

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Consolidated Financial Statements

For the Year Ended December 31, 2017

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Independent Auditor's Report

**To the Board of Directors
Wellspring Family Services and Subsidiary
Seattle, Washington**

REPORT ON CONSOLIDATED FINANCIAL STATEMENTS

We have audited the accompanying consolidated financial statements of Wellspring Family Services and Subsidiary (collectively, Wellspring), which comprise the consolidated statement of financial position as of December 31, 2017, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated financial statements.

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



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Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Wellspring as of December 31, 2017, and the changes in its net assets, and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

REPORT ON SUMMARIZED COMPARATIVE INFORMATION

We have previously audited Wellspring's 2016 consolidated financial statements, and we expressed an unmodified opinion on those audited consolidated financial statements in our report dated April 26, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Clark Nuber P.S.

Certified Public Accountants
May 2, 2018

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Consolidated Statement of Financial Position
December 31, 2017
(With Comparative Totals for 2016)

| | 2017 | 2016 |
|--|----------------------|----------------------|
| Assets | | |
| Current Assets: | | |
| Cash and cash equivalents | \$ 855,738 | \$ 484,071 |
| Accounts receivable, net of allowance for doubtful accounts of \$16,100 (\$26,872 - 2016) | 1,376,993 | 1,237,172 |
| Current portion of pledges receivable, net | 260,208 | 181,909 |
| Donated inventory | 57,717 | 63,605 |
| Prepaid expenses and other current assets | 77,322 | 67,674 |
| Total Current Assets | 2,627,978 | 2,034,431 |
| Other Assets: | | |
| Pledges receivable, net, less current portion | 238 | 1,227 |
| Property and equipment, net | 12,613,254 | 13,014,164 |
| Total Assets | \$ 15,241,470 | \$ 15,049,822 |
| Liabilities and Net Assets | | |
| Current Liabilities: | | |
| Accounts payable and accrued expenses | \$ 1,236,725 | \$ 954,260 |
| Line of credit | | 225,000 |
| Deferred revenue | 70,937 | 65,895 |
| Current portion of capital lease obligations | 47,980 | 48,189 |
| Current portion of notes payable | 161,365 | 156,953 |
| Total Current Liabilities | 1,517,007 | 1,450,297 |
| Capital lease obligations, less current portion | 82,866 | 25,718 |
| Notes payable, less current portion | 4,830,518 | 4,976,025 |
| Related party note payable | 1,000,000 | 500,000 |
| Total Liabilities | 7,430,391 | 6,952,040 |
| Net Assets: | | |
| Unrestricted | 7,376,903 | 7,646,963 |
| Temporarily restricted | 386,186 | 402,829 |
| Permanently restricted | 47,990 | 47,990 |
| Total Net Assets | 7,811,079 | 8,097,782 |
| Total Liabilities and Net Assets | \$ 15,241,470 | \$ 15,049,822 |

See accompanying notes.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

**Consolidated Statement of Activities
For the Year Ended December 31, 2017
(With Comparative Totals for 2016)**

| | Unrestricted | Temporarily Restricted | Permanently Restricted | 2017 Total | 2016 Total |
|--|---------------------|---------------------------|---------------------------|---------------------|---------------------|
| Support, Revenue and Reclassifications: | | | | | |
| Program service fees | \$ 9,184,471 | \$ - | \$ - | \$ 9,184,471 | \$ 8,530,771 |
| Fees and grants from governmental agencies, including federal assistance of \$366,431 (\$242,795 - 2016) | 2,142,050 | | | 2,142,050 | 2,196,583 |
| Contributions | 1,170,602 | 891,253 | | 2,061,855 | 1,535,813 |
| Special event revenue, net (Note 9) | 462,753 | | | 462,753 | 511,071 |
| United Way of King County | 553,457 | | | 553,457 | 719,915 |
| In-kind contributions | 574,750 | | | 574,750 | 883,933 |
| Training fee revenues | 77,275 | | | 77,275 | 164,710 |
| Other | 25,543 | | | 25,543 | 11,082 |
| Net assets released from restrictions | 907,896 | (907,896) | | | |
| Total Support, Revenue and Reclassifications | 15,098,797 | (16,643) | | 15,082,154 | 14,553,878 |
| Expenses: | | | | | |
| Program services- | | | | | |
| Children and early learning center | 1,251,190 | | | 1,251,190 | 1,435,775 |
| Homeless and at-risk families | 2,945,291 | | | 2,945,291 | 3,507,988 |
| Domestic violence intervention and prevention | 302,592 | | | 302,592 | 301,315 |
| Clinical and training services | 4,017,032 | | | 4,017,032 | 3,823,527 |
| Employee assistance program | 3,685,110 | | | 3,685,110 | 3,483,256 |
| Total program services | 12,201,215 | | | 12,201,215 | 12,551,861 |
| Supporting services- | | | | | |
| Management and general | 1,836,950 | | | 1,836,950 | 1,917,366 |
| Fundraising | 749,971 | | | 749,971 | 855,434 |
| Total supporting services | 2,586,921 | | | 2,586,921 | 2,772,800 |
| Total Expenses Before Depreciation | 14,788,136 | | | 14,788,136 | 15,324,661 |
| Change in Net Assets Before Depreciation and Other Nonoperating Activities | 310,661 | (16,643) | | 294,018 | (770,783) |
| Abandonment loss on ERP system (Note 4) | | | | | (161,991) |
| Gain on fixed asset disposal | 5,170 | | | 5,170 | |
| Depreciation | (585,891) | | | (585,891) | (622,561) |
| Total Change in Net Assets | (270,060) | (16,643) | | (286,703) | (1,555,335) |
| Net assets, beginning of year | 7,646,963 | 402,829 | 47,990 | 8,097,782 | 9,653,117 |
| Net Assets, End of Year | \$ 7,376,903 | \$ 386,186 | \$ 47,990 | \$ 7,811,079 | \$ 8,097,782 |

See accompanying notes.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

**Consolidated Statement of Functional Expenses
For the Year Ended December 31, 2017
(With Comparative Totals for 2016)**

| | Program Services | | | | | Supporting Services | | | 2017 Total | 2016 Total |
|---|----------------------------------|-----------------------------|---|------------------------------|-----------------------------|------------------------|----------------------|-------------------|----------------------|----------------------|
| | Children & Early Learning Center | Homeless & At-Risk Families | Domestic Violence Intervention & Prevention | Clinical & Training Services | Employee Assistance Program | Total Program Services | Management & General | Fund-Raising | | |
| Salaries and wages | \$ 851,260 | \$ 1,253,926 | \$ 192,638 | \$ 2,848,530 | \$ 1,014,453 | \$ 6,160,807 | \$ 885,790 | \$ 445,628 | \$ 7,492,225 | \$ 7,891,132 |
| Payroll taxes | 72,068 | 100,839 | 15,229 | 223,745 | 81,367 | 493,248 | 69,786 | 35,715 | 598,749 | 608,293 |
| Employee benefits | 112,253 | 148,075 | 29,119 | 226,094 | 115,194 | 630,735 | 78,972 | 36,704 | 746,411 | 767,629 |
| Total salary and related expenses | 1,035,581 | 1,502,840 | 236,986 | 3,298,369 | 1,211,014 | 7,284,790 | 1,034,548 | 518,047 | 8,837,385 | 9,267,054 |
| Professional services | 235 | 5,850 | 29,738 | 53,013 | 2,213,367 | 2,302,203 | 167,422 | 135,188 | 2,604,813 | 2,287,222 |
| Specific assistance | 101,118 | 1,301,520 | | | | 1,402,638 | 50 | | 1,402,688 | 1,868,865 |
| Occupancy | 52,161 | 65,604 | 11,714 | 365,741 | 14,227 | 509,447 | 45,179 | 4,017 | 558,643 | 575,160 |
| Office/supplies/other | 30,540 | 19,958 | 5,186 | 97,169 | 95,793 | 248,646 | 49,671 | 20,000 | 318,317 | 345,035 |
| Electronic communications | 12,770 | 14,678 | 7,312 | 25,101 | 72,968 | 132,829 | 161,073 | 11,671 | 305,573 | 261,552 |
| Interest | | | | | | | 272,460 | | 272,460 | 196,416 |
| Insurance and financial | 10,901 | 15,860 | 5,493 | 49,340 | 14,538 | 96,132 | 55,241 | 17,596 | 168,969 | 166,953 |
| Bad debt | | | | 104,114 | 4,580 | 108,694 | | 18,875 | 127,569 | 94,901 |
| Marketing/promotion/public relations | | | | 2,642 | 47,751 | 50,393 | 12,771 | 1,388 | 64,552 | 87,199 |
| Equipment maintenance | 3,582 | 10,683 | 4,798 | 5,537 | 4,736 | 29,336 | 9,477 | 2,626 | 41,439 | 42,812 |
| Human resources | 374 | 327 | 258 | 285 | 1,715 | 2,959 | 16,564 | 174 | 19,697 | 28,293 |
| Volunteer and donor expenses | 37 | 707 | | | | 744 | 6,902 | 10,661 | 18,307 | 26,956 |
| Postage and shipping | 83 | 535 | 263 | 2,227 | 4,018 | 7,126 | 2,875 | 7,632 | 17,633 | 22,536 |
| Professional development and training | 3,808 | 6,632 | 844 | 12 | 403 | 11,699 | 2,717 | 2,096 | 16,512 | 27,373 |
| Agency sponsored conferences | | 97 | | 13,482 | | 13,579 | | | 13,579 | 26,334 |
| Total expenses before depreciation | 1,251,190 | 2,945,291 | 302,592 | 4,017,032 | 3,685,110 | 12,201,215 | 1,836,950 | 749,971 | 14,788,136 | 15,324,661 |
| Depreciation | 187,271 | 190,278 | 46,069 | 13,429 | 56,717 | 493,764 | 76,075 | 16,052 | 585,891 | 622,561 |
| Total Expenses | \$ 1,438,461 | \$ 3,135,569 | \$ 348,661 | \$ 4,030,461 | \$ 3,741,827 | \$ 12,694,979 | \$ 1,913,025 | \$ 766,023 | \$ 15,374,027 | \$ 15,947,222 |

See accompanying notes.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Consolidated Statement of Cash Flows
For the Year Ended December 31, 2017
(With Comparative Totals for 2016)

| | 2017 | 2016 |
|---|-------------------|-------------------|
| Cash Flows From Operating Activities: | | |
| Change in net assets | \$ (286,703) | \$ (1,555,335) |
| Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities- | | |
| Depreciation | 585,891 | 622,561 |
| Financing cost amortization | 15,858 | 14,431 |
| Abandonment loss on ERP system | | 161,991 |
| Gain on fixed asset disposal | 5,170 | |
| Decrease (increase) in assets: | | |
| Accounts receivable | (139,821) | 353,916 |
| Pledges receivable | (78,560) | 153,064 |
| Donated inventory | 5,888 | 31,433 |
| Prepaid expenses and other current assets | (9,648) | 5,688 |
| Increase (decrease) in liabilities: | | |
| Accounts payable and accrued expenses | 282,465 | 59,774 |
| Deferred revenue | 5,042 | (11,547) |
| Net Cash Provided by (Used in) Operating Activities | 385,582 | (164,024) |
| Cash Flows From Investing Activities: | | |
| Proceeds from sale of property and equipment | 6,621 | |
| Purchase of property and equipment | (75,784) | (114,235) |
| Net Cash Used in Investing Activities | (69,163) | (114,235) |
| Cash Flows From Financing Activities: | | |
| Payments on notes payable | (156,953) | (152,234) |
| Proceeds from related party note payable | 500,000 | 500,000 |
| Net change in line of credit | (225,000) | (161,500) |
| Payments on capital lease obligations | (64,049) | (56,139) |
| Payment of financing costs | | 6,299 |
| Proceeds from contributions restricted for the acquisition of long-term assets | 1,250 | (6,228) |
| Net Cash Provided by Financing Activities | 55,248 | 130,198 |
| Net Change in Cash and Cash Equivalents | 371,667 | (148,061) |
| Cash and cash equivalents, beginning of year | 484,071 | 632,132 |
| Cash and Cash Equivalents, End of Year | \$ 855,738 | \$ 484,071 |
| Supplementary Disclosure of Cash Flow Information: | | |
| Cash paid during the year for interest | \$ 256,602 | \$ 196,759 |
| Acquisition of fixed assets through a capital lease | \$ 120,988 | \$ - |

See accompanying notes.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 1 - Purpose and Programs

Mission Statement - Wellspring Family Services' (Wellspring) mission is to build emotionally healthy, self-sufficient families and a nonviolent community in which they can thrive.

Wellspring has provided the greater Seattle/King County community with a spectrum of social services for over one hundred and twenty years.

Wellspring is located at The Rotary Support Center for Families (the Support Center) in Seattle, Washington. The Support Center houses administration, employee assistance, family stabilization programs and services to children. In addition to the Support Center, Wellspring offers program services at other locations in the greater Seattle area.

Until October 2015, the Support Center was leased from Family Services Property LLC (FSP LLC), a single member LLC, wholly owned by Wellspring Family Services. The Support Center was transferred to Wellspring during the debt refinancing discussed in Note 6. The consolidated financial statements include the accounts of Wellspring Family Services and FSP LLC, collectively referred to as Wellspring. All inter-entity transactions have been eliminated.

Program Services - Wellspring helps children, adults and families who are experiencing crisis take the next step forward, tap into their own resilience and strength, and build community. Wellspring helps people understand and address the root causes of challenges, as well as respond to immediate needs.

Wellspring's programs include three service groups:

Community Services (CS)

- Parent/Child Services
- Early Learning Center
- Baby Boutique
- Housing Services Intervention and Prevention for Homeless and At-Risk Families
- Domestic Violence Intervention and Prevention

Clinical and Training Services (CTS)

- Counseling Services
- New Parents Services
- Training Services
- The Certificate Program in Clinical Theory and Practice and Human Development

Employee Assistance Program (EAP)

Note 2 - Summary of Significant Accounting Policies

Basis of Accounting - The accompanying consolidated financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). Under the accrual basis of accounting, support is recognized when it is awarded, revenue is recognized when it is earned and realizable, and expenses are recognized when they are incurred.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 2 - Continued

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

Unrestricted Net Assets - Net assets that are not subject to externally imposed restrictions.

Temporarily Restricted Net Assets - Net assets subject to externally imposed restrictions that will be met either by actions of Wellspring and/or the passage of time. Temporarily restricted net assets subject to time and program restrictions were \$376,186 and \$402,829, as of December 31, 2017 and 2016, respectively (Note 5).

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by Wellspring. As of December 31, 2017 and 2016, Wellspring had permanently restricted net assets of \$57,990 and \$47,990 respectively, whose earnings are available for program purposes.

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. Expirations of temporary restrictions on net assets are reported as reclassifications between the applicable classes of net assets.

Cash and Cash Equivalents - Wellspring considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

Credit Risk - Wellspring maintains cash deposits in bank accounts which, at times, exceed federally insured limits during the year.

Accounts Receivable - Trade accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to trade accounts receivable. Changes in the valuation allowance have not been material to the consolidated financial statements.

Property and Equipment - Assets are recorded at cost or at their fair value when received, if donated. The costs of repairs and maintenance are expensed as incurred.

Wellspring capitalizes all items over \$1,000 that provide a future benefit. Depreciation is computed using the straight-line method based on estimated useful lives, which range from three to forty years.

Financing Costs - Financing costs are recorded as a deduction to the related debt liability on the consolidated statement of financial position. Financing costs are amortized over the term of the applicable debt using the straight-line method. U.S. GAAP requires that the effective yield method be used to amortize financing costs; however, the effect of using the straight-line method is not materially different from the results that would have been obtained under the effective yield method. Amortization of financing costs are included as a component of interest expense on the consolidated statement of operations.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 2 - Continued

Donated Inventory - Donated inventory consists of goods for Wellspring's Baby Boutique and is valued at its estimated fair value when donated.

Deferred Revenue - Deferred revenue includes grant funding to be used in future periods. The deferred revenue is recognized as earned.

Income Taxes - The IRS has determined that Wellspring Family Services is exempt from federal income taxes under Internal Revenue Code Section 501(c)(3). As such, it is subject to income taxes only on unrelated business income. FSP LLC is not subject to income taxes; such are the responsibility of its members. During the years ended December 31, 2017 and 2016, Wellspring had no unrelated business income and accordingly, no provision for federal income taxes has been reported in the accompanying consolidated financial statements.

Contributions - Contributions, which include unconditional promises to give (pledges), are recognized as revenues in the period received.

In-Kind Contributions - In-kind contributions consisted of the following for the years ended December 31:

| | <u>2017</u> | <u>2016</u> |
|---------------------|--------------------------|--------------------------|
| Facilities | \$ 104,147 | \$ 95,000 |
| Baby Boutique goods | <u>470,603</u> | <u>788,933</u> |
| | <u><u>\$ 574,750</u></u> | <u><u>\$ 883,933</u></u> |

In addition, a substantial number of unpaid volunteers have made significant contributions of time (approximately 4,312 hours and 9,350 hours for the years ended December 31, 2017 and 2016, respectively (unaudited)) to develop and carry out the programs of Wellspring. The value of this contributed time is not reflected in the consolidated statement of activities since it does not meet the requirements of U.S. GAAP.

Functional Expenses - The costs of providing the various programs and other activities have been summarized on a functional basis in the consolidated statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Use of Estimates - The preparation of the consolidated financial statements in conformity with U.S. GAAP 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 reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Concentrations - Wellspring had one client comprising 16% and 15% of revenues during the years ended December 31, 2017 and 2016, respectively.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 2 - Continued

Comparative Totals for 2016 - The consolidated 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 U.S. GAAP. Accordingly, such information should be read in conjunction with Wellspring's consolidated financial statements for the year ended December 31, 2016, from which the summarized information was derived.

Note 3 - Pledges Receivable

Wellspring has received pledges for contributions to be received in future periods. These contributions are receivable as follows at December 31:

| | <u>2017</u> | <u>2016</u> |
|-------------------------------------|--------------------------|--------------------------|
| Less than one year | \$ 266,529 | \$ 189,999 |
| One to five years | <u>250</u> | <u>2,282</u> |
| | 266,779 | 192,281 |
| Allowance for uncollectible pledges | (6,321) | (9,012) |
| Present value discount at 5% | <u>(12)</u> | <u>(133)</u> |
| | <u>\$ 260,446</u> | <u>\$ 183,136</u> |

Pledges receivable from two donors represented 54% of total pledges receivable at December 31, 2017 and three donors represented 71% of total pledges receivable at December 31, 2016.

Note 4 - Property and Equipment

Property and equipment consisted of the following at December 31:

| | <u>2017</u> | <u>2016</u> |
|----------------------------------|-----------------------------|-----------------------------|
| Land | \$ 2,456,349 | \$ 2,456,349 |
| Building | 13,611,580 | 13,611,580 |
| Furniture and equipment | 1,445,712 | 1,398,576 |
| Vehicles | | 23,143 |
| Leasehold improvements | 448,967 | 448,967 |
| Assets not yet placed in service | <u>10,590</u> | <u>15,234</u> |
| | 17,973,198 | 17,953,849 |
| Less accumulated depreciation | <u>(5,359,944)</u> | <u>(4,939,685)</u> |
| | <u>\$ 12,613,254</u> | <u>\$ 13,014,164</u> |

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 4 - Continued

In September 2016, Wellspring abandoned a software project for the design and installation of comprehensive Enterprise Resource Planning software. The costs for the design and development were being charged to fixed asset accounts in anticipation of the software being placed in service. As a result of the abandonment, the software development costs of \$161,991 were written off and are shown on the consolidated statement of activities as "Abandonment loss on ERP system".

Note 5 - Temporarily Restricted Net Assets

Wellspring's temporarily restricted net assets consisted of the following at December 31:

| | <u>2017</u> | <u>2016</u> |
|---------------------------------------|-------------------|-------------------|
| Parent-Child services | \$ 190,000 | \$ - |
| Housing services | 108,490 | |
| CS Initiative | 25,000 | 50,000 |
| Administration - Consultants | 23,250 | |
| Early Learning Center - general | 14,738 | 99,732 |
| Housing - Beds for Families | 14,150 | 4,080 |
| Admin | 10,000 | |
| Domestic Violence Intervention | 558 | 30,000 |
| Baby Boutique | | 19,000 |
| Early Learning Center - 5th classroom | | 155,000 |
| Capital Campaign - Program | | 45,017 |
| | <u>\$ 386,186</u> | <u>\$ 402,829</u> |

Net assets released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified by donors were as follows for the year ended December 31, 2017:

| | |
|---------------------------------------|-------------------|
| Purpose restriction- | |
| Early Learning Center - 5th classroom | \$ 479,648 |
| Early Learning Center - General | 84,994 |
| Baby Boutique | 67,973 |
| Domestic Violence Intervention | 61,374 |
| Housing services | 50,510 |
| Parent-Child services | 50,000 |
| CS Initiative | 50,000 |
| Capital Campaign - Program | 45,017 |
| Administration - Consultants | 11,750 |
| Housing - Beds for Families | 6,630 |
| | <u>\$ 907,896</u> |

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 6 - Notes Payable

On October 16, 2015, Wellspring entered into a tax exempt bond with the Washington Health Care Facilities Authority (WHCFA) to refinance a New Markets Tax Credit (NMTC) loan that came due in November 2015. Wellspring originally entered into a New Markets Tax Credit transaction to help finance the construction of the Support Center.

The WHCFA bond was issued for \$5,404,774. The term of the bond is 10 years with interest at the tax exempt rate of 2.75% for the first 7 years and a rate reset for the remaining 3 years at the 3 year LIBOR Swap Rate plus a margin of 2.25% multiplied by 65% and rounded to the nearest 1/8th of 1%. The bond is collateralized by the deed to the Support Center building.

At December 31, 2017 and 2016 the balance on the WHCFA bond was \$5,051,804 and \$5,208,757 respectively.

Under the terms of the WHCFA bond agreement, Wellspring must comply with a debt service covenant ratio and maintain a minimum cash liquidity of \$1,000,000. Compliance with such covenants is determined on an annual basis. As of December 31, 2017, Wellspring was in compliance with the financial covenants.

On May 9, 2016, Wellspring entered into a Promissory Note with Equity Trust Company FBO David Hiatt IRA (Equity Trust), a related party, for \$500,000. Monthly payments are interest only with the total amount of the principal originally due May 9, 2018. The note is secured by a Second Deed of Trust to the Support Center Building. The WHCFA bond holder, the Commerce Bank of Washington, has agreed to a Subordination Agreement signed by Equity Trust, Wellspring and The Commerce Bank of Washington. On March 8, 2017, Wellspring amended the Promissory Note to increase the outstanding principal to \$1,000,000 at a fixed interest rate of 10%. Subsequent to the year ended December 31, 2017, Wellspring signed an additional amendment to extend the maturity date of the note to October 16, 2025.

Future minimum debt payments on long-term debt are as follows:

For the Year Ending December 31,

| | | |
|----------------------------------|----|-------------------------|
| 2018 | \$ | 161,385 |
| 2019 | | 165,943 |
| 2020 | | 170,261 |
| 2021 | | 175,438 |
| 2022 | | 179,899 |
| Thereafter | | <u>5,198,878</u> |
| | | 6,051,804 |
| Less unamortized financing costs | | <u>(59,921)</u> |
| | \$ | <u><u>5,991,883</u></u> |

Note 7 - Commitments and Contingencies

Operating Line of Credit - Wellspring uses a line of credit facility of \$500,000 provided by The Commerce Bank of Washington, to manage cash flow requirements. The line is provided at a variable interest rate of bank prime plus 1% (5.50% at December 31, 2017). The line expired on February 28, 2018 and was renewed subsequent to year end (Note 10). The balance outstanding on the line was \$0 and \$225,000 on December 31, 2017 and 2016, respectively.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

**Notes to Consolidated Financial Statements
For the Year Ended December 31, 2017
(With Comparative Totals for 2016)**

Note 7 - Continued

Capital Lease Obligation - In 2017, Wellspring entered into a lease for eighteen copiers under a noncancelable capital lease agreement requiring 60 monthly payments of \$2,339 through May 2022.

In 2015, Wellspring entered into a lease for 105 computers under a noncancelable capital lease agreement. The lease requires 36 monthly payments of \$2,433 through October 2018.

Future minimum lease payments under the capital lease agreements are as follows:

For the Year Ending December 31,

| | | |
|---|----|-------------------------------|
| 2018 | \$ | 54,827 |
| 2019 | | 28,068 |
| 2020 | | 28,068 |
| 2021 | | 28,068 |
| 2022 | | 7,615 |
| | | <hr/> |
| | | 146,646 |
| Less amounts representing interest at 6.0% - 8.0% | | <hr/> (15,800) |
| | | <hr/> \$ 130,846 <hr/> |

Property and equipment included copiers and computers under capital leases at December 31, 2017 and 2016 of \$199,191 and \$229,746, respectively. Accumulated depreciation on these leases was \$69,845 and \$163,152 at December 31, 2017 and 2016, respectively.

Operating Leases - Wellspring leases space for several of its offices in the Seattle area under operating lease agreements expiring through December 2021. Lease expense under these operating leases in 2017 was \$221,004. As of December 31, 2017, future minimum lease payments under operating leases with terms in excess of one year are as follows:

For the Year Ending December 31,

| | | |
|------|----|-------------------------------|
| 2018 | \$ | 240,312 |
| 2019 | | 251,088 |
| 2020 | | 261,852 |
| 2021 | | 152,580 |
| | | <hr/> |
| | | <hr/> \$ 905,832 <hr/> |

Malpractice Insurance - Therapists and counselors, while acting within their duties as employees of Wellspring, are insured by Wellspring's professional liability insurance under an occurrence basis policy.

WELLSPRING FAMILY SERVICES AND SUBSIDIARY

Notes to Consolidated Financial Statements For the Year Ended December 31, 2017 (With Comparative Totals for 2016)

Note 8 - Retirement Plan

Wellspring's Tax Deferred Annuity Retirement Plan (the Plan) covers all eligible employees. The benefit formula used to determine Wellspring's contribution to the Plan is based on a stated contribution formula. Contributions to the defined contribution plan amounted to \$3,203 and \$16,170 for the years ended December 31, 2017 and 2016, respectively. Employer contributions vest incrementally based on years of service up to five years. In January 2016, the Wellspring Board of Directors suspended the match for the savings plan, effective February 25, 2016 until further notice. The suspension remained in effect at December 31, 2017.

Note 9 - Special Events

Wellspring holds an annual fundraising luncheon. Gross revenues and related direct expenses for this event for the years ended December 31 were as follows:

| | <u>2017</u> | <u>2016</u> |
|--|--------------------------|--------------------------|
| Gross revenues | \$ 462,753 | \$ 511,071 |
| Direct expenses | <u>(89,243)</u> | <u>(101,109)</u> |
| Excess of Special Event Revenue Over Expenses | <u>\$ 373,510</u> | <u>\$ 409,962</u> |

Gross revenue for special events is included in contribution revenue in the consolidated statement of activities. Direct expenses are also reflected in fundraising expenses in the consolidated statement of functional expenses.

Note 10 - Subsequent Event

Wellspring has evaluated subsequent events through May 2, 2018, the date on which the consolidated financial statements were available to be issued. As of March 7, 2018, Wellspring's line of credit facility of \$500,000 was extended by The Commerce Bank of Washington through February 28, 2019.