COUNCIL ON AGING OF WEST FLORIDA, INC. PENSACOLA, FLORIDA FINANCIAL STATEMENTS DECEMBER 31, 2016 AND 2015

COUNCIL ON AGING OF WEST FLORIDA, INC.

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

DECEMBER 31, 2016 AND 2015

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, 2016 and 2015, 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-

Since 1944

www.saltmarshcpa.com = (800) 477-7458

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, 2016 and 2015, 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 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 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 30, 2017, 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 Cleansland & bunk

Pensacola, Florida May 30, 2017

COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2016 AND 2015

ASSETS

		2016	_	2015
Current Assets:				
Cash and cash equivalents	\$	1,211,999	\$	1,017,484
Investments		561,210		473,669
Grants, contracts and local support receivable		496,894		588,004
Prepaid expenses		1,996		107
Total current assets		2,272,099		2,079,264
Property and Equipment		851,962		748,901
Other Assets		5,048		5,048
Total Assets	\$	3,129,109	\$	2,833,213
LIABILITIES AND NET ASSE	TS			
Current Liabilities:				
Current portion of long-term debt	\$	14,110	\$	12,568
Accounts payable		453,224		449,883
Accrued expenses		119,230		94,607
Refundable advances		7,503		19,653
Deposits		15,313		15,128
Total current liabilities		609,380		591,839
Long-Term Debt		471,167		288,134
Total Liabilities		1,080,547		879,973
Commitments and Contingencies				
Unrestricted Net Assets		2,048,562		1,953,240
Total Liabilities and Net Assets	\$	3,129,109	\$	2,833,213

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

COUNCIL ON AGING OF WEST FLORIDA, INC. STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016			2015		
Public Support, Gains, and Revenue:						
Public support:						
Grants	\$	3,811,146	\$	3,930,999		
Contracts		733,462		725,202		
Local support		186,173		185,636		
In-kind		225,466		185,512		
Total public support		4,956,247		5,027,349		
Gains and Revenue:						
Project income		245,274		244,499		
Contributions and fundraising		201,430		135,481		
Special events, less costs of direct benefits to donors of						
\$19,933 and \$40,736 in 2016 and 2015, respectively		154,046		121,429		
Net investment income		39,643		4,926		
Miscellaneous income		8,024		18,824		
Total gains and revenue		648,417		525,159		
Total public support, gains, and revenue		5,604,664		5,552,508		
Expenses:						
Direct program services:						
Non-DOEA programs		953,263		862,604		
Community service programs		2,051,584		2,022,728		
Social services programs		404,076		388,965		
Home service programs		1,645,192		1,667,397		
Total direct program services		5,054,115		4,941,694		
Support services:						
Management and general		229,226		233,778		
Fundraising		226,001		195,076		
Total support services		455,227		428,854		
Total expenses		5,509,342		5,370,548		
Change in Net Assets		95,322		181,960		
Net Assets:						
Beginning of year		1,953,240		1,771,280		
End of year	\$	2,048,562	\$	1,953,240		

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, 2016 AND 2015

	2016		2015	
Cash Flows From Operating Activities:				
Change in net assets	\$	95,322	\$	181,960
Adjustments to reconcile change in net assets				
to net cash provided by operating activities -				
Depreciation		72,962		74,150
Donated assets		(74,864)		(24,172)
Gain on disposition of property and equipment		-		(6,300)
Unrealized (gain) loss on investments		(5,973)		48,604
Changes in -				
Grants, contracts and local support receivable		91,110		93,043
Prepaid expenses		(1,889)		807
Accounts payable		3,341		(81,517)
Accrued expenses		24,623		13,026
Refundable advances		(12,150)		19,653
Deposits		185		(90)
Net cash provided by operating activities		192,667		319,164
Cash Flows From Investing Activities:				
Proceeds from sales and maturities of investments		24,347		24,172
Purchase of investments		(31,051)		(53,514)
Proceeds from sale of property and equipment		-		6,300
Purchase of property and equipment		(176,023)		(45,808)
Net cash used in investing activities		(182,727)		(68,850)
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		(8,302)		(11,875)
Net cash provided by (used in) financing activities		184,575		(11,875)
Net Change in Cash and Cash Equivalents		194,515		238,439
Cash and Cash Equivalents at Beginning of Year		1,017,484		779,045
Cash and Cash Equivalents at End of Year	\$	1,211,999	\$	1,017,484
Supplemental Disclosure of Cash Flow Information: Interest paid	\$	15,349	\$	15,544
Supplemental Disclosure of Non-Cash Investing Activities: Donated assets	\$	74,864	\$	24,172
Supplemental Disclosure of Non-Cash Financing Activities: Refinancing of long-term deb	\$	294,685	\$	

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

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. 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 will be amortized over the term of the debt using the straight-line method. Amortization of debt issuance costs will be 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 30, 2017, which is the date the financial statements were available to be issued.

Recent Accounting Standards:

During 2016, the Council adopted Financial Accounting Standards Board ("FASB") Accounting Standards Update No. 2015-03 ("ASU 2015-03"), *Interest - Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs*, which requires that debt issuance costs be presented as a direct deduction from the carrying amount of the debt rather than as an asset, consistent with debt discounts.

NOTE 2 - INVESTMENTS

Investments held at December 31, 2016 and 2015 are listed below:

	Fair Amortized		Unrealized		
		Value	 Cost	Ga	in (Loss)
December 31, 2016 Mutual funds	\$	561,210	\$ 556,489	\$	4,721
December 31, 2015 Mutual funds	\$	473,669	\$ 474,921	\$	(1,252)

Investment return for the years ended December 31, 2016 and 2015 are summarized as follows:

	 2016	 2015
Interest and dividends Unrealized gain (loss)	\$ 33,670 5,973	\$ 53,530 (48,604)
Net investment return	\$ 39,643	\$ 4,926

NOTE 3 - FAIR VALUE MEASUREMENTS (Continued)

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, 2016 and 2015:

	 Level 1	L	evel 2	Le	evel 3	 Total
December 31, 2016 Mutual funds	\$ 561,210	\$	_	\$	_	\$ 561,210
December 31, 2015 Mutual funds	\$ 473,669	\$	-	\$	-	\$ 473,669

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:

 2016		2015
\$ 313,912	\$	353,928
27,711		42,712
136,952		155,910
7,553		21,907
 10,766		13,547
\$ 496,894	\$	588,004
	\$ 313,912 27,711 136,952 7,553 10,766	\$ 313,912 \$ 27,711 136,952 7,553 10,766

NOTE 5 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	2016		 2015	
Land	\$	47,197	\$ 47,197	
Buildings and improvements		1,169,739	1,167,352	
Vehicles		116,489	116,489	
Equipment - general		21,110	34,413	
Equipment - computers		65,865	100,962	
Furniture and fixtures		67,371	68,824	
Construction in process		162,698	 -	
		1,650,469	 1,535,237	
Accumulated depreciation		(798,507)	 (786,336)	
Total	\$	851,962	\$ 748,901	

Depreciation expense was \$72,962 and \$74,150 for the years ended December 31, 2016 and 2015, 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, 2016 and 2015.

NOTE 7 - LONG-TERM DEBT

Long-term debt consists of the following:

	 2016	 2015
Note payable to bank, due in monthly installments, including interest at 4.99%, through April 2022, secured by property and building, refinanced in 2016	\$ -	\$ 300,702
Note payable to bank, due in monthly installments, including interest at 4.25%, through August 2026, secured by property and building	492,400	-
Less unamortized debt issuance costs	 7,123	 -
Long-term debt, less unamortized debt issuance costs	485,277	300,702
Less current portion	 14,110	 12,568
	\$ 471,167	\$ 288,134

Interest expense for the years ended December 31, 2016 and 2015 was \$15,349 and \$15,544, respectively. Scheduled maturities on long-term debt are as follows:

2017	\$ 14,110
2018	17,625
2019	18,413
2020	19,235
2021	20,095
Thereafter	402,922
	\$ 492,400

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, 2015, the Council decreased the continuous service requirement from 36 months to 12 months and increased the contribution of the employee's salary from 6% to 7%. The Council's contributions to the SEP for the years ended December 31, 2016 and 2015 were \$89,843 and \$82,304, 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, 2016, are as follows:

2017	\$ 8,603
2018	8,603
2019	8,603
2020	 8,603
	\$ 34,412

Rental expense for the years ended December 31, 2016 and 2015 was \$9,472 and \$15,619, 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, 2016, 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, 2016, the Council had \$892,566 held by the financial institution and brokerage firm in excess of insured limits.

SUPPLEMENTARY INFORMATION

COUNCIL ON AGING OF WEST FLORIDA, INC. COMBINED SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2016 With Comparative Totals for 2015

	Direct Program Services								Support Services									
		Non-	C	Community		Social		Home		Total	Ν	lanagement				2016		2015
		DOEA		Service		Services		Service		Program		and				Total		Total
	I	Programs		Programs		Programs		Programs		Expenses		General	Fu	indraising		Expenses		Expenses
Wages	\$	121,447	\$	479,504	\$	158,409	\$	20,647	\$	780,007	\$	469,193	\$	57,468	\$	1,306,668	\$	1,276,309
Employee leasing and benefits		41,813		131,368		52,756		4,419		230,356		176,472		13,050		419,878		394,987
Travel		8,633		21,082		8,096		369		38,180		4,227		1,280		43,687		42,853
Education and training		1,499		1,159		784		-		3,442		2,714		1,020		7,176		7,255
Communications/postage		8,463		23,010		9,099		2,949		43,521		26,456		8,282		78,259		82,838
Utilities		2,424		19,982		3,046		1,124		26,576		11,773		302		38,651		37,695
Printing/supplies		2,247		5,704		2,330		686		10,967		7,829		3,669		22,465		17,840
Advertising		571		545		195		118		1,429		2,008		273		3,710		5,808
Insurance and licenses		7,134		12,434		3,808		2,259		25,635		14,120		1,894		41,649		38,160
Maintenance and repair		342		10,021		72		39		10,474		25,318		38		35,830		35,465
Building costs		1,744		16,147		2,020		776		20,687		10,026		239		30,952		34,998
Purchased equipment		5,797		8,498		3,018		1,639		18,952		1,975		1,644		22,571		27,697
Professional, legal and accounting		1,323		5,077		491		358		7,249		28,196		358		35,803		34,767
Volunteer expenses		437,275		1,135		124		924		439,458		18		91		439,567		367,878
Sub-contractors		46,428		930,822		-		1,529,842		2,507,092		-		-		2,507,092		2,565,323
Program supplies		1,339		13,813		4		343		15,499		21		-		15,520		16,121
Depreciation		-		-		-		-		-		72,962		-		72,962		74,150
Interest expense		-		-		-		-		-		15,349		-		15,349		15,544
In-kind expenses		48,091		36,263		53,925		-		138,279		38,923		48,264		225,466		185,512
Other expenses		6,056		40,131		16,223		15,223		77,633		41,922		26,532		146,087		109,348
Totals		742,626		1,756,695		314,400		1,581,715		4,395,436		949,502		164,404		5,509,342		5,370,548
Allocation of Management																		
and General Expenses		205,245		277,173		82,965		60,983		626,366		(687,145)		60,779		-		-
Allocation of Facilities																		
and Maintenance Expenses		5,392		17,716		6,711		2,494		32,313		(33,131)		818		-		-
Total Expenses	\$	953,263	\$	2,051,584	\$	404,076	\$	1,645,192	\$	5,054,115	\$	229,226	\$	226,001	\$	5,509,342	\$	5,370,548
	Ψ	,200,200	Ŷ	_,001,001	Ÿ	,	-	1,0.0,172	Ψ	5,00 .,110	Ŷ	,0	+	,1	Ψ	2,007,012	Ŷ	2,270,210

	Non-DOEA Programs											
						Senior		Private Pay		ate Pay		
		Foster		Senior	С	ompanions-	Но	me Delivered		ılt Day		
	Gra	ndparents	C	ompanions		Relief		Meals	Heal	th Care		Total
Wages	\$	40,646	\$	46,259	\$	5,060	\$	8,214	\$	21,268	\$	121,447
Employee leasing and benefits		13,084		19,955		1,786		1,735		5,253		41,813
Travel		4,195		3,720		107		549		62		8,633
Education and training		840		619		-		20		20		1,499
Communications/postage		4,056		2,741		459		535		672		8,463
Utilities		498		494		130		77		1,225		2,424
Printing/supplies		1,091		804		102		24		226		2,247
Advertising		76		54		11		13		417		571
Insurance and licenses		3,321		2,272		404		182		955		7,134
Maintenance and repair		69		45		8		20		200		342
Building costs		423		387		97		113		724		1,744
Purchased equipment		2,955		1,953		329		150		410		5,797
Professional, legal and accounting		629		415		70		31		178		1,323
Volunteer expenses		241,804		168,684		26,767		2		18		437,275
Sub-contractors		25,264		13,736		-		3,352		4,076		46,428
Program supplies		-		-		-		4		1,335		1,339
In-kind expenses		35,598		12,493		-		-		-		48,091
Other expenses		1,814		2,368		-		14		1,860		6,056
Totals		376,363		276,999		35,330		15,035		38,899		742,626
Allocation of Management												
and General Expenses		106,385		70,253		11,809		5,294		11,504		205,245
Allocation of Facilities												
and Maintenance Expenses		1,116		1,086		287		123		2,780		5,392
Total Expenses	\$	483,864	\$	348,338	\$	47,426	\$	20,452	\$	53,183	\$	953,263
Total Units		-		-		7,182		3,111		2,013		

	Community Service Programs																	
		ongregate Meals		Home Delivered Meals		Iutrition ducation		Outreach		Recreation		Senior Farmers Market Nutrition	Tra	nsportation	A H Fac	It Daycare/ dult Day ealthcare/ ility-Based Respite		Total
Wages	\$	144,518	\$	59,008	\$	7,074	\$	5,017	\$	33,655	\$	-	\$	40,030	\$	190,202	\$	479,504
Employee leasing and benefits	Ŧ	40,587	Ŧ	14,389	Ŧ	1,310	+	1,119	Ŧ	6,686	Ŧ	-	Ŧ	9,136	Ŧ	58,141	Ŧ	131,368
Travel		7,738		2,311		87		10,158		548		-		219		21		21,082
Education and training		489		357		10		-		41		-		82		180		1,159
Communications/postage		10,868		3,665		85		53		925		-		2,048		5,366		23,010
Utilities		11,916		920		25		83		95		-		56		6,887		19,982
Printing/supplies		2,838		617		12		_		62		-		51		2,124		5,704
Advertising		193		82		1		_		38		-		38		193		545
Insurance and licenses		2,980		1,338		96		135		467		-		887		6,531		12,434
Maintenance and repair		7,699		346		10		2		44		-		19		1,901		10,021
Building costs		10,893		552		18		56		68		-		66		4,494		16,147
Purchased equipment		2,425		1,028		85		91		424		-		828		3,617		8,498
Professional, legal and accounting		2,968		220		18		20		89		-		174		1,588		5,077
Volunteer expenses		95		815		1		-		41		-		19		164		1,135
Sub-contractors		369,931		472,744		-		-		-		-		-		88,147		930,822
Program supplies		1,885		114		2		-		176		-		-		11,636		13,813
In-kind expenses		36,213		-		-		-		50		-		-		-		36,263
Other expenses		4,161		329		8		-		97		12,960		16,002		6,574		40,131
Totals		658,397		558,835		8,842		16,734		43,506		12,960		69,655		387,766		1,756,695
Allocation of Management and General Expenses		86,746		37,339		3,027		3,403		15,099		-		29,375		102,184		277,173
Allocation of Facilities																		
and Maintenance Expenses		808		1,231		35		183		127		-		124		15,208		17,716
Total Expenses Total Units	\$	745,951 87,738	\$	597,405 124,397	\$	<u>11,904</u> 5,413	\$	20,320	\$	58,732	\$	12,960	\$	<u>99,154</u> 5,932	\$	505,158 70,668	\$	2,051,584
		07,750		124,397		5,415		031		10,508		-		5,952		70,008		

	Social Services Programs																	
					S	creening				Ť		Caregiver						
		Case		Case		and				Caregiver		Support	Eı	nergency	Gero	ntological		
		Aid	М	anagement	As	ssessment		Screening		Training		Group		Aide	Co	unseling		Total
Wages	\$	4,025	\$	128,952	\$	10,994	\$	13,005	\$	-	\$	-	\$	-	\$	1,433	\$	158,409
Employee leasing and benefits		1,079		43,566		5,561		2,168		-		-		-		382		52,756
Travel		14		5,067		2,651		317		-		-		-		47		8,096
Education and training		-		764		-		20		-		-		-		-		784
Communications/postage		153		6,697		1,904		165		-		147		-		33		9,099
Utilities		289		1,958		625		46		-		-		-		128		3,046
Printing/supplies		64		1,291		257		24		5		-		676		13		2,330
Advertising		-		125		68		2		-		-		-		-		195
Insurance and licenses		221		2,495		678		180		-		158		-		76		3,808
Maintenance and repair		2		35		9		21		-		4		-		1		72
Building costs		188		1,294		416		31		-		7		-		84		2,020
Purchased equipment		85		2,226		371		162		-		152		-		22		3,018
Professional, legal and accounting		18		323		80		34		-		32		-		4		491
Volunteer expenses		-		121		1		2		-		-		-		-		124
Program supplies		-		-		-		4		-		-		-		-		4
In-kind expenses		-		-		-		-		-		-		53,925		-		53,925
Other expenses		26		927		98		14		-		2,188		12,965		5		16,223
				,_,								_,,_						
Totals		6,164		195,841		23,713		16,195		5		2,688		67,566		2,228		314,400
Allocation of Management		2.077		54 604		12 450						5 20 6				704		00.065
and General Expenses		2,977		54,684		13,458		5,756		-		5,386		-		704		82,965
Allocation of Facilities																		
and Maintenance Expenses		611		4,427		1,346		57		-		-		-		270		6,711
				, ,		,- •												- 7 -
Total Expenses	\$	9,752	\$	254,952	\$	38,517	\$	22,008	\$	5	\$	8,074	\$	67,566	\$	3,202	\$	404,076
	Ψ	2,132	Ψ	237,732	Ψ	50,517	Ψ	22,000	Ψ	5	Ψ	0,074	Ψ	07,500	Ψ	5,202	Ψ	101,070
Total Units		53		2,999		519		736		-		59		-		153		-

	Home Service Programs															
	Emergency Alert Companionship Response			Frozen Home Delivered Escort Meals				H	omemaker	Material Aide			In-Home Respite		olunteer	
Wages	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	20,647
Employee leasing and benefits		-		-		-		-		-		-		-		4,419
Travel		-		-		-		-		-		-		-		369
Education and training		-		-		-		-		-		-		-		-
Communications/postage		99		-		1		-		120		13		216		2,154
Utilities		-		-		-		-		-		-		-		1,124
Printing/supplies		-		-		-		-		-		-		-		686
Advertising		-		-		-		-		-		-		-		118
Insurance and licenses		181		-		2		-		223		23		391		818
Maintenance and repair		4		-		-		-		5		1		9		6
Building costs		6		-		-		-		8		1		14		726
Purchased equipment		169		-		2		-		207		22		370		276
Professional, legal and accounting		38		-		-		-		48		5		81		59
Volunteer expenses		-		-		-		-		-		-		-		924
Sub-contractors		313,537		8,321		-		12,754		349,446		375		599,621		-
Program supplies		-		-		-		-		-		-		-		343
In-kind expenses		-		-		-		-		-		-		-		-
Other expenses		-		-		-		-		-		14,385		-		248
Totals		314,034		8,321		5		12,754		350,057		14,825		600,702		32,917
Allocation of Management																
and General Expenses		6,572		-		64		-		8,234		845		13,791		9,898
Allocation of Facilities																
and Maintenance Expenses		-		-		-		-		-		-				2,494
Tatal Function	¢	220 (0)	¢	0 221	¢	(0)	¢	10.754	¢	259 201	¢	15 (70)	¢	(14.402	¢	45 200
Total Expenses	\$	320,606	\$	8,321	\$	69	\$	12,754	\$	358,291	\$	15,670	\$	614,493	\$	45,309
Total Units		20,263		9,366		-		-		22,931		174		37,836		-

	Home Service Programs													
	Vendor C	hore	Nutritional Counseling	Pers	onal Care	E	quipment		ousing		Other Total		Total	Total Direct Program Services
Wages	\$	-	\$-	\$	-	\$	-	\$	-	\$	-	\$	20,647	\$ 780,007
Employee leasing and benefits		-	-		-		-		-		-		4,419	230,356
Travel		-	-		-		-		-		-		369	38,180
Education and training		-	-		-		-		-		-		-	3,442
Communications/postage		1	8		45		292		-		-		2,949	43,521
Utilities		-	-		-		-		-		-		1,124	26,576
Printing/supplies		-	-		-		-		-		-		686	10,967
Advertising		-	-		-		-		-		-		118	1,429
Insurance and licenses		2	14		83		522		-		-		2,259	25,635
Maintenance and repair		-	-		2		12		-		-		39	10,474
Building costs		-	-		3		18		-		-		776	20,687
Purchased equipment		2	14		77		500		-		-		1,639	18,952
Professional, legal and accounting		-	3		18		106		-		-		358	7,249
Volunteer expenses		-	-		-		-		-		-		924	439,458
Sub-contractors		53	-		90,191		154,770		774		-		1,529,842	2,507,092
Program supplies		-	-		-		-		-		-		343	15,499
In-kind expenses		-	-		-		-		_		-		-	138,279
Other expenses		-	-		-		107		_		483		15,223	77,633
1														 <u> </u>
Totals		58	39		90,419		156,327		774		483		1,581,715	4,395,436
Allocation of Management and General Expenses		64	497		3,076		17,942		-		-		60,983	626,366
Allocation of Facilities														
and Maintenance Expenses		-			-		-		-		-		2,494	 32,313
Total Expenses	\$	122	\$ 536	\$	93,495	\$	174,269	\$	774	\$	483	\$	1,645,192	\$ 5,054,115
Total Units		5	5,413		5,242		2,003		8		6			

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, 2016, 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 30, 2017.

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-

Since 1944

www.saltmarshcpa.com = (800) 477-7458

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 30, 2017



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, 2016. 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-

Since 1944

www.saltmarshcpa.com = (800) 477-7458

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

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, 2016.

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 is a neasonable 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 neasonable program or state project that there is a reasonable 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.

Saltmansh Cleansland & bund

Pensacola, Florida May 30, 2017

COUNCIL ON AGING OF WEST FLORIDA, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED DECEMBER 31, 2016

Federal Grantor/Pass-through Grantor/Program Title	CFDA Number	Contract / Grant Number	Expenditures
0			
U.S. Department of Agriculture			
Passed through State of Florida Department of Elder Affairs:			
Child and Adult Care Food Program	10.558	Y6003	\$ 8,586
Senior Farmers Market Nutrition Program	10.576	XQ664	8,000
			16,586
U.S. Department of Housing and Urban Development			
Passed through City of Pensacola:			
Community Development Block Grant	14.218	N/A	70,000
Passed through Escambia County:			
Community Development Block Grant	14.218	N/A	47,000
			117,000
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	AA016-E	365,761
Title III-Part C, Nutrition Services	93.045	AA016-E	795,828
Nutrition Services Incentive Program	93.053	AU016-E	103,530
Total Aging Cluster			1,265,119
National Family Caregiver Support	93.052	AA016-E	161,835
U.S. Department of Homeland Security			
Emergency Food and Shelter National Board Program	97.024	N/A	6,342
Corporation for National and Community Service			
Foster Grandparents/Senior Companion Cluster:			
Foster Grandparent Program	94.011	15SFSFL002	315,194
Senior Companion Program	94.016	15SCSFL001	211,845
Total Foster Grandparents/Senior Companion Cluster			527,039
Total Federal Awards			\$ 2,093,921

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, 2016

State Grantor/Pass-through	CSFA	Contract /	
Grantor/Project Title	Number	Grant Number	Expenditures
State Grants and Aids Appropriations	65.010 65.004 65.006	AC015-E/AC016-E AZ015-E/AZ016-E AR015-E/AR016-E	\$ 1,030,874 405,351 60,741 1,496,966
State Grants and Aids Appropriations	65.001 65.001	AH015-E/AH016-E AH015-E/AH016-E	15,606 204,233 219,839
State of Florida Department of Children and Families Community Care for Disabled Adults	60.008	N/A	420
Total State Financial Assistance			\$ 1,717,225

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, 2016

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, 2016 (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, 2016

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.