

# Senior Citizens of Greater Dallas, Inc.

Financial Report

March 31, 2019

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## Independent Auditor's Report

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

### Report on the Financial Statements

We have audited the accompanying financial statements of Senior Citizens of Greater Dallas, Inc. (a nonprofit organization) (dba The Senior Source), (the Organization) which comprise the statements of financial position as of March 31, 2019 and 2018, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

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

### Auditor's Responsibility

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

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

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

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Senior Citizens of Greater Dallas, Inc. as of March 31, 2019 and 2018, 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.

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

### **Emphasis of Matter**

As discussed in Note 1, the Financial Accounting Standards Board issues Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, information about liquidity and availability of resources, and direction for consistency in the type of information provided about expenses and investment return. The Organization adopted ASU 2016-14. The ASU has been applied retrospectively to all periods presented with the exception of the omission of certain information as permitted by the ASU. Our opinion is not modified with respect to this matter.

### **Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated March 31, 2019, on our consideration of Senior Citizens of Greater Dallas, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Senior Citizens of Greater Dallas, Inc.'s internal control over financial reporting and compliance.

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

WEAVER AND TIDWELL, L.L.P.

Dallas, Texas  
September 9, 2019

# Senior Citizens of Greater Dallas, Inc.

## Statements of Financial Position

March 31, 2019 and 2018

	2019	2018
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 213,764	\$ 221,929
Investments	3,686,899	3,967,082
Accounts receivable	57,534	96,151
Grants receivable	248,654	161,552
Pledges receivable	46,500	41,000
Prepaid expenses	6,580	3,044
Total current assets	4,259,931	4,490,758
<b>PROPERTY AND EQUIPMENT, AT COST</b>		
Land	1,381,450	1,381,450
Building	5,350,429	5,350,429
Furniture and fixtures	543,212	511,500
Transportation equipment	199,154	175,335
Website development	7,500	7,500
	7,481,745	7,426,214
Accumulated depreciation	(2,591,826)	(2,369,850)
Total property and equipment	4,889,919	5,056,364
<b>OTHER ASSETS</b>		
	-	10,317
<b>TOTAL ASSETS</b>	<b>\$ 9,149,850</b>	<b>\$ 9,557,439</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts payable	\$ 101,055	\$ 109,003
Accrued expenses	50,230	32,815
Deferred support	495,314	363,011
Total current liabilities	646,599	504,829
Deferred compensation benefits	-	10,317
Total liabilities	646,599	515,146
<b>NET ASSETS</b>		
Without donor restrictions		
Undesignated	6,355,021	6,389,880
Board designated	8,681	8,681
With donor restrictions	2,139,549	2,643,732
Total net assets	8,503,251	9,042,293
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 9,149,850</b>	<b>\$ 9,557,439</b>

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

# Senior Citizens of Greater Dallas, Inc.

## Statement of Activities Year Ended March 31, 2019

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>REVENUES, GAINS AND OTHER SUPPORT</b>			
Contributions	\$ 1,763,498	\$ 143,500	\$ 1,906,998
United Way allocation	275,000	-	275,000
Special events	1,474,585	-	1,474,585
Investment return	30,055	-	30,055
Federal and state grants	1,726,018	-	1,726,018
Local grants	215,322	-	215,322
Other	307,170	-	307,170
Net assets released from restrictions	647,683	(647,683)	-
	<hr/>	<hr/>	<hr/>
Total revenues, gains and other support	6,439,331	(504,183)	5,935,148
<b>EXPENSES</b>			
Program services	5,425,425	-	5,425,425
Fund raising	597,603	-	597,603
Management and general	451,162	-	451,162
	<hr/>	<hr/>	<hr/>
Total expenses	6,474,190	-	6,474,190
<b>CHANGE IN NET ASSETS</b>	(34,859)	(504,183)	(539,042)
<b>NET ASSETS, beginning of year</b>	<hr/> 6,398,561	<hr/> 2,643,732	<hr/> 9,042,293
<b>NET ASSETS, end of year</b>	<hr/> <u>\$ 6,363,702</u>	<hr/> <u>\$ 2,139,549</u>	<hr/> <u>\$ 8,503,251</u>

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

# Senior Citizens of Greater Dallas, Inc.

## Statement of Activities Year Ended March 31, 2018

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>REVENUES, GAINS AND OTHER SUPPORT</b>			
Contributions	\$ 1,581,945	\$ 329,310	\$ 1,911,255
United Way allocation	276,250	-	276,250
Special events	1,325,033	-	1,325,033
Investment return	274,283	-	274,283
Federal and state grants	1,514,101	-	1,514,101
Local grants	375,119	-	375,119
Other	351,980	-	351,980
Net assets released from restrictions	1,183,304	(1,183,304)	-
	<hr/>	<hr/>	<hr/>
Total revenues, gains and other support	6,882,015	(853,994)	6,028,021
<b>EXPENSES</b>			
Program services	5,469,682	-	5,469,682
Fund raising	592,873	-	592,873
Management and general	612,745	-	612,745
	<hr/>	<hr/>	<hr/>
Total expenses	6,675,300	-	6,675,300
<b>CHANGE IN NET ASSETS</b>	206,715	(853,994)	(647,279)
<b>NET ASSETS, beginning of year</b>	<hr/>	<hr/>	<hr/>
	6,191,846	3,497,726	9,689,572
<b>NET ASSETS, end of year</b>	<hr/>	<hr/>	<hr/>
	\$ 6,398,561	\$ 2,643,732	\$ 9,042,293

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

**Senior Citizens of Greater Dallas, Inc.**  
Statement of Functional Expenses  
Year Ended March 31, 2019

	Management and General	Fund Raising	Program Services										Total	Total	
			AGE	Caregiver Support	Guardianship and Money Management	Long-Term Care Ombudsman	Legacy Corps	RSVP Fund	FGP Fund	Elder Care Partners	SCP Fund	Elder Financial Safety Center			Public Education
Compensation and benefits	\$ 151,552	\$423,918	\$ 169,743	\$ 259,846	\$ 402,923	\$ 609,651	\$ 11,335	\$ 225,227	\$ 271,505	\$ 220,254	\$ 178,492	\$ 1,102,108	\$ 71,395	\$3,522,479	\$4,097,949
Program costs	24,040	5,474	16,186	16,041	22,399	52,857	2,898	30,610	461,572	7,189	282,644	565,535	885	1,458,816	1,488,330
Management	275,206	33,979	19,596	24,789	49,482	72,841	3,844	45,956	28,292	21,620	47,716	108,553	8,148	430,837	740,022
Marketing	364	157	126	119	216	334	-	450	118	726	118	10,263	823	13,293	13,814
Special events	-	134,075	-	-	-	-	-	-	-	-	-	-	-	-	134,075
	<u>\$ 451,162</u>	<u>\$597,603</u>	<u>\$ 205,651</u>	<u>\$ 300,795</u>	<u>\$ 475,020</u>	<u>\$ 735,683</u>	<u>\$ 18,077</u>	<u>\$ 302,243</u>	<u>\$ 761,487</u>	<u>\$ 249,789</u>	<u>\$ 508,970</u>	<u>\$ 1,786,459</u>	<u>\$ 81,251</u>	<u>\$5,425,425</u>	<u>\$6,474,190</u>

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

**Senior Citizens of Greater Dallas, Inc.**  
**Statement of Functional Expenses**  
**Year Ended March 31, 2018**

	Management and General	Fund Raising	Program Services											Total	Total
			AGE	Caregiver Support	Guardianship and Money Management	Long-Term Care Ombudsman	Senior Employment	RSVP Fund	FGP Fund	Elder Care Partners	SCP Fund	Elder Financial Safety Center	Public Education		
Compensation and benefits	\$ 225,395	\$ 434,260	\$ 147,116	\$ 305,785	\$ 464,566	\$ 589,185	\$ 111,930	\$ 233,155	\$ 256,225	\$ 229,869	\$ 214,272	\$ 920,566	\$ 69,447	\$ 3,542,116	\$ 4,201,771
Program costs	44,647	6,201	3,848	56,394	17,987	54,035	11,192	38,749	441,730	4,969	290,503	679,464	1,303	1,600,174	1,651,022
Management	341,061	27,120	10,333	24,290	41,667	50,269	5,032	37,590	18,703	16,401	21,358	70,725	3,478	299,846	668,027
Marketing	1,642	66	-	922	-	-	1,474	235	-	595	-	10,406	13,914	27,546	29,254
Special events	-	125,226	-	-	-	-	-	-	-	-	-	-	-	-	125,226
	<u>\$ 612,745</u>	<u>\$ 592,873</u>	<u>\$ 161,297</u>	<u>\$ 387,391</u>	<u>\$ 524,220</u>	<u>\$ 693,489</u>	<u>\$ 129,628</u>	<u>\$ 309,729</u>	<u>\$ 716,658</u>	<u>\$ 251,834</u>	<u>\$ 526,133</u>	<u>\$ 1,681,161</u>	<u>\$ 88,142</u>	<u>\$ 5,469,682</u>	<u>\$ 6,675,300</u>

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

# Senior Citizens of Greater Dallas, Inc.

## Statements of Cash Flows

Years Ended March 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (539,042)	\$ (647,279)
Adjustments to reconcile change in net assets to net cash used in operating activities		
Depreciation	221,977	211,794
Realized and unrealized gains on investments	(29,999)	(274,074)
Decrease (increase) in		
Accounts receivable	38,617	(70,736)
Grants receivable	(87,102)	(88,091)
Pledges receivable	(5,500)	(39,500)
Prepaid expenses	(3,536)	9,581
Other assets	10,317	(829)
Increase (decrease) in		
Accounts payable	(7,948)	(104,500)
Deferred revenue	132,303	152,121
Deferred compensation	(10,317)	829
Accrued expenses	17,415	(46,958)
	<u>(262,815)</u>	<u>(897,642)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Sale of investments	1,178,024	1,561,243
Purchase of investments	(867,786)	(1,303,302)
Investment income reinvested	(56)	(209)
Capital expenditures	(55,532)	(84,194)
	<u>254,650</u>	<u>173,538</u>
Net cash provided by investing activities	<u>254,650</u>	<u>173,538</u>
Decrease in cash and cash equivalents	(8,165)	(724,104)
<b>CASH AND CASH EQUIVALENTS, beginning of year</b>	<u>221,929</u>	<u>946,033</u>
<b>CASH AND CASH EQUIVALENTS, end of year</b>	<u>\$ 213,764</u>	<u>\$ 221,929</u>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Non-cash donations of goods and services	<u>\$ 329,228</u>	<u>\$ 341,783</u>

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

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### **Note 1. Summary of Significant Accounting Policies**

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

#### **Financial Statement Presentation**

The Organization has adopted Financial Accounting Standards Board (FASB) guidance on not-for-profit financial statement presentation. Under this guidance, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

#### **Net Assets without Donor Restrictions**

Net assets that are not restricted as to use or for which the donor-imposed restrictions have been fulfilled are reported as net assets without donor restrictions in the accompanying financial statements. Net assets without donor restrictions are used to meet the Organization's overall objectives of improving the quality of life of older adults in the greater Dallas area through protection, eldercare, advocacy, volunteerism, and employment services. Board designated net assets include assets designated for the building.

#### **Net Assets with Donor Restrictions**

Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or the passage of time. The income from the investment of these net assets is similarly restricted if specified by the donor. When the purpose of the restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

#### **Contributions**

The Organization has adopted FASB guidance on accounting for contributions received and contributions made. In accordance with FASB guidance, contributions received are recorded as restricted support depending on the existence or nature of any donor restrictions. Under FASB guidance, the Organization reports donor restricted contributions as restricted support and then reclassifies to net assets without donor restrictions upon expiration of the related restrictions.

#### **Estimates**

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

#### **Cash and Cash Equivalents**

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

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### **Fair Value Measurements**

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

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

Level 1 inputs utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access.

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

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

### **Promises to Give**

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

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

### **Donated Materials, Services, and Facilities**

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

### **Special Event Revenue**

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

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Functional Expenses

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

Programs maintained by the Organization are the following:

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

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

- The Elder Financial Safety Center (the Center) represents resources to involve the Organization and collaborating partners: the Dallas Probate Courts and the Dallas County District Attorney's Office; in identifying, preventing, and prosecuting those entities, or entity that exploits the financial security and safety of older adults. Financial safety includes housing, health choices, transportation, fraud, and exploitation. The Center is made possible by the W.W. Caruth, Jr. Foundation at Communities Foundation of Texas.
- Public Education represents resources used for educating the community on age-related needs.

### Property and Equipment

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

Depreciation is provided for under the straight-line method at rates sufficient to amortize the related costs over the estimated useful lives of the respective assets, which is thirty years for the building and five years for the remaining long lived assets. Depreciation expense for the periods ended March 31, 2019 and 2018 was \$221,977 and \$211,794, respectively.

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

### Concentration of Credit Risk

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

### Federal Income Taxes

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

Tax positions taken related to the Organization's tax exempt status, unrelated business activities taxable income and deductibility of expenses and other miscellaneous tax positions have been reviewed, and management is of the opinion that material positions taken by the Organization would more than likely than not be sustained by examination. Accordingly, the Organization has not recorded an income tax liability for uncertain tax benefits. As of March 31, 2019, the Organization's tax years 2016 through 2018 remain subject to examination.

### Reclassifications

Certain accounts relating to the prior period have been restated to conform to current year's presentation. The reclassifications have no effect on prior period change in net assets or total net assets.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Subsequent Events

Subsequent events have been evaluated through September 9, 2019, the date the financial statements were available to be issued. No material subsequent events were noted requiring recognition or disclosure in the financial statements.

### New Accounting Pronouncement and Adoption

On August 18, 2016, the FASB issued Accounting Standards Update ASU 2016-14, Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The ASU has been applied retrospectively.

### Note 2. Marketable Securities and Investments

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

Information related to the investments measured at fair value at March 31, 2019 is as follows:

	Fair Value	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Mutual funds				
Domestic equity	\$ 536,890	\$ 536,890	\$ -	\$ -
International equity	886,162	886,162	-	-
Fixed income	1,514,473	1,514,473	-	-
Alternative strategy	70,221	70,221	-	-
Other	679,153	679,153	-	-
Total Investments	<u>\$ 3,686,899</u>	<u>\$ 3,686,899</u>	<u>\$ -</u>	<u>\$ -</u>

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

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

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

Investments consisted of the following at March 31:

	2019	
	Cost	Fair Value
Mutual funds		
Domestic equity	\$ 496,418	\$ 536,890
International equity	871,043	886,162
Fixed income	1,548,457	1,514,473
Alternative strategy	96,840	70,221
Other	661,722	679,153
	<u>\$ 3,674,480</u>	<u>\$ 3,686,899</u>
	2018	
	Cost	Fair Value
Mutual funds		
Domestic equity	\$ 818,921	\$ 939,216
International equity	929,281	1,051,828
Fixed income	1,422,671	1,390,648
Alternative strategy	92,072	62,216
Other	466,509	523,174
	<u>\$ 3,729,454</u>	<u>\$ 3,967,082</u>

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

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

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

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

	2019	2018
Interest income	\$ 56	\$ 209
Net realized and unrealized gain	29,999	274,074
	\$ 30,055	\$ 274,283

### Note 3. Pledges Receivable

Pledges receivable represent unconditional promises to give. At March 31, 2019 and 2018, these pledges receivable are due to be collected as follows:

	2019	2018
Within one year	\$ 46,500	\$ 41,000
	\$ 46,500	\$ 41,000

The Organization determines the fair value of assets through application of FASB guidance on fair value measurements. There were no pledges receivable requiring fair value measurements at March 31, 2019.

### Note 4. Deferred Compensation Plan

In January 2016, the Organization entered into a deferred compensation plan with a member of management. The contributions that have been deferred since the plan's inception have been accrued and the only expenses, other than the Organization's annual contributions permitted by the Internal Revenue Code, related to this plan is the interest on the deferred amounts. Investment returns related to this plan include \$64 and \$1,337 in 2019 and 2018, respectively. The Organization has included in "Deferred compensation benefits" \$10,317 at March 31, 2018. The Organization has included in "Other assets" \$10,317 at March 31, 2018, which represent the fair value of the plan. On September 14, 2018, the Organization paid out the balance of the Deferred Compensation Plan and at March 31, 2019 had a balance of \$0 in "Deferred compensation benefits" and "Other assets". These assets were previously held in alternative strategy mutual funds and reported as level 1 determined by reference to quoted market prices for investments listed on an exchange or over-the-counter market.

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### Note 5. Retirement Plan

The Organization established a thrift plan November 1, 1992. Each participant may elect to contribute a percentage of annual compensation provided that the contribution does not exceed the lesser of the maximum permitted by the Internal Revenue Code of \$18,500 per year or the individual's maximum excludable allowance. The Organization contributes 5% of each eligible participant's salary. The Organization makes an additional contribution equal to 100% of the eligible participants' salary reduction amount up to 3%. The value of the account attributable to the participant's own contributions is always fully and immediately vested. The value of the participant's account attributable to the Organization's contributions is 25% vested after one year of service, 50% vested after two years of service, and 100% vested after three years of service. During the years ended March 31, 2019 and 2018, the Organization incurred \$217,508 and \$228,940, respectively, of expense for retirement contributions.

### Note 6. Net Assets

Net assets with donor restrictions at March 31, 2019 and 2018 consist of:

	<u>2019</u>	<u>2018</u>
Building operations	\$ 1,996,049	\$ 2,306,049
Program services	143,500	337,683
	<u>\$ 2,139,549</u>	<u>\$ 2,643,732</u>

### Note 7. Special Events

Special events consisted of the following for the year ended March 31, 2019:

	<u>Spirit Luncheon</u>	<u>TI Golf Tournament</u>	<u>JUB Jam</u>	<u>Sage Society</u>	<u>2019 Total</u>
Revenues	\$ 1,137,798	\$ 20,865	\$ 89,520	\$ 226,402	\$ 1,474,585
Expenses	(108,875)	(227)	(7,645)	(17,328)	(134,075)
	<u>\$ 1,028,923</u>	<u>\$ 20,638</u>	<u>\$ 81,875</u>	<u>\$ 209,074</u>	<u>\$ 1,340,510</u>

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

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

# Senior Citizens of Greater Dallas, Inc.

## Notes to Financial Statements

### **Note 8. Liquidity**

The Organization has \$3.9 million of financial assets available within 1 year of the balance sheet date to meet cash needs for general expenditure consisting of cash of \$214 thousand and short-term investments of \$2.5 million. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date. The pledges receivable are subject to implied time restrictions but are expected to be collected within one year. The Organization has a goal to maintain financial assets, which consist of cash and short-term investments, on hand to meet 90 days of normal operating expenses, which are, on average, approximately \$1.4 million.