CENTER FOR DEVELOPMENTAL SERVICES, INC. FINANCIAL STATEMENTS YEARS ENDED DECEMBER 31, 2018 AND 2019

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YEARS ENDED DECEMBER 31, 2019 AND 2018

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INDEPENDENT AUDITOR'S REPORT

Board of Directors Center for Developmental Services, Inc. Greenville, South Carolina

We have audited the accompanying financial statements of the Center for Developmental Services, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 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. 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 the Center for Developmental Services, Inc. as of December 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.

Greene Finney, LLP
Greene Finney, LLP
Mauldin, South Carolina
February 14, 2020

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2019 AND 2018

ASSETS	 2019	 2018
Current Assets:		
Cash and Cash Equivalents	\$ 288,243	\$ 276,125
Agency Receivables, Net	82,068	126,053
Pledges Receivable, Net	20,961	20,672
Prepaid Expenses	 16,242	 14,168
Total Current Assets	407,514	437,018
Pledges Receivable - Long-Term, Net	44,050	43,445
Endowment Cash and Cash Equivalents	150,000	-
Property and Equipment, Net	 785,758	 1,063,148
TOTAL ASSETS	\$ 1,387,322	\$ 1,543,611
LIABILITIES		
Current Liabilities:		
Accounts Payable and Accrued Expenses	\$ 135,377	\$ 128,866
Deferred Revenue	 23,350	 108,000
Total Current Liabilities	 158,727	 236,866
TOTAL LIABILITIES	 158,727	236,866
NET ASSETS		
Without Donor Restrictions:		
Undesignated	146,239	90,572
Designated by Management for Capital Improvements	25,000	12,321
Invested in Property and Equipment	785,758	1,063,148
With Donor Restrictions	 271,598	 140,704
TOTAL NET ASSETS	 1,228,595	 1,306,745
TOTAL LIABILITIES AND NET ASSETS	\$ 1,387,322	\$ 1,543,611

STATEMENT OF ACTIVITIES

	Without Donor Restrictions		Total	
REVENUE AND OTHER SUPPORT				
Contributions	\$ 179,616	150,000	\$	329,616
Grants	283,511	45,958		329,469
Case Management	1,410,600	-		1,410,600
Rental Income	379,877	-		379,877
Fees	53,199	-		53,199
Donated Services, Material and Space	120,000	-		120,000
Interest	285	-		285
Net Assets Released From Restrictions	 65,064	(65,064)		
Total Revenues and Other Support	 2,492,152	130,894		2,623,046
EXPENSES				
Program	2,483,413	-		2,483,413
Management and General	101,531	-		101,531
Fundraising	 116,252	-		116,252
Total Expenses	 2,701,196	-		2,701,196
CHANGE IN NET ASSETS	(209,044)	130,894		(78,150)
NET ASSETS, Beginning of Year	1,166,041	140,704		1,306,745
NET ASSETS, End of Year	\$ 956,997	271,598	\$	1,228,595

STATEMENT OF ACTIVITIES

	Without Donor Restrictions		Total	
REVENUE AND OTHER SUPPORT				
Contributions	\$ 314,012	45,000	\$ 359,012	
Grants	51,098	31,587	82,685	
Case Management	1,469,323	-	1,469,323	
Rental Income	323,271	-	323,271	
Fees	113,474	-	113,474	
Donated Services, Material and Space	120,000	-	120,000	
Interest	118	-	118	
Net Assets Released From Restrictions	 27,604	(27,604)	 	
Total Revenues and Other Support	 2,418,900	48,983	 2,467,883	
EXPENSES				
Program	2,440,426	-	2,440,426	
Management and General	136,107	-	136,107	
Fundraising	 112,377		 112,377	
Total Expenses	 2,688,910	-	 2,688,910	
CHANGE IN NET ASSETS	(270,010)	48,983	(221,027)	
NET ASSETS, Beginning of Year	 1,436,051	91,721	1,527,772	
NET ASSETS, End of Year	\$ 1,166,041	140,704	\$ 1,306,745	

STATEMENT OF FUNCTIONAL EXPENSES

	Management and					
	Program		General	Fundraising	Total	
Advertising	\$	5,692	-	10,571	\$ 16,263	
Case Management		108,766	-	-	108,766	
Computer Support and Software		61,809	1,326	-	63,135	
Conferences and conventions		700	700	-	1,400	
Depreciation		327,036	1,643	-	328,679	
Dues and Subscriptions		713	2,140	-	2,853	
Employee Benefits		280,339	11,681	15,370	307,390	
Equipment Rental and Maintenance		12,949	224	-	13,173	
Insurance		23,611	861	123	24,595	
Meals and Catering		1,873	3,746	5,084	10,703	
Office Expense		60,486	7,561	7,561	75,608	
Office Supplies		5,376	806	538	6,720	
Payroll Taxes		77,774	3,241	4,264	85,279	
Postage and Shipping		7,256	171	1,110	8,537	
Printing and Copies		11,658	1,749	1,166	14,573	
Professional Fees		17,460	16,195	9,996	43,651	
Rent		142,096	428	-	142,524	
Repairs and Maintenance		46,020	796	_	46,816	
Salaries and Wages		1,089,419	45,392	59,727	1,194,538	
Supplies		45,098	780	_	45,878	
Taxes and Licenses		22	-	-	22	
Telephone and Internet		47,067	814	-	47,881	
Travel and Transportation		36,380	-	742	37,122	
Utilities		73,813	1,277	<u> </u>	 75,090	
	\$	2,483,413	101,531	116,252	\$ 2,701,196	

STATEMENT OF FUNCTIONAL EXPENSES

			Management and			
		Program	General	Fundraising	Total	
Advertising	\$	3,493	70	5,171	\$ 8,734	
Bad Debt		-	26,900	-	26,900	
Case Management		115,582	-	-	115,582	
Computer Support and Software		66,268	1,421	-	67,689	
Conferences and conventions		600	600	-	1,200	
Depreciation		325,870	1,638	-	327,508	
Dues and Subscriptions		1,197	3,590	-	4,787	
Employee Benefits		241,214	10,051	13,225	264,490	
Equipment Rental and Maintenance		14,965	259	-	15,224	
Insurance		22,842	404	547	23,793	
Meals and Catering		2,331	4,661	6,326	13,318	
Office Expense		52,919	11,076	8,398	72,393	
Office Supplies		7,344	1,102	734	9,180	
Payroll Taxes		79,475	3,311	4,357	87,143	
Postage and Shipping		5,888	139	901	6,928	
Printing and Copies		19,157	2,874	1,916	23,947	
Professional Fees		18,413	17,078	10,542	46,033	
Rent		150,450	453	-	150,903	
Repairs and Maintenance		32,821	568	-	33,389	
Salaries and Wages		1,099,146	45,798	60,260	1,205,204	
Supplies		44,557	771	-	45,328	
Taxes and Licenses		34	1	-	35	
Telephone and Internet		37,478	648	-	38,126	
Travel and Transportation		28,082	1,478	-	29,560	
Utilities		70,300	1,216		 71,516	
	\$	2,440,426	136,107	112,377	\$ 2,688,910	

STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2019 AND 2018

CASH FLOWS FROM OPERATING ACTIVITIES		2019	 2018	
Change in Net Assets	\$	(78,150)	\$ (221,027)	
Adjustments to Reconcile Change in Net Assets to Net Cash				
Provided by Operating Activities:				
Depreciation Expense		328,679	327,508	
Changes in Operating Assets and Liabilities:				
Decrease (Increase) in Agency Receivables, Net		43,984	(33,226)	
Decrease (Increase) in Pledges Receivable, Net		(894)	27,604	
Decrease (Increase) in Prepaid Expenses		(2,074)	15,969	
Increase (Decrease) in Accounts Payable and Accrued Expenses		6,511	(14,790)	
Increase (Decrease) in Retainage Payable		-	(14,540)	
Increase (Decrease) in Deferred Revenue		(84,650)	77,614	
NET CASH PROVIDED BY OPERATING ACTIVITIES		213,406	165,112	
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of Leasehold Improvements and Equipment		(51,288)	(1,892)	
Funding of Endowment		(150,000)	-	
NET CASH USED BY INVESTING ACTIVITIES		(201,288)	(1,892)	
INCREASE IN CASH AND CASH EQUIVALENTS		12,118	163,220	
CASH AND CASH EQUIVALENTS, Beginning of Year		276,125	112,905	
CASH AND CASH EQUIVALENTS, End of Year	\$	288,243	\$ 276,125	

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

NOTE A—NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Mission

The Center for Developmental Services, Inc. (the "Center") is a unique partnership linking individuals and families with multi-disciplinary services for developmental evaluation, treatments, education, and support.

Nature of Operations

The Center was organized in 1993 as a nonprofit corporation. It is a collaboration of organizations that help children affected by developmental delays and disabilities and their families. The following agencies are located within the Center: Prisma Health – Upstate Children's Hospital, Family Connection of S.C., Inc., KidVentures of Thrive Upstate, and Clarity: Speech, Hearing and Learning Center. Beginning in 2017, the Center began providing case management services to those with intellectual disabilities, autism, head and spinal cord injuries and other related or similar disabilities.

Basis of Presentation

The accompanying financial statements of the Center have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America and are presented in accordance with FASB ASC 958-205 Not-For-Profit Presentation of Financial Statements.

Cash and Cash Equivalents

Cash equivalents included in these financial statements are defined as all highly liquid instruments purchased with an original maturity of three months or less.

Receivables

Agency receivables consist primarily of amounts due for case management services and office space rentals to partner agencies.

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue.

Allowances for uncollectible accounts are determined based on subsequent collections, past experience, and an assessment of economic conditions. Receivables are written off when deemed uncollectible.

Property and Equipment

The Center capitalizes property and equipment costing more than \$500, while lesser amounts are usually expensed. Purchased property and equipment are stated at cost. Donated property and equipment are recorded at their estimated fair value at the date of receipt. Depreciation is computed on the straight-line method over the estimated useful lives of the assets.

Compensated Absences

The Center's general leave policy allows accumulation of up to 40 days for unused general leave at any time. Employees accumulate general leave at varying rates depending on longevity. At December 31, 2019 and 2018 employees had accumulated general leave of \$81,202 and \$74,200, respectively, which was included in accrued expenses in the Statements of Financial Position.

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

NOTE A—NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets

Net assets and revenues are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Center and changes therein are classified and reported as follows:

- <u>Net Assets Without Donor Restrictions</u> are net assets available for use in general operations and not subject to donor-imposed restrictions. The Board, at its discretion, may designate a portion of the net assets without donor restrictions to be used for specific purposes, such as capital improvements.
- <u>Net Assets With Donor Restrictions</u> are net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met either by the actions of the Center or the passage of time. Other donor-imposed restrictions may be perpetual in nature, where the donor stipulates that the resources be maintained in perpetuity. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as net assets released from restrictions. If a restriction is fulfilled during the same year in which the contribution is received, the Center reports that support as an increase in net assets without donor restrictions.

Revenues

Fee revenue is recognized when earned. Fees received in advance are deferred to the applicable period in which the related services are performed. Contributions and grants, including unconditional promises to give, are recognized when received and are considered to be available for general use unless specifically restricted by the contributor or grantor. Amounts received that are designated for future periods or restricted by the donor or grantor for specific purposes that are not fulfilled during the current year are reported as increases to net assets with donor restrictions. Unconditional promises with payments due in future years have an implied restriction to be used in the year the payment is due, and therefore are reported as restricted until the payment is due unless the contribution is clearly intended to support the activities of the current fiscal year. Conditional promises to give are not included as support until conditions are substantially met.

Contributed Services and In-kind Contributions

Local businesses and organizations have contributed significant amounts of services, material and building space to the Center. In addition, a number of unpaid volunteers have made significant contributions of their time to the Center. For those contributed services that did not create or enhance non-financial assets or require specialized skills or that would not have been purchased if not donated, no amounts have been reflected in the financial statements for these services, since these services do not meet the criteria for recognition as contributed services. Services that meet the criteria for recognition as contributed services and in-kind contributions are recorded as contributions at their estimated fair market value.

Advertising Costs

Advertising costs are recorded as expenses when incurred. Advertising costs totaled \$16,263 and \$8,734 for the years ended December 31, 2019 and 2018, respectively.

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

NOTE A—NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the Statement of Activities. The Statement of Functional Expenses present the natural classification detail of expenses by function. Certain categories of expenses are attributable to both program services and supporting activities. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Allocated costs include salaries and wages, benefits, and payroll taxes, which are allocated on the basis of estimates of time and effort, and depreciation, rent, utilities, supplies, and other occupancy related costs, which are allocated on a usage of building basis.

Income Tax Status

The Center has obtained exemption from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and did not conduct unrelated business activities. In addition, the Center is not a "private foundation" within the meaning of Section 509(a) of the Internal Revenue Code. Management is not aware of any transactions or events that would disqualify its tax-exempt status. Therefore, no provision for income taxes has been included in the financial statements. The Center's tax returns for the past three years remain open for examination by taxing authorities.

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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE B-LEASE

The Center leases its building from First Presbyterian Church of Greenville, SC (the "Church") under an operating lease originally signed in 1998 and amended in 2005 and again in 2015. Beginning January 1, 2015 through December 31, 2019 no rent was required to be paid by the Center. The Center renewed the lease for an additional five years beginning January 1, 2020. The lessor has the option, with a required one-year notice period, to charge rent at a rate of 20% of the fair market rental value for the first year and escalating to 100% of fair market rental value in the fifth year. The Center has not received any notice that the lessor intends to charge rent. The estimated annual fair market value of the lease is \$120,000 annually and has been recorded in the Statement of Activities as rent expense and as a donation of services, material and space.

The Center subleases portions of the building to the agencies located within the Center. The rental revenue received under these subleases is included in rental income on the Statement of Activities and totaled \$379,877 and \$323,271 in 2019 and 2018, respectively. The subleases generally cover multiple years; however, the agencies have the right to terminate the sublease after providing 120 days written notice to the Center.

NOTE C-LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within the year following December 31, 2019 consist of the following:

Cash and Cash Equivalents	\$ 288,243
Agency Receivables, Net	82,068
Pledges Receivable, Net	20,961
	\$ 391,272

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

NOTE C-LIQUIDITY AND AVAILABILITY (CONTINUED)

In addition to the above amounts, the Center anticipates being able to meet its liquidity needs during the upcoming year with sublease revenues received from agencies located within the Center, revenues generated by providing case management services and continued donor support. The Center also has a \$300,000 line of credit upon which it could draw in the event of an unanticipated liquidity need.

NOTE D—CONCENTRATION OF CREDIT RISK

The Center maintains all of its cash in a bank deposit account at one financial institution and generally limits its exposure to credit risk from balances on deposit with financial institutions in excess of the Federal Deposit Insurance Corporation ("FDIC") insured limit. As of December 31, 2019, the Center's bank balance exceeded FDIC limits by \$185,284. As of December 31, 2018, the Center's bank balance exceeded FDIC limits by \$32,770.

NOTE E—RECEIVABLES

The Center leases space to the agencies located within the Center. At December 31, 2019 and 2018, the Center had \$82,068 and \$126,053 respectively, in receivables outstanding, of which almost all were agency receivables related to rent. There were no reserves needed for uncollectable agency receivables at December 31, 2019.

The Center holds an annual fundraising event at which unconditional promises to give are received from donors. Outstanding promises to give were comprised of the following at December 31, 2019 and 2018:

	2019	2018
Due in 2019	\$ -	\$ 35,987
Due in 2020	21,280	27,897
Due in 2021	19,950	14,942
Due in 2022	17,336	12,428
Due in 2023	7,673	2,765
Due in 2024	1,006	-
	67,245	94,019
Less Discount To Net Present Value of 1.5% Per Year Less Allowance for Uncollectible	(2,234)	(3,002)
Promises to Give	-	(26,900)
Promises to Give, Net	\$ 65,011	\$ 64,117

NOTE F—PROPERTY AND EQUIPMENT

Property and equipment is comprised of the following at December 31:

	Useful Life	2019		2018	
Leasehold Improvements	10-20 years	\$	5,529,697	\$	5,483,939
Equipment	5 years		260,296		254,766
Furniture and Fixtures	7 years		118,634		118,634
Software	3 years		22,233		22,233
			5,930,860		5,879,572
Less Accumulated Depreciation and Amortization			(5,145,102)		(4,816,424)
		\$	785,758	\$	1,063,148

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

NOTE G—NET ASSETS

Substantially all of the donor restrictions on the net assets at December 31, 2019 and 2018 were related to funds raised for ongoing efforts to help prepare the Center for future needs and service to community. Net assets with donor restrictions were restricted for the following purposes or periods at December 31:

	2019		2018	
Subject to the Passage of Time:				
Pledges Receivable Which Are Unavailable				
for Expenditure Until Due in Future Years		65,011	\$	64,117
Subject to Expenditure for Specified Purpose:				
Equipment Purchases		31,587		76,587
Capital Projects and Repairs		25,000		-
Endowment		150,000		-
	\$	271,598	\$	140,704

Net assets were released from donor restrictions during 2019 and 2018 by incurring expenses satisfying the restricted purposes, by the occurrence of other events specified by donors, or by being released from restrictions by the donors.

During 2019, the Center's management designated \$25,000 of its net assets without donor restrictions to be used for future capital projects and repairs.

NOTE H-ENDOWMENT

During 2019, the Center received a significant donation from Greenville High School as part of their annual Spirit Week charity fundraiser. The donation was to be used for current operations and to establish an endowment that will be a long-term investment to benefit the children and families that the Center serves. Of the donated amount, \$150,000 was used to establish the endowment. The Center's Board of Directors has the ability to draw down \$100,000 of this amount in the case of an emergency and would replenish any amounts used as soon as possible. The Center is currently in the process of establishing the formal investment and withdrawal policies of the endowment.

NOTE I—RETIREMENT PLAN

Employees are eligible to participate in the Center's Section 401(k) qualified contribution salary reduction plan on the date of employment. Employees may contribute up to one hundred percent of their yearly compensation or the maximum amount allowed by the Internal Revenue Service. Effective January 1, 2004, the Center matches fifty percent of up to four percent of an employee's salary for all employees with a minimum of one year of service. For the years ended December 31, 2019 and 2018, employer contributions totaled \$21,520 and \$7,909, respectively.

NOTE J—COMMITMENTS

The Center has an unsecured \$300,000 line of credit with Southern First Bank which matures on December 19, 2020. The interest rate on outstanding borrowings is the bank's prime rate plus 0.25%, and interest is due monthly on the amount of credit outstanding. As of December 31, 2019 and 2018, there were no outstanding balances on the line of credit.

The Center entered into a contract with EDTS for information technology support in November 2018, for a term of 36 months at a rate of \$3,750 a month.

The Center entered into a contract with James E. Woodside & Co. for the use of 65 parking spaces for the Center's partners and employees. This contract commenced in October 2019, for a term of 12 months at a rate of \$2,925 a month.

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2019 AND 2018

NOTE K—SUBSEQUENT EVENTS

In February 2020 the Center received a grant from the Community Foundation of Greenville, Inc. in the amount of \$34,000 for a new phone system and for security system upgrades.

Subsequent events have been evaluated through February 14, 2020, which is the date the financial statements were available to be issued.