

Consolidated Financial Statements, Schedule of Expenditures of Federal Awards, and Reports Required by Government Auditing Standards and OMB Circular A-133 June 30, 2013

Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona

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#### **Independent Auditor's Report**

To the Board of Directors Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Mesa, Arizona

#### **Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona (non-profit Organizations), which comprise the consolidated statements of financial position as of June 30, 2013 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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.

#### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona as of June 30, 2013 and the changes in their net assets and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matter-Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The supplementary information on pages 15 through 16 is presented for the purpose of additional analysis and is not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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.

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, is presented for 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 audit 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 schedule of expenditures of federal awards is fairly stated, in all material respects, in relation to the financial statements as a whole.

Phoenix, Arizona January 24, 2014

Esde Saelly LLP

### Save the Family Foundation and A.R.M. of Save the Family Foundation of Arizona

Consolidated Statement of Financial Position June 30, 2013

| Assets   |   |
|--|---|
| Current Assets Cash and cash equivalents Current portion of promises to give receivable Governmental grants receivable Investment in affiliate Prepaid expenses and other current assets Inventory | \$ 662,239<br>281,118<br>256,350<br>300,379<br>20,932<br>12,533 |
| Total current assets   | 1,533,551   |
| Promises to give receivable, net<br>Property and equipment, net  | 118,318<br>10,664,612   |
| Total assets   | \$ 12,316,481   |
| Liabilities and Net Assets   |   |
| Current Liabilities Accounts payable Accrued expenses Line of credit payable Current maturities of notes payable   | \$ 43,222<br>235,253<br>53,180<br>20,567                        |
| Total current liabilities  | 352,222   |
| Notes Payable, Less Current Maturities   | 392,091   |
| Total liabilities  | 744,313   |
| Net Assets Unrestricted Temporarily restricted   | 11,107,408<br>464,760   |
| Total net assets   | 11,572,168  |
| Total liabilities and net assets   | \$ 12,316,481   |

### Save the Family Foundation and A.R.M. of Save the Family Foundation of Arizona

Consolidated Statement of Activities Year Ended June 30, 2013

|                                       | Unrestricted  | Temporarily<br>Restricted | Total                                 |
|---------------------------------------|---------------|---------------------------|---------------------------------------|
| Support, Revenue and Gains            |               |                           |                                       |
| Government grants                     | \$ 2,409,258  | \$ -                      | \$ 2,409,258                          |
| United Way contributions              | 36,592        | 143,398                   | 179,990                               |
| Contributions                         | 890,883       | 349,562                   | 1,240,445                             |
| In-kind contributions                 | 532,586       | -                         | 532,586                               |
| Client and management fees            | 99,618        | -                         | 99,618                                |
| Rental income                         | 816,907       | -                         | 816,907                               |
| Thrift Store revenue                  |               |                           |                                       |
| Contributions of merchandise          | 120,339       | -                         | 120,339                               |
| Sales of donated merchandise          | 120,339       | -                         | 120,339                               |
| Less: value of merchandise sold       | (120,339)     | -                         | (120,339)                             |
| Revenue from Thrift Store             | 120,339       |                           | 120,339                               |
| Fundraising events                    | <u> </u>      |                           | · · · · · · · · · · · · · · · · · · · |
| Gross fundraising events revenue      | 74,501        | -                         | 74,501                                |
| Less: direct donor benefit costs      | (17,825)      | -                         | (17,825)                              |
| Net fundraising events revenue        | 56,676        |                           | 56,676                                |
| Miscellaneous                         | 165,317       |                           | 165,317                               |
| Gain on sale of property              | 89,563        | -                         | 89,563                                |
| 1 1 2                                 | 5,217,739     | 492,960                   | 5,710,699                             |
| Net assets released from restrictions | 234,114       | (234,114)                 |                                       |
| Total support, revenue and gains      | 5,451,853     | 258,846                   | 5,710,699                             |
| Expenses                              |               |                           |                                       |
| Program services                      | 4,025,979     | -                         | 4,025,979                             |
| Management and general                | 303,482       | -                         | 303,482                               |
| Fundraising                           | 738,705       |                           | 738,705                               |
| Total expenses                        | 5,068,166     |                           | 5,068,166                             |
| Change in Net Assets                  | 383,687       | 258,846                   | 642,533                               |
| Net Assets, Beginning of Year         | 10,723,721    | 205,914                   | 10,929,635                            |
| Net Assets, End of Year               | \$ 11,107,408 | \$ 464,760                | \$ 11,572,168                         |

### Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona

Consolidated Statement of Functional Expenses Year Ended June 30, 2013

|  | Program Services |                        |    |         |    |                   | Supporting Services |                                 |    |                         |    |                       |    |            |    |           |
|--|------------------|------------------------|----|---------|----|-------------------|---------------------|---------------------------------|----|-------------------------|----|-----------------------|----|------------|----|-----------|
|  |                  | ransitional<br>Housing |    | FACES   | R  | Rapid<br>ehousing | ]                   | A.R.M/<br>Property<br>anagement |    | tal Program<br>Services |    | nagement<br>I General | Fu | ındraising |    | Total     |
| Salaries and employee  |                  |                        |    |         |    |                   |                     |                                 |    |                         |    |                       |    |            |    |           |
| related expense  | \$               | 666,731                | \$ | 221,145 | \$ | 188,227           | \$                  | 277,581                         | \$ | 1,353,684               | \$ | 175,738               | \$ | 436,092    | \$ | 1,965,514 |
| Depreciation   |                  | 37,978                 |    | 12,598  |    | 10,506            |                     | 370,877                         |    | 431,959                 |    | 9,756                 |    | 25,152     |    | 466,867   |
| Direct assistance to   |                  |                        |    |         |    |                   |                     |                                 |    |                         |    |                       |    |            |    |           |
| individuals  |                  | 309,313                |    | 94,991  |    | 117,275           |                     | -                               |    | 521,579                 |    | -                     |    | -          |    | 521,579   |
| Direct donor benefit costs                                   |                  | -                      |    | -       |    | -                 |                     | -                               |    | -                       |    | -                     |    | 17,825     |    | 17,825    |
| Direct unit costs  |                  | 495,460                |    | -       |    | 158,023           |                     | 550,800                         |    | 1,204,283               |    | -                     |    | -          |    | 1,204,283 |
| Equipment  |                  | 29,022                 |    | 11,000  |    | 7,978             |                     | 13,151                          |    | 61,151                  |    | 19,222                |    | 20,410     |    | 100,783   |
| Materials and supplies                                       |                  | 9,181                  |    | 3,800   |    | 2,033             |                     | 54,236                          |    | 69,250                  |    | 9,335                 |    | 8,546      |    | 87,131    |
| Operating expenses   |                  | 14,309                 |    | 16,748  |    | 5,223             |                     | 43,036                          |    | 79,316                  |    | 20,183                |    | 37,646     |    | 137,145   |
| Other program expenses                                       |                  | 5,652                  |    | 24,152  |    | 45                |                     | 83,826                          |    | 113,675                 |    | -                     |    | -          |    | 113,675   |
| Professional and outside                                     |                  |                        |    |         |    |                   |                     |                                 |    |                         |    |                       |    |            |    |           |
| services   |                  | 27,255                 |    | 15,471  |    | 6,317             |                     | 21,624                          |    | 70,667                  |    | 56,795                |    | 175,782    |    | 303,244   |
| Space and occupancy  |                  | 18,462                 |    | 9,711   |    | 4,994             |                     | 27,672                          |    | 60,839                  |    | 5,121                 |    | 25,071     |    | 91,031    |
| Travel   |                  | 21,299                 |    | 18,630  |    | 6,519             |                     | 13,128                          |    | 59,576                  |    | 7,332                 |    | 10,006     |    | 76,914    |
| Total functional expense                                     |                  | 1,634,662              |    | 428,246 |    | 507,140           |                     | 1,455,931                       |    | 4,025,979               |    | 303,482               |    | 756,530    |    | 5,085,991 |
| Less direct donor benefit costs                              |                  |                        |    |         |    |                   |                     |                                 |    |                         |    |                       |    | (17,825)   |    | (17,825)  |
| Total functional expense reported in Statement of Activities | 1<br>\$          | 1,634,662              | \$ | 428,246 | \$ | 507,140           | \$                  | 1,455,931                       | \$ | 4,025,979               | \$ | 303,482               | \$ | 738,705    | \$ | 5,068,166 |

### Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona

Consolidated Statement of Cash Flows Year Ended June 30, 2013

| Change in net assets                                      | \$<br>642,533 |
|---|---------------|
| Adjustments to reconcile change in net assets to net cash |               |
| from operating activities                                 |               |
| Depreciation  | 466,867       |
| Gain on sale of property and equipment                    | (89,563)      |
| Change in discount on promises to give receivable         | 6,251         |
| Change in assets and liabilities                          |               |
| Governmental grants receivable                            | 249,340       |
| Promises to give receivable                               | (262,301)     |
| Prepaid expenses and other current assets                 | 3,478         |
| Accounts payable  | 10,576        |
| Accrued expenses  | 7,587         |
| Other liabilities   | (69,290)      |
| Net Cash from Operating Activities                        | 965,478       |
|   | , ,,,,,       |
| Cash Flows from Investing Activities                      |               |
| Purchase of property and equipment                        | (682,504)     |
| Proceeds from sale of property and equipment              | 119,000       |
|   |               |
| Net Cash used for Investing Activities                    | (563,504)     |
| Cash Flows from Financing Activities                      |               |
| Gross payments on line of credit                          | (881,306)     |
| Gross advances from line of credit                        | 739,813       |
| Payments on notes payable                                 | (26,632)      |
| - ay v p-ay   | (==,===)      |
| Net Cash used for Financing Activities                    | (168,125)     |
| Net Change in Cash and Cash Equivalents                   | 233,849       |
|   |               |
| Cash and Cash Equivalents, Beginning of Year              | 428,390       |
| Cash and Cash Equivalents, End of Year                    | \$<br>662,239 |
| Supplemental Disclosure of Cash Flow Information          |               |
| Interest paid   | \$<br>28,345  |

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Notes to Consolidated Financial Statements June 30, 2013

#### Note 1 - Nature of Operations and Significant Accounting Policies

#### **Principal Business Activities**

Save the Family Foundation of Arizona (STF) is an Arizona non-profit corporation which provides transitional housing and permanent housing services to needy and homeless families. Primary sources of revenue are governmental funding and donations.

Affordable Rental Movement (ARM) of Save the Family Foundation of Arizona was formed in 1992 to develop permanent affordable housing rental opportunities for low income families.

STF and ARM are collectively referred to herein as Save the Family.

The major programs of STF and ARM include:

#### Transitional Housing

Scattered-site housing units for housing homeless families for up to 24 months

Family, Adult and Children's Empowerment Services (FACES)

• Financial literacy, intervention/prevention education, workforce development, professional clothing, household furnishings, supplemental food, and client transportation. Legal, dental and vision services are provided through volunteer attorneys and physicians.

#### Rapid Rehousing Project – Next Step

• Financial assistance and services to prevent individuals and families from becoming homeless, and to quickly re-house and stabilize those experiencing homelessness.

#### **Financial Statement Presentation**

The Organization reports information regarding its financial position and activities according to three classes of net assets (unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets) based upon the existence or absence of donor-imposed restrictions.

*Unrestricted Net Assets* – Net assets available for use in general operations.

Temporarily Restricted Net Assets – Net assets subject to donor restrictions that may or will be met by expenditures or actions of Save the Family Foundation and/or the passage of time.

Save the Family reports contributions as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. 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.

*Permanently Restricted Net Assets* – Net assets whose use it limited by donor-imposed restrictions that neither expire by the passage of time nor can be fulfilled or otherwise removed by action of Save the Family Foundation.

### Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona

Notes to Consolidated Financial Statements June 30, 2013

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. Realized and unrealized 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, i.e., the donor-stipulated purposes have been fulfilled, and/or the stipulated time has elapsed, are reported as reclassifications between the applicable classes of net assets

Donor restricted contributions, whose restrictions are met in the same reporting period, are reported as unrestricted support.

#### **Principles of Consolidation**

ARM is controlled by STF; therefore the financial statements of STF have been consolidated with ARM. All significant interagency accounts and transactions have been eliminated in consolidation.

#### **Cash and Cash Equivalents**

For purposes of reporting cash flows, Save the Family considers all highly-liquid investments with original maturities of three months or less to be cash equivalents.

#### **Government Fees and Grants**

Save the Family recognizes amounts received from contracts and grants as earned when the services are rendered under a unit of service contract. Funding sources may, at their discretion, request reimbursement for expenses or return of funds, or both, as a result of non-compliance by Save the Family with the terms of the contract. Save the Family has contracts with the cities of Mesa, Scottsdale, and Chandler, as well as the Town of Gilbert, Maricopa County, and HUD. These grants represent approximately 42% of Save the Family's revenues for the year ended June 30, 2013.

#### **Concentrations of Credit Risk**

Cash includes cash held in checking, savings, and money market accounts. Save the Family, at times, maintains cash at financial institutions in excess of the bank insured limit by the Federal Deposit Insurance Corporation. Save the Family also maintains cash at a brokerage firm that is SIPC insured.

#### **Receivables**

Save the Family's receivables consist primarily of amounts due from government agencies. Save the Family does not require collateral for receivable balances and does not charge interest on receivables that are past due. Receivable balances are considered to be past due if not paid within the invoice's stated terms, which vary by agency. Management has determined all amounts to be collectable and therefore an allowance for receivables is not deemed necessary.

#### **Inventory**

Inventory consists of donated items held for resale in the thrift store and is valued based on the previous three months' sales, which management believes approximates fair value.

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Notes to Consolidated Financial Statements June 30, 2013

#### **Donated Goods, Facilities and Services**

Donated goods and facilities are valued at their estimated fair value. Donated services are recognized in the consolidated financial statements at their estimated fair value if the following criteria are met:

- The services require specialized skills, and the services are provided by individuals possessing those skills.
- The services would typically need to be purchased if not donated.

Although Save the Family utilizes the services of many outside volunteers, the fair value of these services is not recognized in the accompanying consolidated financial statements since they do not meet the criteria for recognition under generally accepted accounting principles.

#### **Promises to Give**

Unconditional promises to give that are expected to be collected within one year are recorded as promises to give at net realizable value. Unconditional promises to give that are expected to be collected in future periods are recorded using present value techniques incorporating risk-adjusted discount rates applicable to the years in which the promise to give are received. In subsequent years, amortization of the discount is included in contribution revenue in the consolidated statement of activities. Conditional promises to give are not recognized as support until the conditions are substantially met.

Promises to give are stated at unpaid balances, net of discounts, less an allowance for doubtful accounts as deemed necessary. Save the Family provides for losses on contributions and accounts receivable using the allowance method. The allowance is based on experience, knowledge of the donors, the industry, and other circumstances which may affect the ability of donors to meet their obligations. It is Save the Family's policy to charge off uncollectable promises to give and accounts receivable when management determines collection is doubtful. Management considers receivables at June 30, 2013 to be fully collectable and, accordingly, an allowance for doubtful accounts is not deemed necessary.

#### **Property and Equipment**

Property and equipment are recorded at cost at the date of acquisition or fair market value at the date of donation in the case of gifts. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Donated or purchased property and equipment are accounted for as unrestricted net assets. Also included in this classification are amounts designated by the Board of Directors for capital expenditures. Depreciation of property and equipment is computed using the straight line method over the estimated useful lives of the assets, which range from five to 30 years. Amortization of leasehold improvements is computed using the straight line method over the estimated useful life of the improvements, which is five years. Save the Family's capitalization policy requires individual assets to be capitalized if the original cost or fair market value at date of donation exceeds \$5,000. Maintenance and repairs are charged to operations when incurred.

Save the Family Foundation reviews its property and equipment whenever events indicate that the carrying amount of the asset many not be recoverable. An impairment loss is recorded when the sum of the future cash flows is less than the carrying amount of the asset. An impairment loss is measured as the amount by which the carrying amount of the asset exceeds its fair value. No impairment loss was recorded for the year ended June 30, 2013.

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Notes to Consolidated Financial Statements June 30, 2013

#### **Advertising Costs**

Advertising costs are expensed as incurred. Advertising expense was \$1,831 for the year ended June 30, 2013.

#### **Functional Expense Allocation**

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

#### **Income Taxes**

Both STF and ARM are organized as Arizona non-profit corporations and have been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Section 501(a) of the Internal Revenue Code as organizations described in Section 501(c)(3), qualify for charitable contributions deductible under Section 170, and have been determined not to be private foundations under Section 509(a)(1). The organizations are annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. In addition, the entities are subject to income tax on net income that is derived from business activities that are unrelated to their exempt purpose. The organizations have determined they are not subject to unrelated business income tax and have not filed an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

Management believes that it has appropriate support for any tax positions taken affecting the organization's annual filing requirements, and as such, does not have any uncertain tax positions that are material to the consolidated financial statements. Save the Family would recognize future accrued interest and penalties related to unrecognized tax benefits and liabilities in income tax expense if such interest and penalties are incurred.

#### **Use of 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 may differ from these estimates.

#### **Subsequent Events**

Save the Family has evaluated subsequent events through January 24, 2014January 24, 2014, the date which the financial statements were available to be issued.

#### **Note 2 - Promises to Give Receivable**

Contributions receivable consisted of the following as of June 30, 2013:

| Valley of the Sun United Way                | \$<br>83,498  |
|---|---------------|
| Mesa United Way                             | 59,900        |
| Bank of America                             | 100,000       |
| Board Members of Save the Family Foundation | 162,289       |
| Discount on promises to give receivable     | (6,251)       |
| Total promises to give receivable           | \$<br>399,436 |

Future schedule of payments is as follows:

| Year ending June 30,  |               |
|-----------------------|---------------|
| 2014                  | \$<br>281,118 |
| 2015                  | 39,220        |
| 2016                  | 39,020        |
| 2017                  | 39,020        |
| 2018                  | <br>7,309     |
|                       |               |
| Total future payments | \$<br>405,687 |

#### **Note 3 - Investment in Affiliate**

Investment in affiliate consists of cash contributions to an affordable multifamily housing partnership where ARM is the general partner. Investment value is adjusted by ARM's portion of the partnership's income/loss each year. ARM has a .01% ownership interest in the affiliate.

#### **Note 4 - Property and Equipment**

Property and equipment consisted of the following as of June 30, 2013:

| Land   | \$ 2,453,807  |
|--|---------------|
| Buildings                                      | 10,550,603    |
| Building improvements                          | 1,106,029     |
| Appliances                                     | 87,571        |
| Equipment and furniture                        | 109,597       |
| Vehicles                                       | 147,750       |
| Total property and equipment                   | 14,455,357    |
| Less accumulated depreciation and amortization | (3,790,745)   |
| Property and equipment, net                    | \$ 10,664,612 |

#### **Note 5 - Line of Credit Payable**

STF has a revolving line of credit with a limit of \$300,000 and a maturity date of February 16, 2014. Interest advances on the line of credit are payable monthly at the bank's prime rate plus 0.5% with floor rate of 5% (5% at June 30, 2013). There were no outstanding advances on the line as of June 30, 2013. ARM has a revolving line of credit with a limit of \$800,000 and maturity date of February 16, 2014. Advances on the line of credit are payable monthly at bank's prime rate plus 0.5% with floor rate of 5% (5% at June 30, 2013). The outstanding balance was \$53,180 as of June 30, 2013.

In conjunction with the line of credit agreements, STF and ARM have agreed to comply with certain restrictive covenants which include, among others, requirements related to debt service coverage ratio and current ratio. STF and ARM were in compliance with those covenants as of June 30, 2013. Both lines of credit are secured by real property, inventory, and equipment.

#### Note 6 - Notes Payable

Notes payable consisted of the following as of June 30, 2013:

| Note payable to a bank due in 60 monthly principal and interest payments of \$541, including interest at 6.95%, with a final payment due August 2013. The note is secured by a vehicle.  | \$<br>1,072   |
|--|---------------|
| Unsecured note payable to an individual due in 60 principal-only monthly payments of \$1,000 and 36 principal-only monthly payments of \$1,257 with a final payment due December 2019.   | 92,235        |
| Note payable to a financial institution due in 119 monthly principal and interest payments of \$616, including interest at 5.5%, with a final balloon payment of \$74,698 due December 2020. The note is secured by real property. | 94,219        |
| Note payable to a financial institution due in 119 monthly principal and interest payments of \$1,507, including interest at 5.75%, with a final balloon payment of \$179,572 due December 2020. The                               | 227.122       |
| note is secured by real property.  | <br>225,132   |
|  | 412,658       |
| Less current maturities  | <br>(20,567)  |
|  | \$<br>392,091 |

### Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona

Notes to Consolidated Financial Statements
June 30, 2013

| Future maturities of notes payable are as follows:<br>Year ending June 30, |        |       |
|--|--------|-------|
| 2014   | \$ 20  | 0,567 |
| 2015   | 19     | 9,932 |
| 2016   | 20     | 0,394 |
| 2017   | 2:     | 2,422 |
| 2018   | 24     | 4,478 |
| Thereafter   | 304    | 4,865 |
| Total future maturities  | \$ 412 | 2,658 |

#### **Note 7 - Temporarily Restricted Net Assets**

Temporarily restricted net asset activity was as follows for the year ended June 30, 2013:

|                                 | Beginning<br>Balance |         | 0 0 |         |    | Releases  | Ending Balance |         |  |
|---------------------------------|----------------------|---------|-----|---------|----|-----------|----------------|---------|--|
| Purpose restriction:            |                      |         |     |         |    |           |                |         |  |
| Server/accounting               | \$                   | 9,328   | \$  | -       | \$ | (9,328)   | \$             | -       |  |
| Career development              |                      | 2,000   |     | -       |    | (2,000)   |                | -       |  |
| Shelter plus care               |                      | 33,200  |     | -       |    | (8,300)   |                | 24,900  |  |
| Staff payroll and training      |                      | -       |     | 40,000  |    | (37,100)  |                | 2,900   |  |
| Timing restriction              |                      | -       |     | 262,288 |    | -         |                | 262,288 |  |
| Timing and purpose restriction: |                      |         |     |         |    |           |                |         |  |
| United Way                      |                      | 143,386 |     | 143,398 |    | (143,386) |                | 143,398 |  |
| Other programs                  |                      | 18,000  |     | 47,274  |    | (34,000)  |                | 31,274  |  |
|                                 | \$                   | 205,914 | \$  | 492,960 | \$ | (234,114) | \$             | 464,760 |  |

#### Note 8 - In-Kind Revenue

In-kind revenue is reported in the consolidated statement of activities and consolidated statement of functional expenses as follows for the year ended June 30, 2013:

| •   | Progr | am Services                 | Manag<br>and G | gement<br>eneral | Fur | Total  |    |                             |
|---|-------|-----------------------------|----------------|------------------|-----|--------|----|-----------------------------|
| Direct assistance to individuals<br>Professional and outside services<br>Materials and supplies | \$    | 438,413<br>32,945<br>50,280 | \$             | -<br>-<br>-      | \$  | 10,948 | \$ | 438,413<br>43,893<br>50,280 |
| Total in-kind expense   | \$    | 521,638                     | \$             | _                | \$  | 10,948 | \$ | 532,586                     |

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Notes to Consolidated Financial Statements June 30, 2013

#### **Note 9 - Contingencies**

During 2011, Save the Family received donated residential property. Under the terms of the governmental contract, if Save the Family fails to allow only low-income households to reside in the property, the title of the property will revert to the governmental entity. This contingency is in effect through February 2031. Save the Family intends to operate the property in accordance with the terms of the agreement; therefore, no liability relating to a potential future reversion of title has been recorded in the consolidated financial statements.

Other properties acquired by STF and ARM with grant funds are encumbered with ongoing restrictions that preclude STF or ARM from using the acquired properties for purposes other than transitional or permanent housing. Should such properties be sold or used for disallowed purposes, all or part of the grant funds may have to be returned.



June 30, 2013

Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Consolidating Statement of Financial Position June 30, 2013

| Assets  | Save the<br>Family<br>Foundation of<br>Arizona |  | A.R.M. of<br>Save the Family<br>Foundation of<br>Arizona |   | Consolidated Eliminations |                       | Total |   |
|---|--|--|--|---|---------------------------|-----------------------|-------|---|
| Assets  |  |  |  |   |                           |                       |       |   |
| Current Assets Cash and cash equivalents Current portion of promises to give receivable Governmental grants receivable Investments Prepaid expenses and other current assets Inventory Total current assets | \$   | 578,840<br>281,118<br>109,533<br>20,932<br>12,533<br>1,002,956 | \$   | 83,399<br>                                | \$                        | -<br>-<br>-<br>-<br>- | \$    | 281,118<br>256,350<br>300,379<br>20,932<br>12,533 |
| Total current assets  |  | 1,002,956  |  | 530,595                                   |                           |                       |       | 1,533,551   |
| Promises to Give Receivable, Net<br>Property and Equipment, Net   |  | 118,318<br>1,779,846   |  | 8,884,766                                 |                           | <u>-</u>              |       | 118,318<br>10,664,612                             |
| Total assets  | \$   | 2,901,120  | \$   | 9,415,361                                 | \$                        | _                     | \$    | 12,316,481  |
| Liabilities and Net Assets  |  |  |  |   |                           |                       |       |   |
| Current Liabilities Accounts payable Accrued expenses Line of credit payable Current maturities of notes payable Total current liabilities  | \$   | 31,377<br>203,612<br>20,567<br>255,556                         | \$   | 11,845<br>31,641<br>53,180<br>-<br>96,666 | \$                        | -<br>-<br>-<br>-<br>- | \$    | 43,222<br>235,253<br>53,180<br>20,567<br>352,222  |
| Notes Payable, Less Current Maturities<br>Total liabilities   |  | 392,091<br>647,647   | _  | 96,666                                    |                           | <u>-</u>              | _     | 392,091<br>744,313                                |
| Net Assets Unrestricted Temporarily restricted Total net assets   |  | 1,813,613<br>439,860<br>2,253,473                              |  | 9,293,795<br>24,900<br>9,318,695          |                           | -<br>-<br>-           |       | 11,107,408<br>464,760<br>11,572,168               |
| Total liabilities and net assets  | \$   | 2,901,120  | \$   | 9,415,361                                 | \$                        |                       | \$    | 12,316,481  |

### Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Consolidating Statement of Activities Year Ended June 30, 2013

| Connect December and Coins                               | Save the<br>Family<br>Foundation of<br>Arizona | A.R.M of Save<br>the Family<br>Foundation of<br>Arizona | Consolidated<br>Eliminations | Total             |  |
|--|--|---|------------------------------|-------------------|--|
| Support, Revenue and Gains<br>Government grants          | \$ 1,538,826                                   | \$ 870,432  | \$ -                         | \$ 2,409,258      |  |
| United Way contributions                                 | 179,990  | \$ 670,432<br>-   | φ -<br>-                     | 179,990           |  |
| Contributions  | 1,240,445                                      | _   |                              | 1,240,445         |  |
| In-kind contributions                                    | 475,948  | 56,638  | _                            | 532,586           |  |
| Client and management fees                               | 622,279  | -   | (522,661)                    | 99,618            |  |
| Rental income  | 10,590   | 806,317   | (322,001)                    | 816,907           |  |
| Thrift Store sales                                       | 10,570   | 000,517   |                              | 010,507           |  |
| Contributions of merchandise                             | 120,339  | _   | _                            | 120,339           |  |
| Sales of donated merchandise                             | 120,339  | _   | _                            | 120,339           |  |
| Less: value of merchandise sold                          | (120,339)                                      | -   | _                            | (120,339)         |  |
| Revenue from Thrift Store                                | 120,339  |   |                              | 120,339           |  |
| 110 101100 110111 1111110 50010                          | 120,000  |   |                              | 120,009           |  |
| Fundraising events                                       |  |   |                              |                   |  |
| Gross fundraising events revenue                         | 74,501   | -   | -                            | 74,501            |  |
| Less: direct donor benefit costs                         | (17,825)                                       | -   | -                            | (17,825)          |  |
| Net fundraising events revenue                           | 56,676   | =   | =                            | 56,676            |  |
| Miscellaneous  | 10,052   | 155,265   |                              | 165,317           |  |
| Gain on sale of property                                 |  | 89,563  |                              | 89,563            |  |
|  | 4,255,145                                      | 1,978,215   | (522,661)                    | 5,710,699         |  |
|  |  |   |                              |                   |  |
| Expenses   |  |   |                              |                   |  |
| Salaries and employee-related expenses                   | 1,965,514                                      | -   | -                            | 1,965,514         |  |
| Depreciation   | 95,990   | 370,877   | -                            | 466,867           |  |
| Direct assistance to individuals                         | 521,579  | -   | -                            | 521,579           |  |
| Direct unit costs  | 667,206  | 537,077   | -                            | 1,204,283         |  |
| Equipment  | 99,507   | 1,276   | =                            | 100,783           |  |
| Materials and supplies                                   | 35,705   | 51,426  | -                            | 87,131            |  |
| Operating expenses                                       | 4,603  | 132,542   | -                            | 137,145           |  |
| Other program expenses Professional and outside services | 113,675  | -<br>520 122  | (500 ((1)                    | 113,675           |  |
|  | 286,773<br>79,030                              | 539,132<br>12,001                                       | (522,661)                    | 303,244<br>91,031 |  |
| Space and occupancy<br>Travel                            | 79,030   | 5,547   | -                            | 76,914            |  |
| Traver   | 3,940,949                                      | 1,649,878   | (522,661)                    | 5,068,166         |  |
|  | 3,940,949                                      | 1,049,676   | (322,001)                    | 3,008,100         |  |
| Change in Net Assets                                     | 314,196  | 328,337   | -                            | 642,533           |  |
| Net Assets, Beginning of Year                            | 1,939,277                                      | 8,990,358   |                              | 10,929,635        |  |
| Net Assets, End of Year                                  | \$ 2,253,473                                   | \$ 9,318,695  | \$ -                         | \$ 11,572,168     |  |



## Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

Board of Directors Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Mesa, Arizona

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona (collectively referred to as Save the Family), which comprise the consolidated statement of financial position as of June 30, 2013, and the related consolidated statement of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 24, 2014.

#### **Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Save the Family's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Save the Family's internal control. Accordingly, we do not express an opinion on the effectiveness of Save the Family's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not yet been identified.

#### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Save the Family's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, non-compliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of non-compliance or other matters that are required to be reported under *Government Auditing Standards*.

#### **Purpose of this Report**

Esde Saelly LLP

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Phoenix, Arizona

January 24, 2014



### Independent Auditor's Report on Compliance for Each Major Federal Program and Report on Internal Control Over Compliance Required by *OMB Circular A-133*

Board of Directors Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Mesa, Arizona

#### Report on Compliance for Each Major Federal Program

We have audited Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona's (collectively referred to as Save the Family) compliance with the types of compliance requirements described in the *OMB Circular A-133 Compliance Supplement* that could have a direct and material effect on each of Save the Family's major federal programs for the year ended June 30, 2013. Save the Family's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

#### **Management's Responsibility**

Management is responsible for compliance with the requirements of laws, regulations, contracts and grants applicable to its federal programs.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on the compliance for each of Save the Family's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether non-compliance with the compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Save the Family's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Save the Family's compliance.

#### **Opinion on Each Major Federal Program**

In our opinion, Save the Family complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs identified above for the year ended June 30, 2013.

#### **Report on Internal Control over Compliance**

Management of Save the Family is responsible for establishing and maintaining effective internal control over compliance with the compliance requirements referred to above. In planning and performing our audit of compliance, we considered Save the Family's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine that auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Save the Family's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, non-compliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material non-compliance with a compliance requirement will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133. Accordingly, this report is not suitable for any other purpose.

Phoenix, Arizona January 24, 2014

Esde Saelly LLP

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Schedule of Expenditures of Federal Awards Year Ended June 30, 2013

| Federal Grantor/Pass Through Agency/Program        | Federal<br>CFDA<br>Number |     | Pass-through<br>Grantor's<br>Number |    | Federal<br>Expenditure |  |
|--|---------------------------|-----|-------------------------------------|----|------------------------|--|
| U.S. Department of Housing and Urban Development   |                           |     |                                     |    |                        |  |
| Direct Programs                                    |                           |     |                                     |    |                        |  |
| Supportive Housing Program                         | 14.235                    |     | AZ0096B9T021104                     | \$ | , -                    |  |
| Supportive Housing Program                         | 14.235                    |     | AZ0097B9T021104                     |    | 356,071                |  |
| Supportive Housing Program                         | 14.235                    |     | AZ0096L9T021203                     |    | 81,173                 |  |
| Supportive Housing Program                         | 14.235                    |     | AZ0097L9T021205                     |    | 72,649                 |  |
| Subtotal direct programs                           |                           |     |                                     | _  | 668,914                |  |
| Passed-through the City of Mesa:                   |                           |     |                                     |    |                        |  |
| HOME Investment Partnership Program                | 14.239                    | (a) | 2116-4130-11                        |    | 2,929                  |  |
| HOME Investment Partnership Program                | 14.239                    | (a) | 13000119                            |    | 1,172                  |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | 2-594-12                            |    | 90,734                 |  |
| Passed-through the City of Chandler:               |                           |     |                                     |    |                        |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | CD1213-07                           | *  | 40,000                 |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | CD1213-08                           | *  | 10,000                 |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | NSP1                                | *  | 42,603                 |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | NSP3                                | *  | 298,470                |  |
| Passed-through the City of Scottsdale:             |                           |     |                                     |    |                        |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | 2012-066-COS                        |    | 25,000                 |  |
| CDBG Community Development Block Grant             | 14.218                    | (b) | 2012-067 COS                        |    | 10,000                 |  |
| HOME Investment Partnership Program                | 14.239                    | (a) | 2010-070-COS                        |    | 24,057                 |  |
| Passed-through Maricopa County:                    |                           |     |                                     |    |                        |  |
| Emergency Shelter Grants Program                   | 14.231                    |     | Serial 10031-RFP                    |    | 27,000                 |  |
| HOME Investment Partnership Program                | 14.239                    | (a) | C-22-13-015-3-00                    |    | 336,954                |  |
| HOME Investment Partnership Program                | 14.239                    | (a) | C-22-11-074-3-00                    |    | 16,293                 |  |
| Passed-through Town of Gilbert:                    |                           |     |                                     |    |                        |  |
| HOME Investment Partnership Program                | 14.239                    | (a) | 2012-2105-0070                      |    | 149,126                |  |
| Passed-through UMOM:                               |                           |     |                                     |    |                        |  |
| Rapid Re-housing Supportive Housing Program (ARRA) | 14.257                    |     | AZ0049B9T020800                     | *  | 286,430                |  |
| Subtotal passed-through programs                   |                           |     |                                     | _  | 1,360,768              |  |
| Total U.S. Department of Housing and Urban Develop | oment                     |     |                                     |    | 2,029,682              |  |

# Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Schedule of Expenditures of Federal Awards Year Ended June 30, 2013

| U.S. Department of Veterans Affairs   |                  |                                |                          |
|---|------------------|--------------------------------|--------------------------|
| Passed-through UMOM:<br>Supportive Services for Veteran Families Program                    | 64.033           | 12-AZ-063                      | 123,152                  |
| U.S. Department of Health and Human Services  |                  |                                |                          |
| Passed-through Programs Temporary Assistance for Needy Families Social Services Block Grant | 93.558<br>93.667 | DE0-70064-009<br>DE0-70064-009 | 104,408<br>29,666        |
| Total U.S. Department of Health and Human Services  |                  |                                |                          |
| Total Expenditures of Federal Awards  |                  |                                | \$2,286,908              |
| Sum of (a) Total CFDA 14.239<br>Sum of (b) Total CFDA 14.218                                |                  |                                | \$ 530,531<br>\$ 516,807 |

<sup>\*</sup>Denotes major program

#### **Note 1 - Basis of Accounting**

The accompanying schedule of expenditures of federal awards includes the federal grant activity of Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona, Inc. and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Save the Family*. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the financial statements.

#### **Note 2 - Catalog of Federal Domestic Assistance (CFDA) Numbers**

The program titles and CFDA numbers were obtained from the federal or pass-through grantor or the 2013 *Catalog of Federal Domestic Assistance*.

#### **Note 3 - Sub-Recipients**

There were no sub-recipients of federal awards during the year ended June 30, 2013.

## Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Schedule of Findings and Questioned Costs

Year Ended June 30, 2013

#### I. Summary of Auditor's Results

#### **Financial Statements**

Type of auditor's report issued

Unmodified

Internal control over financial reporting

Material weaknesses identified No

Significant deficiencies identified not

considered to be material weaknesses

None Reported

Noncompliance material to financial statements noted?

#### **Federal Awards**

Internal control over major programs

Material weaknesses identified No

Significant deficiencies identified not

considered to be material weaknesses

None Reported

Type of auditor's report issued on compliance for major

programs Unmodified

Any audit findings disclosed that are required to be

reported in accordance with section 510(a) of

Circular A-133?

Identification of major programs:

#### Name of Federal Program or Cluster CFDA number

| CDBG Community Development Block Grant                              | 14.218 |
|---|--------|
| Homeless Prevention and Rapid Re-Housing Supportive Housing Program | 14.257 |

Dollar threshold used to distinguish between type A and type B

programs \$ 300,000

Auditee qualified as low-risk auditee?

#### **II. Financial Statement Findings**

None

#### III. Federal Award Findings and Questioned Costs

None

Save the Family Foundation of Arizona and A.R.M. of Save the Family Foundation of Arizona Schedule of Findings and Questioned Costs Year Ended June 30, 2013

#### IV. Summary Schedule of Prior Year Findings

There were no findings for the year ended June 30, 2012.