	N/A	71,498
Passed through Escambia County:			
Community Development Block Grant	14.218	N/A	47,000
			118,498
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-Part B, Grants for Supportive Services and Senior Centers	93.044	AA017-E	332,167
Title III-Part C, Nutrition Services	93.045	AA017-E	814,323
Nutrition Services Incentive Program	93.053	AA017-E	105,754
Total Aging Cluster			1,252,244
National Family Caregiver Support	93.052	AA017-E	158,875
Corporation for National and Community Service			
Foster Grandparents/Senior Companion Cluster:			
Foster Grandparent Program	94.011	15SFSFL002	330,224
Senior Companion Program	94.016	15SCSFL001	215,803
Total Foster Grandparents/Senior Companion Cluster			546,027
Total Federal Awards			\$ 2,094,961

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 FINANCIAL ASSISTANCE YEAR ENDED DECEMBER 31, 2017

State Grantor/Pass-through	CSFA	Contract /		
Grantor/Project Title	Number	Grant Number	E	xpenditures
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	AC016-E/AC017-E	\$	1,037,516
Alzheimer's Respite Services	65.004	AZ016-E/AZ017-E		441,307
Relief	65.006	AR016-E/AR017-E		52,137
				1,530,960
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	AH016-E/AH017-E		14,344
Home Care for the Elderly - Subsidies	65.001	AH016-E/AH017-E		208,011
			<u></u>	222,355
Total State Financial Assistance			\$	1,753,315

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, 2017

#### A. SUMMARY OF AUDIT RESULTS

- 1. The independent auditor's report expresses an unmodified 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 the Uniform Guidance 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 unmodified 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 2 CFR section 200.516(a) of the Uniform Guidance and Chapter 10.656, Rules of the Auditor General.
- 7. The programs/projects tested as major were:

#### **Federal Programs**

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 Projects**

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

Alzheimer's Respite Services (CSFA No. 65.004).

- 8. The threshold for distinguishing Type A and B programs was \$750,000 for major federal programs and \$300,000 for major state projects.
- 9. Council on Aging of West Florida, Inc. was determined to be a low-risk auditee pursuant to the Uniform Guidance.

## COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED DECEMBER 31, 2017 (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, 2017

There were no prior audit findings.

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