EASTER SEALS WASHINGTON

FINANCIAL STATEMENTS WITH INDEPENDENT AUDITORS' REPORT

DECEMBER 31, 2015

Jones & Associates LLC
Certified Public Accountants

INDEPENDENT AUDITORS' REPORT

To the Audit Committee of the Board of Directors
Easter Seals Washington
Seattle, Washington

We have audited the accompanying financial statements of Easter Seals Washington (a nonprofit organization), which comprise the statement of financial position as of December 31, 2015, and the related statements of activities, functional expenses and cash flows for the year 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Easter Seals Washington as of December 31, 2015, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Jones & Associates LLC, CPAs

Jones & Associates LLC, CPAs
March 22, 2016

TEL 206.525.5170
1701 NE 104th Street
Seattle, WA 98125-7646
www.judyjonescpa.com

EASTER SEALS WASHINGTON
STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2015

ASSETS		
Cash and cash equivalents	$	293,154
Accounts receivable		224,639
Pledges receivable		35,314
Prepaid expenses and other		73,345
Total current assets		626,452
PROPERTY		
Land		42,000
Building, equipment and improvements		2,598,821
(Less accumulated depreciation)		(1,133,396)
INVESTMENTS		686,554
	$	2,820,431
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable	$	69,908
Accrued expenses		167,444
Deferred revenue		28,614
Note payable, current		41,575
Total current liabilities		307,541
Note payable, noncurrent		123,156
		430,697
NET ASSETS		
Unrestricted		804,602
Unrestricted - Board designated		1,025,124
Temporarily restricted		137,760
Permanently restricted		422,248
		2,389,734
	$	2,820,431

See accompanying notes to financial statements.

EASTER SEALS WASHINGTON
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2015

	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
PUBLIC SUPPORT AND REVENUE				
Public support				
Individual contributions	$ 149,506	$ 102,527	$ 46,979	$ -
Organization contributions	181,877	138,706	43,171	-
Donated facilities, goods and equpment	321,265	321,265	-	-
Total public support	652,648	562,498	90,150	-
Revenue				
Public program service fees	2,386,613	2,386,613	-	-
Government program service fees	2,069,815	2,069,815	-	-
Investment return	11,938	13,643	(1,705)	-
Change in fair value of beneficial interest in trust held by others	(26,010)	-	-	(26,010)
Total revenue	4,442,356	4,470,071	(1,705)	(26,010)
Net assets released from restrictions	-	60,164	(60,164)	-
Total public support and revenue	5,095,004	5,092,733	28,281	(26,010)
EXPENSES				
Program services				
Public health education	48,706	48,706	-	-
Direct services	4,604,752	4,604,752	-	-
Total program services	4,653,458	4,653,458	-	-
Supporting services				
Management and general	428,619	428,619	-	-
Fundraising	198,740	198,740	-	-
Total supporting services	627,359	627,359	-	-
Total functional expenses	5,280,817	5,280,817	-	-
National membership dues	57,795	57,795	-	-
Total expenses	5,338,612	5,338,612	-	-
CHANGE IN NET ASSETS	(243,608)	(245,879)	28,281	(26,010)
NET ASSETS				
Beginning of year	2,633,342	2,075,605	109,479	448,258
End of year	$ 2,389,734	$ 1,829,726	$ 137,760	$ 422,248

EASTER SEALS WASHINGTON
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2015

	Program Services			Support Services		
	Public Health Education	Direct Services	Total Program	Management and General	Fund Raising	Total
Salaries and related expenses	$ 25,836	$ 3,463,627	$ 3,489,463	$ 270,446	$ 165,827	$ 3,925,736
Operating supplies and cost of resale goods	20,044	390,901	410,945	749	10,161	421,855
Contributed facilities, goods and services	-	310,226	310,226	-	11,039	321,265
Contract services and professional fees	840	26,379	27,219	50,932	6,055	84,206
Occupancy	-	229,308	229,308	67,435	-	296,743
Telephone	723	16,454	17,177	3,561	3,561	24,299
Travel and education	144	29,668	29,812	4,417	806	35,035
Insurance	990	44,457	45,447	3,421	-	48,868
Interest expense	-	-	-	11,083	-	11,083
Minor equipment purchases and maintenance	77	6,041	6,118	496	496	7,110
Postage and shipping	52	843	895	397	795	2,087
Bad debt expense	-	15,406	15,406	-	-	15,406
Depreciation	-	71,442	71,442	15,682	-	87,124
	$ 48,706	$4,604,752	$4,653,458	$ 428,619	$ 198,740	$5,280,817

EASTER SEALS WASHINGTON
STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2015

CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$	(243,608)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation		87,124
Change in fair value of trust held by others		26,010
Net realized and unrealized loss on investments		11,067
Net changes in operating assets and liabilities		
Accounts receivable		116,221
Pledges receivable		(35,314)
Prepaid expenses and other		(10,801)
Accounts payable and accrued expenses		7,077
Deferred revenue		6,555
		(35,669)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of investments		(18,412)
Purchase of property		(11,292)
		(29,704)
CASH FLOWS FROM FINANCING ACTIVITIES		
Distributions from beneficial interest in assets held by others		14,548
Payments on note payable		(39,992)
		(25,444)
NET CHANGE IN CASH AND CASH EQUIVALENTS		(90,817)
CASH AND CASH EQUIVALENTS		
Beginning of the period		383,971
End of the period	$	293,154
SUPPLEMENTAL DISCLOSURE		
Cash paid during the period for interest	$	11,083

Note 1 – Nature of Activities and Summary of Significant Accounting Policies

Nature of Activities – Easter Seals Washington (the Organization) is a not-for-profit corporation organized in 1947. It is affiliated with Easter Seals National Headquarters, the national governing organization. The Organization provides direct services to children and adults with disabilities. Program services include community access assistance, supported employment, resident camping, assistive technology, and inclusive child care services, among other services. Operations are headquartered in Seattle, Washington with outlying offices and camps located throughout the State of Washington.

Basis of Accounting and Presentation – The financial statements have been prepared on the accrual basis of accounting and report information regarding the Organization's financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. The Board has designated certain otherwise unrestricted net assets as a general reserve fund.

Cash and Cash Equivalents – For purposes of the statements of cash flows, the Organization considers all bank accounts and unrestricted highly liquid investments with an initial maturity of three months or less to be cash and cash equivalents. Deposits with a single financial institution occasionally exceed federally insured limits, which subject the Organization to a concentration of deposit risk. The Organization has not experienced losses due to this concentration.

Accounts Receivable – Accounts receivable includes credit extended to various governmental agencies and individuals for program service fees. All account balances are due in less than one year. Collateral is generally not required. No allowance for uncollectible balances has been established by management based upon the Organization's historical experience in the collection of balances due.

Pledges Receivable – Pledges receivable from donors are recognized as revenue or gains in the period to which they are committed and as assets, decreases of liabilities, or expenses depending on the form of benefits received. All pledges receivable are due within one year. No allowance for uncollectible balances has been established by management based on the Organization's historical experience in the collection of balances due.

Property – Purchased property and equipment are stated at cost. Donated property is recognized as revenue and capitalized at its estimated fair value at the date of receipt. The Organization capitalizes assets that have a useful life greater than one year and a value greater than $1,000. Depreciation is computed using the straight-line method based on estimated useful lives of 7 to 40 years for buildings and improvements and 3 to 15 years for equipment and furniture.

Investments – The Organization carries investments at their fair values in the statement of financial position. Realized and unrealized gains and losses are included in the change in net assets in the statement of activities.

Deferred Revenue – Income received in advance from public and government program service fees is deferred and recognized over the periods to which the fees relate.

Note 1 – Nature of Activities and Summary of Significant Accounting Policies (continued)

Revenue Recognition – Contributions are recorded as increases in unrestricted unless use of the related assets is limited by donor-imposed restrictions. When a restriction expires, that is when a purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction.

Government program service fees are recognized based on billings submitted for reimbursement and are subject to audit and retroactive adjustment made by the funding agencies. The adjustments would be recorded at the time that such amounts can first be reasonably determined, normally upon notification by the government agency. There were no adjustments resulting from government audits during the year ended December 31, 2015.

Donated Facilities, Goods and Equipment – Donated facilities, goods and equipment are recorded as donations at their estimated fair values at the date of the donation. The estimated value of facilities donated is $287,186 for the year ended December 31, 2015. The estimated value of goods and use of equipment received is $34,079 for the year ended December 31, 2015.

The Organization recognizes donated services if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individual possessing those skills, and would typically need to be purchased if not donated. No amounts have been recorded for such services during the year ended December 31, 2015.

Expense Allocation – The costs of providing various programs and other activities have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Estimates – Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Income Tax Status – The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A)(vi) and has been classified as an organization other than a private foundation under Section 509(a)(1).

The Organization files information and tax returns in the U.S. federal jurisdiction, and state and local jurisdictions. The Organization is subject to U.S. federal, state and local examinations by tax authorities for the current year and certain prior years based on applicable laws and regulations.

Line of Credit – The Organization has a $100,000 unsecured revolving line of credit with a major financial institution, which has a zero balance at December 31, 2015.

Subsequent Events – Subsequent events were evaluated through the date of the independent auditors' report, which is the date the financial statements were available to be issued.

Note 2 – Fair Value Measurements

Fair value is defined as the price received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. Accounting standards establish a hierarchy for measuring fair value that gives the highest priority to unadjusted quoted prices in active markets (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are as follows:

Level 1 Unadjusted quoted prices for identical assets or liabilities in active markets.

Level 2 Quoted prices for similar assets or liabilities in active markets, quoted prices for identical assets or liabilities in inactive markets, or other inputs that can be corroborated by observable market data.

Level 3 Inputs that are not observable that reflect management's assumptions and estimates.

The following table summarizes the valuation of the Organization's financial investments and interests under the fair value hierarchy at December 31, 2015:

	Level 1	Level 2	Level 3	Total
Money market funds	$ 6,840	$ -	$ -	$ 6,840
Common stock	56,382	-	-	56,382
Bond mutual funds	156,758	-	-	156,758
The Seattle Foundation pool	-	-	94,576	94,576
Trust held by others	-	-	371,998	371,998
	$ 219,980	$ -	$ 466,574	$ 686,554

The changes in financial investments and interests measured at fair value using level 3 inputs are reflected below for the year ended December 31, 2015:

Balance, beginning of year	$ 494,289
Contributions	-
Net loss on trusts held by third parties	(13,167)
Distributions received	(14,548)
Balance, end of year	$ 466,574

Note 3 – Trust Held by Others

The Organization is a named, designated beneficiary of a perpetual trust (the Trust) that is held and administered by a bank. The Organization does not exercise control over the investment of the fund or the timing or amount of distributions. Distributions from the fund are available for general operating purposes.

The Organization's beneficial interest in the Trust is reported in the accompanying statement of financial position as a permanently restricted net asset carried at fair value reported by the trustee at year end. Fair value is measured as the underlying value of the assets held in perpetuity for the Organization's benefit (Level 3 inputs as described in Note 2). The Organization's interest in gains or losses in the fund's value is recognized in the statement of activities and is included in the change in permanently restricted net assets. The Organization records receipts of distributions from the trust as unrestricted investment return.

Note 4 – Investment Return

The following schedule summarizes the investment return in the statement of activities for the year ended December 31, 2015:

Interest and dividends	$	13,049
Realized gain		6,325
Unrealized loss		(17,392)
Distributions from trust held by others		14,548
Less investment management fees		(4,592)
	$	11,938

Note 5 – Note Payable

The Organization has a note payable to a bank secured by land and buildings. The note was obtained to pay out the termination shortfall on the Organization's pension plan. The note carries an interest rate of 5.40% and matures in July 2019. Interest expense associated with the note is $11,083 for the year ended December 31, 2015.

Future scheduled maturities of the note payable are as follows for the years ending December 31:

2016	$	41,575
2017		44,498
2018		47,626
2019		31,032
	$	164,731

Note 6 – Temporarily Restricted Net Assets

Temporarily restricted net assets are included in cash, investments and pledges receivable and consist of the following at December 31, 2015:

Camp pool project	$	39,626
For use in subsequent year		33,314
Building and upgrading camp facilities		17,363
Other programs		3,131
Unappropriated endowment investment return		44,326
	$	137,760

Note 7 – Permanently Restricted Net Assets

Nature of Permanently Restricted Net Assets and Applicable Laws - Permanently restricted net assets consist of two parts:

- A donor restricted endowment (the Endowment) in which the investment return is to be used for building and upgrading camp facilities (the corpus valued at $50,250 at December 31, 2015); and;
- A beneficial interest in a perpetual trust (the Trust, described in Note 3, and the corpus valued at $371,998 at December 31, 2015).

The Board of Directors of the Organization has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment fund absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies the Endowment as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

The remaining portion of the Endowment that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Organization, and (7) the Organization's investment policies.

Investment Return Objectives, Risk Parameters and Strategies - The Organization has adopted investment and spending policies for the Endowment asset that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk.

The Endowment investments are managed by The Seattle Foundation (the Foundation). The Foundation was established in 1946 and since its formation has managed funds for many not-for-profit organizations in the Puget Sound area. Endowment assets are invested in a well diversified asset mix, which includes equity and debt securities, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to make an annual distribution based growth of the funds, while allowing growth if possible. Therefore, the Organization expects its endowment assets, over time, to produce an average rate of return of approximately 4.5% annually. Currently, the expected nominal rate of return is approximately 8%. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund. Investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk. Realized and unrealized gains/losses from securities in the investment pool are allocated to the individual accounts based on the relationship of the fair value of each account to the

Note 7 – Permanently Restricted Net Assets (continued)

total fair value of the pooled investment accounts, as adjusted for additions to and deductions from those accounts.

Spending Policy – For the Endowment, the Organization has a policy of appropriating for distribution each year based on the growth of the funds. In establishing this policy, the Organization considered the long-term expected return on its investment assets, the nature and duration of the individual endowment funds, many of which must be maintained in perpetuity because of donor-restrictions, and the possible effects of inflation. The Foundation's assets are principally in trusts from which income is distributed to the participating organizations. The Foundation's spending policy provides that up to 4.5% of the market value of the invested assets (calculated using a 12 quarter rolling average) on invested assets can be expended annually. The Organization expects the current spending policy to allow its endowment funds to grow at a rate equal to inflation. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets as well as to provide additional real growth through new gifts and investment return.

Changes in permanently restricted net assets for the year ended December 31, 2015 are as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Balance, beginning of year	$ -	$ 46,031	$ 448,258	$ 494,289
Contributions	-	-	-	-
Investment income	-	2,862	-	2,862
Net appreciation of Endowment	-	(4,567)	-	(4,567)
Change in fair value of Trust	-	-	(26,010)	(26,010)
Amounts appropriated for expenditure	-	-	-	-
Balance, end of year	$ -	$ 44,326	$ 422,248	$ 466,574

Note 8 – Commitments

The Organization leases its facilities and certain equipment under non-cancellable operating agreements. Total rent expense under these leases totaled $159,801 for the year ended December 31, 2015 Future minimum lease payments for the years ending December 31 are as follows:

2016	$ 177,915
2017	175,084
2018	73,198
2019	60,719
2020	25,560
	$ 512,476