# MEND-MEET EACH NEED WITH DIGNITY

FINANCIAL REPORT

For the year ended June 30, 2016 with comparative totals for the year ended June 30, 2015

# $\begin{array}{c} \text{MEND - MEET EACH NEED WITH DIGNITY} \\ \text{FINANCIAL REPORT} \end{array}$

For the year ended June 30, 2016 with comparative totals for the year ended June 30, 2015

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# **Independent Auditor's Report**

To the Board of Directors MEND - Meet Each Need with Dignity Pacoima, California

### Report on the Financial Statements

We have audited the accompanying financial statements of MEND - Meet Each Need with Dignity, a California not-for-profit corporation (the "Organization"), which comprise the statement of financial position as of June 30, 2016, 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 the financial statements that are free of 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 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 of material misstatements.

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 June 30, 2016, 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.

### Report on Summarized Comparative Information

Gembine Savett Inc.

We have previously audited the Organization's financial statements for the year ended June 30, 2015, and our report dated October 27, 2015 expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

December 9, 2016

# MEND - MEET EACH NEED WITH DIGNITY STATEMENTS OF FINANCIAL POSITION June 30, 2016 and 2015

# ASSETS

		2016	_	2015
CURRENT ASSETS				
Cash	\$	390,664	\$	171,832
Contributions receivable		179,660		489,405
Inventories		392,704		592,844
Prepaid expenses		29,224	_	21,221
Total Current Assets		992,252		1,275,302
PROPERTY AND EQUIPMENT, at cost,				
net of accumulated depreciation		9,037,273		9,266,076
OMILITA ACCIDING		· · · · · · · · · · · · · · · · · · ·		
OTHER ASSETS		0.104		0.515
Security deposit		2,134	•	2,715
TOTAL ASSETS	\$_	10,031,659	\$=	10,544,093
LIABILITIES AND NE	T ASS	ETS		
CURRENT LIABILITIES				
Accounts payable and accrued expenses	\$	196,307	\$	225,761
Line of credit	·	= .		100,000
Total Current Liabilities	_	196,307	_	325,761
NET ASSETS Unrestricted				
Designated		111,692		63,012
Undesignated		9,129,307		9,686,849
Temporarily restricted		594,353		468,471
Total Net Assets	_	9,835,352	_	10,218,332
TOTAL LIABILITIES AND NET ASSETS	\$_	10,031,659	\$_	10,544,093

# MEND - MEET EACH NEED WITH DIGNITY STATEMENTS OF ACTIVITIES

For the year ended June 30, 2016 with comparative totals for the year ended June 30, 2015

			Temporarily				
SUPPORT AND REVENUE	_	Unrestricted	Restricted		2016 Total		2015 Total
Contributions							
Foundations	\$	719,500	\$ 575,794	\$	1,295,294 \$	3	1,391,119
Individuals		710,737	-		710,737		741,539
Businesses and other organizations		405,167	140,361		545,528		485,196
In-kind		10,381,027	-		10,381,027		11,165,368
Special events and other income		388,410			388,410		355,501
Program income		168,618	-		168,618		211,771
Rental income		5,722	-		5,722		41,923
Net assets released from program restrictions		590,273	(590,273)		-		<del>-</del>
TOTAL SUPPORT AND REVENUE		13,369,454	125,882		13,495,336		14,392,417
	_						
OPERATING EXPENSES							
Program services		12,989,596	-		12,989,596		13,475,825
Management and general		316,441	-		316,441		206,665
Fundraising		572,279	-	_	572,279		494,822
-	_						
TOTAL OPERATING EXPENSES		13,878,316	-		13,878,316		14,177,312
	_						
CHANGES IN NET ASSETS		(508,862)	125,882		(382,980)		215,105
NET ASSETS - BEGINNING OF YEAR		9,749,861	468,471		10,218,332		10,003,227
	-			- '		_	
NET ASSETS - END OF YEAR	\$_	9,240,999	\$ 594,353	\$	9,835,352	ß _	10,218,332

# MEND - MEET EACH NEED WITH DIGNITY STATEMENTS OF FUNCTIONAL EXPENSES

For the year ended June 30, 2016 with comparative totals for the year ended June 30, 2015

				$\operatorname{Pro}$	gram Services				
	Emergency Food Bank		Clothing Center		Education and Training Center	Medical, Dental and Eye care Clinics	_	Other Program Expense	Total Program Services
Personnel expenses									
Salaries	\$ 252,611	\$	72,244	\$	219,281 \$	248,220	\$	268,859 \$	1,061,215
Payroll taxes	21,729		5,923		17,857	19,750		17,118	82,377
Employee benefits	31,012		6,666		27,444	16,463		23,148	104,733
Total personnel expenses	305,352		84,833		264,581	284,433		309,125	1,248,324
Non-personnel expenses									
Donated goods and services	6,838,953		2,168,595		-	1,556,670		-	10,564,218
Auto	16,039		3,381		-	-		-	19,420
Client database development	•		-		-	-		16,510	16,510
Clinics	-		•		-	63,416		-	63,416
Depreciation	104,457		42,026		33,838	104,933		32,281	317,536
Equipment	4,918		1,863		2,018	8,916		17,900	35,615
Food	584		-		•	-		-	584
General program	48,682		3,039		9,816	10,212		19,742	91,491
Home gardening program	17,590		-		•	•			17,590
Insurance	33,127		8,874		6,743	22,680		5,948	77,372
Interest	2,569		1,034		832	2,547		794	7,776
Janitorial	10,183		4,097		22,712	10,094		3,147	50,233
Office	8,185		2,657		2,825	9,597		2,484	25,749
Postage and printing	3,810		1,775		1,234	3,761		1,177	11,757
Professional fees	10,365		4,170		3,358	10,274		5,383	33,549
Property taxes	1,715		690		555	1,700		530	5,189
Medical and laboratory	-		-		-	54,034			54,034
Repairs and maintenance	22,534		3,685		53,962	11,873		4,416	96,469
Rent	8,858		3,564		2,869	8,780		2,737	26,809
Security	125		50		-	124		9,684	9,982
Supplies	9,266		2,020		3,455	51,735		1,552	68,028
Telephone	2,171		1,790		8,834	3,699		1,731	18,224
Volunteer development	-		-		-	-		17,738	17,738
Utilities	29,160	_	11,732		33,178	28,904		9,011	111,985
Total non-personnel expenses	7,173,288	_	2,265,044	-	186,229	1,963,948		152,765	11,741,272
Total expenses	\$7,478,639	<b>\$</b>	2,349,877	\$	450,810 \$	2,248,381	\$	461,890 \$	12,989,596
Percentage of total operating									
expenses	53.9%	=	16.8%	=	3.2%	16.2%	= :	3.3%	93.5%

# $\begin{array}{c} \text{MEND - MEET EACH NEED WITH DIGNITY} \\ \text{STATEMENTS OF FUNCTIONAL EXPENSES (CONTINUED)} \end{array}$

For the year ended June 30, 2016 with comparative totals for the year ended June 30, 2015

		Management and General	Fundraising		2016 Totals	2015 Totals
	-			•		
Personnel expenses						
Salaries	\$	258,128		\$	1,541,217 \$	1,460,149
Payroll taxes		22,249	17,482		122,109	123,833
Employee benefits	-	9,856	7,296		121,884	112,509
Total personnel expenses	-	290,233	246,652		1,785,210	1,696,491
Non-personnel expenses						
Donated goods and services		-	-		10,564,218	10,952,424
Auto		-	-		19,420	25,865
Client database development		•	-		16,510	22,680
Clinics		-	•		63,416	145,296
Depreciation		10,659	$11,\!572$		339,767	331,585
Equipment		682	513		36,810	23,567
Food		•	-		584	195
Professional fundraising services		-	88,338		88,338	55,988
General program		•	21,055		112,545	107,982
Home gardening program		-	-		17,590	18,114
Insurance		2,189	2,653		82,214	71,843
Interest		262	285		8,322	10,025
Janitorial		1,039	1,128		52,400	40,790
Office		3,549	1,087		30,384	48,330
Postage and printing		389	51,881		64,027	88,957
Professional fees		1,058	1,148		35,755	41,962
Property taxes		175	190		5,554	5,992
Marketing and advertising		•	24,767		24,767	-
Medical and laboratory		-	-		54,034	71,659
Repairs and maintenance		970	1,145		98,584	54,871
Rent		904	981		28,694	24,001
Security		13	14		10,009	6,277
Special events		-	114,245		114,245	106,500
Supplies		512	556		69,096	77,755
Telephone		832	837		19,894	5,517
Volunteer development		-	-		17,738	14,280
Utilities		2,975	3,231		118,191	128,366
Total non-personnel expenses		26,207	325,626		12,093,106	12,480,821
Total expenses	\$.	316,441	\$572,279	\$	13,878,316 \$	14,177,312
Percentage of total operating					400.004	
expenses		2.3%	4.1%		100.0%	

# $\begin{array}{c} {\tt MEND - MEET \; EACH \; NEED \; WITH \; DIGNITY} \\ {\tt STATEMENTS \; OF \; CASH \; FLOWS} \end{array}$

For years ended June 30, 2016 and 2015

		2016		2015
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	(382,980)	\$	215,105
Adjustments to reconcile change in net assets to net cash				
provided by (used in) operating activities:				
Depreciation		339,767		331,585
Changes in assets and liabilities:				
Contributions receivable		309,745		(379,714)
Inventories		200,140		(212,962)
Prepaid expenses		(8,003)		(4,748)
Security deposits		581		(12,565)
Accounts payable and accrued expenses		(29,454)		44,672
Net cash provided by (used in) operating activities		429,796		(18,627)
CASH FLOWS FROM INVESTING ACTIVITIES				
Acquisition of property and equipment		(110,964)		(163,403)
requisition of property and equipment	_	(110,004)	-	(100,100)
CASH FLOWS FROM FINANCING ACTIVITIES				
Net (repayment) borrowings under line of credit		(100,000)		100,000
1100 (repayment) borrowings ander line or create		(100,000)	-	100,000
NET CHANGE IN CASH		218,832		(82,030)
		,		` , ,
CASH - BEGINNING OF YEAR		171,832		253,862
			_	
CASH - END OF YEAR	\$_	390,664	\$_	171,832

MEND – Meet Each Need with Dignity ("MEND" or the "Organization") is a community-based, California non-profit public benefit corporation which provides individuals in need, who reside within the Northeast San Fernando Valley, with basic human needs and empowerment services. The Organization is supported primarily through donor contributions from individuals, foundations and businesses, as well as through in-kind contributions. The Organization is dependent upon such support in order to fund its operations.

MEND offers food, clothing, medical, eye care, and dental services, as well as education and job training services for those in need. MEND sponsors the following programs:

#### **Emergency Food Bank**

The Emergency Food Bank prepares and directly distributes to individuals food baskets several times a week using donated food collected from various organizations. MEND distributes excess food to smaller pantries and non-profit organizations each month. The Organization operates food distribution sites in the San Fernando Valley.

The Organization also operates a gardening program. This program supplies local families with the education and tools needed to start and maintain a garden in their homes. The expenses related to this program are included under the Emergency Food Bank.

#### Clothing Center

The Clothing Center receives donations of usable clothing and small household items which are distributed to needy families. Clothing Center personnel also coordinate baby showers, dress-up events for teens, and other events to support families in need.

#### **Education and Training Center**

The Education and Training Center offers a comprehensive job training program that includes work experience in 13 different career opportunities, as well as soft skills training in obtaining and keeping employment. In addition, MEND provides instruction in English as a second language, a computer lab, sewing training, after-school and Saturday programs for children, as well as other activities.

#### Medical, Dental and Eye Care Clinics

The Medical, Dental and Eye Care Clinics are staffed by volunteer health professionals and provide free health, dental and vision care, including laboratory services and pharmaceuticals to uninsured and low-income patients. Specialty clinics include vision, diabetes and hypertension education and treatment, a women's clinic, healthy aging, chiropractic treatment and acupuncture.

## Other Programs:

#### Home Visiting Program

The Home Visiting Program volunteers meet with families and refer them to appropriate MEND programs and community agencies.

#### **Shower Program**

The Shower Program offers showers, a change of clothing and other services to those who are homeless.

#### Christmas Basket Program

The Christmas Basket Program distributes baskets of donated food, blankets and toys for up to 1,200 needy families during the holidays.

#### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of accounting:

The financial statements of the Organization have been prepared on the accrual basis, which recognizes income when earned, and expenses when incurred, in accordance with accounting principles generally accepted in the United States of America.

#### Basis of presentation:

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted or permanently restricted support depending on the existence and/or nature of any donor restrictions. It is the policy of the Organization to record restricted support as unrestricted support when the donor-restrictions have been satisfied within the reporting period. Temporarily restricted net assets consist of contributions received from businesses and foundations that are subject to donor-imposed restrictions either for a specific purpose or subject to the passage of time. The Organization had no permanently restricted net assets as of June 30, 2016.

#### Use of estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires that management make estimates and assumptions affecting the reported amounts of assets, liabilities, revenues, and expenses as well as disclosure of contingent assets and liabilities. Actual results could differ from those estimates.

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

## Comparative financial information:

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2015, from which the summarized information was derived.

#### Property and equipment:

Property and equipment are stated at cost if purchased or at fair value at the date of donation, if donated, and are depreciated using the straight-line method over the estimated useful lives of the assets, generally as follows:

Buildings40 yearsBuilding improvements5-40 yearsEquipment5-7 yearsTrucks10 years

#### Inventory:

Inventory consists of donated food, clothing, household items, pharmaceuticals and clinic supplies. Donated items are valued at their estimated fair value using national average prices for food and clothing.

#### Contributions and promises to give:

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted support that increases that net asset class. 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 Statement of Activities as net assets released from restrictions. Donor restricted contributions, whose restrictions are met in the same reporting period, are reported as unrestricted support.

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

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

#### Functional expense allocations:

Expenses that can be identified with a program or supporting service are charged directly to the program or supporting service. Expenses which apply to more than one functional category have been allocated based on estimates made by management.

#### Contributions receivable:

Contributions receivable consist primarily of unpaid foundation, corporate and individual contributions. Management considers the receivables recorded at June 30, 2016 to be fully collectible.

#### Income taxes:

The Organization is exempt from federal income tax under Section 501(c) (3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. Since the Organization is exempt from federal and state income tax, no provision has been made for current or deferred income tax expense. Under Accounting Standards Codification (ASC) 740, "Income Taxes", an organization must evaluate its tax positions and provide for a liability for any positions that would not be considered "more likely than not" to be upheld under a tax authority examination.

Management has evaluated its tax positions using the guidance of ASC Topic 450, "Contingencies", and has concluded that a provision for a tax liability is not necessary at June 30, 2016. The Organization files its form 990 in the U.S. federal jurisdiction and its form 199 with the state of California and a separate filing with the Office of the Attorney General for the State of California.

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

#### Donated materials and services:

Donations of materials are recorded as contributions at their estimated fair value at the date of the donation. Donated services that create or enhance nonfinancial assets or require specialized skills, are performed by people with those skills, and would otherwise be purchased if not provided by donation, are recorded at fair value in the period received. Other donated services from volunteers who provide services such as drivers, cooks, clothing and food distribution helpers, teachers, administrative assistants and other voluntary positions are not recognized as contributions for financial statement purposes as the recognition criteria have not been satisfied. The Organization estimates that they received approximately 187,000 and 209,000 volunteer hours during the years ended June 30, 2016 and 2015, respectively. This is the equivalent of 100 and 115 full-time employees, respectively. For the year ended June 30, 2016, the Organization recorded total in-kind contributions of \$10,381,027, which primarily consisted of \$8,886,149 of food, clothing, medical and dental supplies and \$1,494,878 of donated professional medical and dental services.

#### Long-lived assets:

The Organization reviews for the impairment of long-lived assets and certain identifiable intangibles whenever events or changes in circumstances indicate that the carrying amount of any asset may not be recoverable. An impairment loss is recognized when the estimated undiscounted future cash flows expected to result from the use of the asset and its eventual disposition is less than the carrying amount. If impairment is indicated, the amount of the loss to be recorded is based on an estimate of the difference between the carrying amount and the fair value of the asset. Fair value is based upon discounted estimated cash flows expected to result from the use of the asset and its eventual disposition and other valuation methods.

There were no impairment charges during the years ended June 30, 2016 or 2015.

#### Reclassifications:

Certain items in prior financial statements are reclassified to conform to the current presentation.

#### NOTE 2: CONCENTRATIONS

#### Cash:

The Organization maintains cash balances at several banks where amounts on deposit may exceed \$250,000 throughout the year. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000.

#### Contributions receivable:

As of June 30, 2016, there were three donors that accounted for approximately 68% of contributions receivable. As of June 30, 2015, there were four donors that accounted for approximately 68% of contributions receivable.

#### Support and revenue:

For the year ended June 30, 2016, there was one food donor that accounted for approximately 18% of the Organization's total support and revenue. For the year ended June 30, 2015, there were two food donors that accounted for approximately 25% of the Organization's total support and revenue.

#### NOTE 3: INVENTORIES

As of June 30, 2016 and 2015, inventories consisted of the following:

	 2016	_	2015
Food	\$ 249,416	\$	427,668
Clothing	$24,\!216$		30,315
Medical	50,378		$69,\!255$
Dental	 68,694	_	65,606
	\$ 392,704	\$	592,844

#### NOTE 4: PROPERTY AND EQUIPMENT

As of June 30, 2016 and 2015, property and equipment consisted of the following:

		2016	2015
Building	\$ _	8,549,337	\$ 8,549,337
Land		1,440,834	1,440,834
Building improvements		1,696,081	1,661,339
Equipment		727,909	651,687
Vehicles	_	262,990	 262,990
		12,677,151	12,566,187
Less accumulated depreciation	_	3,639,878	 3,300,111
	\$	9,037,273	\$ 9,266,076

#### NOTE 5: LINE OF CREDIT

As of June 30, 2016, the Organization had entered into an unsecured credit agreement with a bank through July 25, 2017 under which it could borrow up to \$250,000. Interest was payable monthly at the prime rate plus 3.75%. There were no borrowings outstanding as of June 30, 2016. Borrowings outstanding as of June 30, 2015 amounted to \$100,000.

In November 2016, the Organization replaced the above agreement with a new credit facility with the same bank under which it may borrow up to \$600,000. Interest is payable monthly at the higher of the prime rate or 2.00% plus the London Interbank Market Rate. The borrowings are collateralized by certain assets of the Organization as defined in the credit facility agreement. The Organization is required to make monthly principal payments of the greater of 2% of the outstanding monthly balance or \$100.

#### NOTE 6: TEMPORARILY RESTRICTED NET ASSETS

As of June 30, 2016 and 2015, temporarily restricted net assets consisted of the following:

	2016	2015
Dental clinic	\$ 147,758	\$ 85,479
Home gardening program and food distribution	115,000	109,884
Youth services	-	- 15,000
Jobs program	-	- 6,923
Medical and vision clinics	$224,\!229$	182,696
Other programs	57,057	7 -
Capital campaign and facility improvements	50,309	68,489
	\$594,353	3 \$ 468,471

See accompanying independent auditor's report.

#### NOTE 7: CONTINGENCIES

Grants require the fulfillment of certain conditions set forth in the instrument of the grant. Failure to fulfill the conditions could result in the return of funds to the grantors. Although, that is a possibility, management deems the contingency remote, since by accepting the gifts and their terms, management is acknowledging the requirements of the grantor at the time of receipt of the grant.

#### NOTE 8: COMMITMENTS

The Organization has entered into a commercial lease agreement, for a parking lot to be used for administrative employee parking, expiring August 30, 2017. Lease payments are due at the rate of \$2,069 per month.

The Organization also entered into an operating lease agreement for a new color copier. The lease is payable \$1,061 per month and expires on June 30, 2018.

Future minimum lease payments at June 30, 2016 are as follows:

Years Ending June 30,	_	
2017	\$	38,000
2018		17,000
	\$	55,000

Total rent expense for the years ended June 30, 2016 and 2015, amounted to approximately \$44,000 and \$43,000, respectively.

The Organization is leasing one of its owned facilities to an unrelated entity under a month-to-month lease agreement commencing October 2015. Rental income received amounted to approximately \$6,000 for the year ended June 30, 2016. The Organization leased this facility to a different unrelated entity during the year ended June 30, 2015 and received rental income of approximately \$42,000.

# NOTE 9: SUBSEQUENT EVENTS

The Organization's management has evaluated subsequent events through December 9, 2016, the date which the financial statements were available to be issued. Except as disclosed in Note 5, there were no additional subsequent events noted that would require adjustment to or disclosure in these financial statements.