

JACKSON COUNTY UNITED WAY, INC.

FINANCIAL STATEMENTS

AND

SUPPLEMENTARY INFORMATION

DECEMBER 31, 2016 AND 2015

CPAs / ADVISORS



JACKSON COUNTY UNITED WAY, INC.

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Blue & Co., LLC / 813 West Second Street / Seymour, IN 47274
main 812.522.8416 fax 812.523.8615 email blue@blueandco.com

REPORT OF INDEPENDENT AUDITORS

Board of Directors
Jackson County United Way, Inc.
Seymour, Indiana

Report on the Financial Statements

We have audited the accompanying financial statements of the Jackson County United Way, Inc. (the "Organization") which comprise the statements of financial position as of December 31, 2016 and 2015, 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. Those standards require that we plan and perform the audits 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 the Organization 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.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying supplemental information on page 15 is presented for the purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Blue & Co., LLC

Seymour, Indiana

June 23, 2017

JACKSON COUNTY UNITED WAY, INC.

STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2016 AND 2015

ASSETS

	2016	2015
Cash	\$ 556,896	\$ 398,260
Certificates of deposit	85,743	226,514
Board designated investments	20,537	20,747
Pledges receivable, net	305,684	240,526
Prepaid expenses	5,945	3,071
Office furniture and equipment, net	2,781	5,194
	<u>\$ 977,586</u>	<u>\$ 894,312</u>

LIABILITIES AND NET ASSETS

Liabilities

Accounts payable	\$ 9,996	\$ 9,324
Designations payable	32,738	28,178
Agency liability	1,682	16,756
Deferred revenue	47,457	92,093
Total liabilities	91,873	146,351

Net assets

Unrestricted		
Board designated reserve	158,750	158,750
Undesignated	213,023	49,511
Total unrestricted net assets	371,773	208,261
Temporarily restricted	513,940	539,700
Total net assets	885,713	747,961
	<u>\$ 977,586</u>	<u>\$ 894,312</u>

See accompanying notes to financial statements.

JACKSON COUNTY UNITED WAY, INC.

STATEMENT OF ACTIVITIES
 YEAR ENDED DECEMBER 31, 2016
 (WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2015)

	2016			2015
	Unrestricted	Temporarily Restricted	Total	Total
Support and revenues				
Gross campaign results	\$ 367,037	\$ 528,858	\$ 895,895	\$ 681,260
Less donor designations	12,335	20,354	32,689	15,592
Less provision for uncollectible accounts	9,211	-0-	9,211	19,688
Net campaign results	345,491	508,504	853,995	645,980
Grant revenue	55,592	-0-	55,592	47,470
In-kind services	4,719	-0-	4,719	9,759
Investment return	2,291	-0-	2,291	112
Rock 'n Ready	14,013	-0-	14,013	-0-
Day of Caring	6,675	-0-	6,675	5,900
Miscellaneous	5,315	-0-	5,315	5,561
Net assets released from time restrictions	534,264	(534,264)	-0-	-0-
Total support and revenues	968,360	(25,760)	942,600	714,782
Expenses				
Program services	638,733	-0-	638,733	607,080
Management and general	76,709	-0-	76,709	79,764
Fundraising	89,406	-0-	89,406	103,049
Total expenses	804,848	-0-	804,848	789,893
Change in net assets	163,512	(25,760)	137,752	(75,111)
Net assets, beginning of year	208,261	539,700	747,961	823,072
Net assets, end of year	\$ 371,773	\$ 513,940	\$ 885,713	\$ 747,961

See accompanying notes to financial statements.

JACKSON COUNTY UNITED WAY, INC.

STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2015

	Unrestricted	Temporarily Restricted	Total
Support and revenues			
Gross campaign results	\$ 140,353	\$ 540,907	\$ 681,260
Less donor designations	6,296	9,296	15,592
Less provision for uncollectible accounts	<u>19,688</u>	<u>-0-</u>	<u>19,688</u>
Net campaign results	114,369	531,611	645,980
Grant revenue	47,470	-0-	47,470
In-kind services	9,759	-0-	9,759
Investment return	112	-0-	112
Day of Caring	5,900	-0-	5,900
Miscellaneous	5,561	-0-	5,561
Net assets released from time restrictions	<u>649,553</u>	<u>(649,553)</u>	<u>-0-</u>
Total support and revenues	832,724	(117,942)	714,782
Expenses			
Program services	607,080	-0-	607,080
Management and general	79,764	-0-	79,764
Fundraising	<u>103,049</u>	<u>-0-</u>	<u>103,049</u>
Total expenses	<u>789,893</u>	<u>-0-</u>	<u>789,893</u>
Change in net assets	42,831	(117,942)	(75,111)
Net assets, beginning of year	<u>165,430</u>	<u>657,642</u>	<u>823,072</u>
Net assets, end of year	<u>\$ 208,261</u>	<u>\$ 539,700</u>	<u>\$ 747,961</u>

See accompanying notes to financial statements.

JACKSON COUNTY UNITED WAY, INC.

STATEMENTS OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2016

(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2015)

	2016				2015
	Program Services	Management and General	Fundraising	Total	Total
Agency allocations	\$ 498,227	\$ -0-	\$ -0-	\$ 498,227	\$ 498,227
Salaries	43,242	34,339	49,601	127,182	125,536
Payroll taxes	3,308	2,627	3,794	9,729	10,502
Professional services	3,808	14,099	4,368	22,275	21,375
2-1-1 program expense	8,361	-0-	-0-	8,361	8,465
1213 grant	5,149	-0-	-0-	5,149	12,750
Occupancy	6,308	6,309	8,412	21,029	19,200
In-kind expense	2,123	472	2,124	4,719	9,759
1010 grant	-0-	-0-	-0-	-0-	18,219
VITA grant	4,527	-0-	-0-	4,527	3,701
Work2Gether grant	39,037	-0-	-0-	39,037	-0-
Insurance	5,113	7,672	-0-	12,785	13,342
NAUW fee	3,782	840	3,781	8,403	6,893
Dues and subscriptions	1,146	254	1,144	2,544	2,347
Campaign supplies	-0-	-0-	5,875	5,875	6,760
Employee benefits	1,493	1,186	1,714	4,393	3,715
Day of Caring	5,169	-0-	-0-	5,169	4,244
Marketing and special events	652	-0-	653	1,305	3,270
Repairs and maintenance	1,903	1,903	1,960	5,766	2,046
Telephone	897	768	895	2,560	2,562
Supplies	367	263	421	1,051	1,576
Postage	885	758	885	2,528	2,510
Miscellaneous	3,236	2,806	3,779	9,821	7,704
Depreciation	-0-	2,413	-0-	2,413	5,190
	<u>\$ 638,733</u>	<u>\$ 76,709</u>	<u>\$ 89,406</u>	<u>\$ 804,848</u>	<u>\$ 789,893</u>

See accompanying notes to financial statements.

JACKSON COUNTY UNITED WAY, INC.

STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016	2015
Operating activities		
Change in net assets	\$ 137,752	\$ (75,111)
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation	2,413	5,190
Provision for uncollectible accounts	9,211	19,688
Interest earned on certificates of deposit	(592)	(1,038)
Investment income earned on board designated investments	(740)	1,165
Changes in assets and liabilities:		
Pledges receivable	(74,369)	89,449
Prepaid expenses	(2,874)	816
Accounts payable	672	(7,849)
Designations payable	4,560	10,116
Agency liability	(15,074)	9,163
Deferred revenue	(44,636)	50,925
Net cash flows from operating activities	16,323	102,514
Investing activities		
Purchase of certificates of deposit	(10,000)	(145,276)
Maturities of certificates of deposit	151,363	75,139
Distributions received from board designated investments	950	987
Net cash flows from investing activities	142,313	(69,150)
Net change in cash	158,636	33,364
Cash, beginning of year	398,260	364,896
Cash, end of year	\$ 556,896	\$ 398,260
Supplemental disclosure of non-cash investing activity		
Property and equipment purchased in accounts payable	\$ -0-	\$ 6,298

See accompanying notes to financial statements.

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016 AND 2015

1. NATURE OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations

Jackson County United Way, Inc. (the "Organization") was formed in 1962 to continually assess the needs of the people of Jackson County and improve their quality of life by raising and allocating funds for human care and developmental programs. Substantially all support is received from various individuals and businesses in Jackson County and surrounding areas.

Management's Estimates

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities and the reported support, revenues and expenses. Actual results could vary from the estimates that were used.

Basis of Presentation

Net assets, support, revenues, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization are classified and reported as follows:

Unrestricted net assets – Net assets that are not subject to donor-imposed restrictions. Also included in unrestricted net assets are amounts designated by the Organization's board of directors.

Temporarily restricted net assets – Net assets that have donor-imposed restrictions relating to a stipulated purpose or a specified time. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statements of Activities as net assets released from restrictions.

Certificates of Deposit

Certificates of deposit consist of multiple certificates from various financial institutions with maturity dates from May 2017 to November 2019 and interest rates ranging from 0.15 percent to 1.34 percent. Certificates of deposit are valued at the original cost plus accrued interest.

Board Designated Investments

The Board of Directors has designated certain amounts for future expenditures and investment in operations and placed it in a custodial fund with Community Foundation of Jackson County, Inc.

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016 AND 2015

These investments are measured at fair value in the Statements of Financial Position. Investment income or loss, including realized and unrealized gains and losses on investments, interest, and dividends is included in investment return in the Statements of Activities. The funds are invested in accordance with the Community Foundation of Jackson County, Inc.'s investment policy.

Pledges Receivable

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Pledges and contributions received and committed for subsequent years from the annual fund drive held late in the calendar year are recorded as temporarily restricted net assets. These amounts are reflected as net assets released from restrictions during the program year for which the funds were designated.

The Organization uses the allowance method to determine the uncollectible unconditional promises receivable. The allowance is based on prior years' experience and management's analysis of specific promises made. Receivables are considered uncollectible if (1) over two years outstanding or (2) management has reasons to believe specified amounts will not be collected, usually based on confirmation from donors.

Office Furniture and Equipment

Office furniture and equipment, including expenditures that substantially increase the useful lives of existing assets, are recorded at cost except for donations, which are recorded at fair value at the date of the donation. Costs of ordinary maintenance and repairs are expensed as incurred.

Office furniture and equipment of the Organization are being depreciated over their estimated useful lives ranging from three to five years using the straight-line method.

Agency Liability

The Organization serves as fiscal agent of funds for certain organizations. The amounts are reported as an agency liability in the Statements of Financial Position.

Support, Revenues and Expense Recognition

Contributions are recognized as support in the period the promise is made.

Support and revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law.

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016 AND 2015

The Organization recognizes grant revenue in the period the related expenses are incurred.

All other revenues are recorded when earned.

In-Kind Contributions

In addition to receiving cash contributions, the Organization receives in-kind contributions of services from various donors. It is the policy of the Organization to record the estimated fair value of certain in-kind donations as an expense in its financial statements, and similarly increase contribution revenue by a like amount. Contributions of services are recognized as revenue at their estimated fair value only when the services received create or enhance nonfinancial assets or require specialized skills possessed by the individuals providing the service and the service would typically need to be purchased if not donated. For the years ended December 31, 2016 and 2015, revenue recognized as in-kind contributions and contributed services totaled \$4,719 and \$9,759, respectively.

Functional Allocation of Expenses

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statements of activities and functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. While the methods of allocation are considered appropriate, other methods could produce different results.

Income Taxes

The Organization is a not-for-profit corporation as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal taxes on related income pursuant to Section 501(a) of the Code.

Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by the Organization and recognize a tax liability if the Organization has taken an uncertain position that more likely than not would not be sustained upon examination by various federal and state taxing authorities. Management has analyzed the tax positions taken by the Organization, and has concluded that as of December 31, 2016 and 2015, there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the accompanying financial statements. The Organization is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

As such, the Organization is generally exempt from income taxes. However, the Organization is required to file Federal Form 990 – Return of Organization Exempt from Income Tax which is an informational return only.

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016 AND 2015

Subsequent Events

The Organization has evaluated events or transactions occurring subsequent to the Statement of Financial Position date for recognition and disclosure in the accompanying financial statements through the date the financial statements are available to be issued, which is June 23, 2017.

2. RECENTLY ISSUED ACCOUNTING STANDARDS

On August 18, 2016, the FASB issued ASU No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities (Topic 958)* that amends how a not-for-profit organization classifies its net assets, as well as the information it presents in financial statements and notes about its liquidity, financial performance, and cash flows. This new standard, which the Organization is not required to adopt until its year ending December 31, 2018, requires improved presentation and disclosures to help not-for-profits provide more relevant information about their resources (and the changes in those resources) to donors, grantors, creditors, and other users. This ASU completes the first phase of a two-phase project to amend not-for-profit financial reporting requirements.

The Organization is presently evaluating the effects that this ASU will have on its future financial statements, including related disclosures.

3. BOARD DESIGNATED INVESTMENTS

The Organization has transferred assets to the Community Foundation of Jackson County, Inc. and retained a beneficial interest in those assets. The Organization is to receive a grant annually based upon the Community Foundation of Jackson County, Inc.'s spending policy. The Organization has granted variance power to the community foundation to carry out the purpose of the designated endowment created by the initial transfer.

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1) and the lowest priority to unobservable inputs (level 3).

The three levels of the fair value hierarchy are described as follows:

- Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.
- Level 2: Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

liability; inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

- Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset’s fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2016 and 2015.

- *Board designated investments:* Valued at fair value as reported by Community Foundation of Jackson County (the “Foundation”), which represents the Organization’s pro-rata interest in the Foundation’s investment pool, substantially all of which are valued on a mark-to-market basis.

The fair value of these assets is measured on a recurring basis using significant unobservable inputs (Level 3) and included in the Statements of Financial Position at \$20,537 and \$20,747 at December 31, 2016 and 2015, respectively. The Organization’s policy is to recognize transfers, if any, between levels as of the actual date of the event or change in circumstances. There were no transfers during 2016 or 2015.

The progression of this endowment fund is as follows:

	2016	2015
Beginning balance	\$ 20,747	\$ 22,899
Investment return, net	1,126	(775)
Grants expense	(950)	(987)
Administrative fees	(386)	(390)
	\$ 20,537	\$ 20,747

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

4. PLEDGES RECEIVABLE, NET

An analysis of pledges receivable at December 31, 2016 and 2015 are as follows:

	<u>2016</u>	<u>2015</u>
2014 Campaign due during the year ended December 31, 2015	\$ -0-	\$ 62,012
2015 Campaign due during the year ended December 31, 2016	83,308	292,158
2016 Campaign due during the year ended December 31, 2017	<u>317,369</u>	<u>-0-</u>
Totals	400,677	354,170
Less allowance for uncollectible pledges	<u>94,993</u>	<u>113,644</u>
	<u>\$ 305,684</u>	<u>\$ 240,526</u>

The campaign conducted during the fall of 2015 with pledges due in 2016 is referred to as the 2015 campaign, and the campaign conducted during the fall of 2016 with pledges due in 2017 is referred to as the 2016 campaign.

5. OFFICE FURNITURE AND EQUIPMENT

A summary of office furniture and equipment at December 31, 2016 and 2015 is as follows:

	<u>2016</u>	<u>2015</u>
Office furniture and equipment	\$ 34,441	\$ 41,517
Less accumulated depreciation	<u>31,660</u>	<u>36,323</u>
	<u>\$ 2,781</u>	<u>\$ 5,194</u>

6. TEMPORARILY RESTRICTED NET ASSETS AND NET ASSETS RELEASED FROM RESTRICTIONS

Temporarily restricted net assets consist of contributions from the annual fund drive at December 31, 2016 and 2015 restricted to the following year totaling \$513,940 and \$539,700, respectively.

Temporarily restricted net assets released from time restrictions during the years ended December 31, 2016 and 2015 totaled \$534,264 and \$649,553, respectively.

JACKSON COUNTY UNITED WAY, INC.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

7. BOARD DESIGNATED RESERVE

The Organization maintains a reserve in an amount equal to at least 25 percent of the amount due to or anticipated to be paid to agencies in the subsequent year in order to preserve funds for payout to agencies in times of financial distress.

8. OPERATING LEASES

The Organization leases office space under a five year lease agreement through 2020. Monthly payments include rent and utilities and totaled \$21,029 and \$19,200 for the years ended December 31, 2016 and 2015, respectively.

The future minimum lease payments at December 31, 2016 are as follows:

<u>Year</u>	<u>Amount</u>
2017	\$ 21,029
2018	21,029
2019	21,029
2020	<u>15,771</u>
	<u>\$ 78,858</u>

9. RELATED PARTY TRANSACTIONS

The Organization received \$13,331 and \$19,715 in contributions from members of the Organization’s board of directors and employees during the years ended December 31, 2016 and 2015, respectively.

10. CONCENTRATIONS

The Organization is exposed to concentrations of credit risk for pledge amounts due to the vast majority of donors residing in Jackson County, Indiana. Although the Organization is directly affected by the well-being of the economy of Jackson County, management does not believe significant credit risk exists at December 31, 2016.

The Organization maintains its cash and certificates of deposit in bank deposit accounts insured by the Federal Deposit Insurance Corporation at its current coverage levels. 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 certificates of deposit.

SUPPLEMENTARY INFORMATION

JACKSON COUNTY UNITED WAY, INC.

SCHEDULES OF ALLOCATIONS TO AGENCIES
YEARS ENDED DECEMBER 31, 2016 AND 2015

Agency	2016	2015
American Red Cross	\$ 52,676	\$ 52,676
Hoosier Trails Boy Scouts	15,517	15,517
Kentuckiana Girl Scouts	17,833	17,833
Mental Health America	9,386	9,386
Jackson County ARC	10,236	10,236
Salvation Army	4,438	4,438
Boys & Girls Club	102,339	102,339
Girls, Inc.	127,187	127,187
Meals on Wheels	1,200	1,200
Brownstown Senior Citizens	3,500	3,500
Medora Senior Citizens	1,700	1,700
Big Brothers Big Sisters	51,806	51,806
Crothersville Senior Citizens	3,500	3,500
Head Start	5,390	5,390
Turning Point	25,676	25,676
Read Jackson County	21,939	21,939
Seymour Senior Citizens	2,700	2,700
Child Care Network	15,141	15,141
Anchor House	24,763	24,763
Freetown Senior Citizens	1,300	1,300
	<u>\$ 498,227</u>	<u>\$ 498,227</u>

See report of independent auditors on pages 1 and 2.