Financial Report May 31, 2012

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#### Independent Auditor's Report

To the Board of Directors Jewish Family Service

We have audited the accompanying balance sheet of Jewish Family Service (the "Organization") as of May 31, 2012 and 2011 and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Jewish Family Service at May 31, 2012 and 2011 and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Plante & Moran, PLLC

November 14, 2012



|   |       | В                               | Bala      | nce Sheet                      |
|---|-------|---------------------------------|-----------|--------------------------------|
|   |       | 1ay 31, 2012                    | _ ^       | 1ay 31, 2011                   |
| Assets  |       |                                 |           |                                |
| Current Assets Cash and cash equivalents Accounts receivable:                               | \$    | 2,626,668                       | \$        | 2,043,955                      |
| Program service fees - Net Grants and allocations Prepaid expenses and other current assets |       | 198,493<br>1,057,175<br>113,498 |           | 208,886<br>1,220,125<br>75,862 |
| Total current assets  |       | 3,995,834                       |           | 3,548,828                      |
| Beneficial Interest in Endowment Funds (Note 8)   |       | 1,303,511                       |           | 1,403,827                      |
| Property and Equipment - Net (Note 2)   |       | 517,699                         |           | 526,199                        |
| Collections   |       | 129,880                         |           | 129,880                        |
| Total assets  | \$    | 5,946,924                       | <u>\$</u> | 5,608,734                      |
| Liabilities and Net As  | ssets |                                 |           |                                |
| Current Liabilities   |       |                                 |           |                                |
| Accounts payable  | \$    | 262,876                         | \$        | 182,875                        |
| Deferred revenue  |       | -                               |           | 24,711                         |
| Current portion of postretirement benefits (Note 10)  |       | 34,605                          |           | 48,648                         |
| Accrued liabilities   |       | 442,343                         |           | 484,299                        |
| Total current liabilities   |       | 739,824                         |           | 740,533                        |
| <b>Long-term Liabilities</b> - Long-term portion of postretirement benefits (Note 10)       |       | 109,008                         |           | 191,874                        |
| Total liabilities   |       | 848,832                         |           | 932,407                        |
| Net Assets  |       |                                 |           |                                |
| Unrestricted  |       | 2,234,449                       |           | 2,188,342                      |
| Temporarily restricted (Note 9)   |       | 1,838,757                       |           | 1,476,862                      |
| Permanently restricted  |       | 1,024,886                       |           | 1,011,123                      |
| Total net assets  |       | 5,098,092                       |           | 4,676,327                      |
| Total liabilities and net assets  | \$    | 5,946,924                       | \$        | 5,608,734                      |

## Statement of Activities and Changes in Net Assets

|   | Year Ended    |                           |                           |              |               |                           |                           |               |  |  |
|---|---------------|---------------------------|---------------------------|--------------|---------------|---------------------------|---------------------------|---------------|--|--|
|   |               | May 3                     | 1, 2012                   |              | May 31, 2011  |                           |                           |               |  |  |
|   | Unrestricted  | Temporarily<br>Restricted | Permanently<br>Restricted | Total        | Unrestricted  | Temporarily<br>Restricted | Permanently<br>Restricted | Total         |  |  |
| Revenue and Support   |               |                           |                           |              |               |                           |                           |               |  |  |
| Contributions   | \$ 294,082    | \$ 391,460                | \$ 20,217                 | \$ 705,759   | \$ 387,411    | \$ 86,525                 | \$ 25,000                 | \$ 498,936    |  |  |
| In-kind donations   | 590,650       | -                         | -                         | 590,650      | 594,440       | -                         | -                         | 594,440       |  |  |
| Grants  | 3,750,494     | 137, <del>444</del>       | -                         | 3,887,938    | 3,845,796     | 76,000                    | -                         | 3,921,796     |  |  |
| Allocations   | 3,654,981     | 201,773                   | -                         | 3,856,754    | 3,454,236     | -                         | -                         | 3,454,236     |  |  |
| Program service fees  | 1,187,787     | -                         | -                         | 1,187,787    | 1,044,219     | -                         | -                         | 1,044,219     |  |  |
| Net realized and unrealized gains (losses) on                     |               |                           |                           |              |               |                           |                           |               |  |  |
| investments   | 43,571        | (32,315)                  | -                         | 11,256       | 99,573        | 80,304                    | -                         | 179,877       |  |  |
| Interest income   | 6,057         | -                         | -                         | 6,057        | 10,622        | -                         | -                         | 10,622        |  |  |
| (Decrease) increase in value of beneficial interest in            |               |                           |                           |              |               |                           |                           |               |  |  |
| endowments  | -             | (93,862)                  | (6,454)                   | (100,316)    | -             | 164,423                   | -                         | 164,423       |  |  |
| Gain (loss) on sale of fixed assets                               | 11,500        | -                         | -                         | 11,500       | (32,016)      | -                         | -                         | (32,016)      |  |  |
| Miscellaneous income  | 70,415        |                           |                           | 70,415       | 71,089        |                           |                           | 71,089        |  |  |
| Total revenue and support   | 9,609,537     | 604,500                   | 13,763                    | 10,227,800   | 9,475,370     | 407,252                   | 25,000                    | 9,907,622     |  |  |
| Net Assets Released from Restrictions                             | 242,605       | (242,605)                 |                           |              | 263,203       | (263,203)                 |                           |               |  |  |
| Total revenue, support, and net assets released from restrictions | 9,852,142     | 361,895                   | 13,763                    | 10,227,800   | 9,738,573     | 144,049                   | 25,000                    | 9,907,622     |  |  |
| Expenses  |               |                           |                           |              |               |                           |                           |               |  |  |
| Program services:   | 4 2 4 4 2 4 7 |                           |                           | 4014047      | 2 = 7 4 = 4 = |                           |                           | 2 = 7 / = / = |  |  |
| Older adult services  | 4,216,947     | -                         | -                         | 4,216,947    | 3,574,565     | -                         | =                         | 3,574,565     |  |  |
| Family life center services                                       | 2,220,819     | -                         | -                         | 2,220,819    | 2,098,717     | -                         | =                         | 2,098,717     |  |  |
| Safety net services   | 2,614,591     |                           |                           | 2,614,591    | 2,930,134     |                           |                           | 2,930,134     |  |  |
| Total program services  | 9,052,357     | -                         | -                         | 9,052,357    | 8,603,416     | -                         | -                         | 8,603,416     |  |  |
| Support services:   |               |                           |                           |              |               |                           |                           |               |  |  |
| Management and general  | 634,058       | -                         | -                         | 634,058      | 698,956       | _                         | _                         | 698,956       |  |  |
| Fundraising   | 119,620       |                           |                           | 119,620      | 172,660       |                           |                           | 172,660       |  |  |
| Total support services  | 753,678       |                           |                           | 753,678      | 871,616       |                           |                           | 871,616       |  |  |
| Total expenses  | 9,806,035     |                           |                           | 9,806,035    | 9,475,032     |                           | _                         | 9,475,032     |  |  |
| Increase in Net Assets  | 46,107        | 361,895                   | 13,763                    | 421,765      | 263,541       | 144,049                   | 25,000                    | 432,590       |  |  |
| Net Assets - Beginning of year                                    | 2,188,342     | 1,476,862                 | 1,011,123                 | 4,676,327    | 1,924,801     | 1,332,813                 | 986,123                   | 4,243,737     |  |  |
| Net Assets - End of year  | \$ 2,234,449  | \$ 1,838,757              | \$ 1,024,886              | \$ 5,098,092 | \$ 2,188,342  | <b>\$ 1,476,862</b>       | \$ 1,011,123              | \$ 4,676,327  |  |  |

## **Statement of Functional Expenses**

| Program   Prog  |                            |              |              |              |              |              |                  |            |              |
|---|----------------------------|--------------|--------------|--------------|--------------|--------------|------------------|------------|--------------|
| Salaries and wages   \$1,74,243   \$1,269,448   \$1,075,037   \$4,118,728   \$31,558   \$85,966   \$403,524   \$4,522,552   \$1,203,317   \$77,699   \$-77,699   \$1,371,016   \$1,407,481   \$1,293,317   \$77,699   \$-77,699   \$1,371,016   \$1,407,481   \$1,293,317   \$1,293,317   \$1,293,317   \$1,293,317   \$1,293,317   \$1,293,317   \$1,293,317   \$1,293,317   \$1,293,318 |                            |              |              |              |              |              |                  |            |              |
| Salaries and wages   1,774,243   31,269,448   1,075,037   3,41,18,728   317,558   8,8,966   3,03,524   5,22,252   5,23,000   1,274,243   1,203,244   1,293,317   77,699   - 7,7699   1,371,016   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,752,392   7,7699   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,76999   1,769999  |                            |              |              | n Services   |              |              | Support Services | <u>s</u>   |              |
| Services   Services   Services   Services   Total   and General   Fundraising   Total   Total   |                            |              | ,            |              |              |              |                  |            |              |
| Salaries and wages   1,774,243   559,697   401,176   332,444   1,293,317   77,699   - 77,699   1,371,016  |                            |              |              | ,            |              | •            |                  |            |              |
| Total salaries and related expenses   |                            | Services     | Services     | Services     | Total        | and General  | Fundraising      | Total      | Total        |
| Total salaries and related expenses   | Salaries and wages         | \$ 1.774.243 | \$ 1.269.448 | \$ 1.075.037 | \$ 4.118.728 | \$ 317.558   | \$ 85.966        | \$ 403.524 | \$ 4.522.252 |
| Expenses   2,333,940   1,670,624   1,407,481   5,412,045   395,257   85,966   481,223   5,893,268   |                            | . , ,        |              |              |              |              | -                |            |              |
| Expenses   2,333,940   1,670,624   1,407,481   5,412,045   395,257   85,966   481,223   5,893,268   | Total salaries and related |              |              |              |              |              |                  |            |              |
| Financial assistance  |                            | 2 333 940    | 1 670 624    | 1 407 481    | 5 412 045    | 395 257      | 85 966           | 481 223    | 5 893 268    |
| Decide  | схрензез                   | 2,333,710    | 1,070,021    | 1,107,101    | 3, 112,013   | 373,237      | 03,700           | 101,223    | 3,073,200    |
| Professional fees         154,046         169,834         62,364         386,244         30,664         100         30,764         417,008           Advertising and printing         20,512         10,226         10,687         41,425         4,773         22,493         27,266         68,691           Local travel/vehicle         196,492         18,710         8,238         223,440         1,865         24         1,899         225,329           Telephone         24,152         10,135         6,987         41,274         7,952         60         8,012         49,286           Coperciation         110,780         22,7596         6,437         162,749         9,224         -         9,224         17,1793           Conferences and conventions         28,290         20,812         15,517         64,619         3,019         1,445         4,464         69,083           Supplies         33,450         22,033         22,744         80,227         6,068         9         6,077         86,004           Other office expense         11,517         6,529         3,391         3,223         12,894         1,926         270         2,19         15,090           Subscriptions and reference materials         1,276 <td>Financial assistance</td> <td>951,156</td> <td>-</td> <td>799,003</td> <td>1,750,159</td> <td>2,233</td> <td>-</td> <td>2,233</td> <td>1,752,392</td>   | Financial assistance       | 951,156      | -            | 799,003      | 1,750,159    | 2,233        | -                | 2,233      | 1,752,392    |
| Advertising and printing   20.512   10.226   10.687   41.425   4.773   22.493   27.266   68.691   10.621   17.494   18.710   8.238   223.440   1.865   24   1.889   225.329   17.594   11.076   11.0780   27.596   24.373   16.2749   9.224   - 9.224   17.1973   22.6912   11.0780   27.596   24.373   16.2749   9.224   - 9.224   17.1973   22.6912   11.0780   27.596   24.373   16.2749   9.224   - 9.224   17.1973   22.6912   11.0780   27.596   24.373   16.2749   9.224   - 9.224   17.1973   22.6912   11.0780   20.812   15.517   46.619   9.207   6.068   9   6.077   86.304   20.812   17.523   46.429   22.218   86.170   6.068   9   6.077   86.304   20.812   10.034   6.287   6.573   22.894   1.874   2.167   4.041   26.935   20.812   10.8145   20.813   20.8145   20.813   20.8145   20.813   20.8145   20.813   20.8145   20.813   20.8145   20.813   20.8145   20.813   20.8145   20.813   20.8145   20.  | Occupancy                  | 327,016      | 213,985      | 225,183      | 766,184      | 158,806      | -                | 158,806    | 924,990      |
|   | Professional fees          | 154,046      | 169,834      | 62,364       | 386,244      | 30,664       | 100              | 30,764     | 417,008      |
|   | Advertising and printing   | 20,512       | 10,226       | 10,687       | 41,425       | 4,773        | 22,493           | 27,266     | 68,691       |
| Telephone   |                            |              | 18.710       | 8.238        |              | 1.865        | 24               | 1.889      |              |
| Depreciation   110,780   27,596   24,373   162,749   9,224   - 9,224   171,973  | •                          |              | ,            | ,            |              | ,            |                  |            | ,            |
| Conferences and conventions   28,290   20,812   15,517   64,619   3,019   1,445   4,464   69,083   Supplies   35,450   22,033   22,744   80,227   6,068   9   6,077   86,304     Other office expense   17,523   46,429   22,218   86,170   8,677   7,086   15,763   101,933     Postage and shipping   10,034   6,287   6,573   22,894   1,874   2,167   4,041   26,935     Licenses and professional membership   6,280   3,391   3,223   12,894   1,926   270   2,196   15,090     Subscriptions and reference materials   1,276   757   -   2,033   1,720   -   1,720   3,753     Total functional expenses   \$4,216,947   \$2,220,819   \$2,614,591   \$9,052,357   \$634,058   \$119,620   \$753,678   \$9,806,035     Family Life Center Services   Support Services   Support Services   Servic  | •                          |              | ,            |              |              |              | -                |            |              |
| Supplies   35,450   22,033   22,744   80,227   6,068   9   6,077   86,304   | •                          |              |              | ,            |              | ,            | 1.445            | ,          |              |
| Other office expense         17,523         46,429         22,218         66,170         8,677         7,086         15,763         101,933           Postage and shipping         10,034         6,287         6,573         22,894         1,874         2,167         4,041         26,935           Licenses and professional membership         6,280         3,391         3,223         12,894         1,926         270         2,196         15,090           Subscriptions and reference materials         1,276         757         -         2,033         1,720         -         1,720         3,753           Total functional expenses         4,216,947         \$ 2,220,819         \$ 2,614,591         \$ 9,052,357         \$ 634,058         \$ 119,620         \$ 753,678         \$ 9,806,035           Salaries and wages         \$ 1,658,179         \$ 1,224,968         \$ 1,186,597         \$ 4,069,744         \$ 357,892         \$ 80,716         \$ 438,608         \$ 4,508,352           Employee benefits         471,223         349,772         338,813         1,159,808         94,012         23,047         117,059         1,276,867           Total salaries and related expenses         2,129,402         1,574,740         1,525,410         5,229,552         451,904   |                            |              |              |              |              |              | ,                |            |              |
| Postage and shipping   10,034   6,287   6,573   22,894   1,874   2,167   4,041   26,935     Licenses and professional membership   6,280   3,391   3,223   12,894   1,926   270   2,196   15,090     Subscriptions and reference materials   1,276   757   - 2,033   1,720   - 1,720   3,753     Total functional expenses   4,216,947   2,220,819   2,241,591  | • •                        |              |              |              |              |              |                  |            |              |
| Clicenses and professional membership   6,280   3,391   3,223   12,894   1,926   270   2,196   15,090   | •                          | ,            | ,            | ,            | ,            | ,            | ,                | ,          | ,            |
| Management   Management   Management   Services   Services   Services   Management   Managemen  |                            | 10,034       | 0,207        | 0,373        | 22,074       | 1,074        | 2,107            | 7,071      | 20,733       |
| Subscriptions and reference materials   1,276   757   - 2,033   1,720   - 1,720   3,753   | •                          | 4 200        | 2 201        | 2 222        | 12 004       | 1.024        | 270              | 2.104      | 15.000       |
| Total functional expenses \$4,216,947 \$2,220,819 \$2,614,591 \$9,052,357 \$634,058 \$119,620 \$753,678 \$9,806,035 \$  | •                          | 0,200        | 3,371        | 3,223        | 12,074       | 1,720        | 2/0              | 2,176      | 13,070       |
| Total functional expenses \$ 4,216,947 \$ 2,220,819 \$ 2,614,591 \$ 9,052,357 \$ 634,058 \$ 119,620 \$ 753,678 \$ 9,806,035 \$  | •                          | 1.276        | 757          | _            | 2.033        | 1.720        | _                | 1.720      | 3.753        |
| Year Ended May 31, 2011   Year Ended May 3  | materials                  |              |              |              |              |              |                  |            |              |
| Program Services   Safety Net   Services   Safety Net   Services  | Total functional expenses  | \$ 4,216,947 | \$ 2,220,819 | \$ 2,614,591 | \$ 9,052,357 | \$ 634,058   | \$ 119,620       | \$ 753,678 | \$ 9,806,035 |
| Program Services   Safety Net Services   Safety Net Services   S  |                            |              |              |              | Year Ended   | May 21, 2011 |                  |            |              |
| Salaries and wages   \$1,658,179   \$1,224,968   \$1,186,597   \$4,069,744   \$357,892   \$80,716   \$438,608   \$4,508,352   \$471,223   349,772   338,813   1,159,808   94,012   23,047   117,059   1,276,867   \$1,224,968   \$1,186,597   \$4,069,744   \$357,892   \$80,716   \$438,608   \$4,508,352   \$471,223   349,772   338,813   1,159,808   94,012   23,047   117,059   1,276,867   \$1,276,867          |                            |              | Due sue u    | . Camilana   | rear Linded  |              |                  |            |              |
| Older Adult Services         Center Services         Safety Net Services         Total         Management and General and General Fundraising         Total         2011 Total           Salaries and wages Employee benefits         \$ 1,658,179 \$ 1,224,968 \$ 1,186,597 \$ 4,069,744 \$ 357,892 \$ 80,716 \$ 438,608 \$ 4,508,352 \$ 1,159,808 \$ 94,012 \$ 23,047 \$ 117,059 \$ 1,276,867         \$ 4,069,744 \$ 357,892 \$ 80,716 \$ 23,047 \$ 117,059 \$ 1,276,867         \$ 1,224,968 \$ 1,159,808 \$ 94,012 \$ 23,047 \$ 117,059 \$ 1,276,867           Total salaries and related expenses         2,129,402 \$ 1,574,740 \$ 1,525,410 \$ 5,229,552 \$ 451,904 \$ 103,763 \$ 555,667 \$ 5,785,219           Financial assistance         517,690 \$ 134 \$ 997,797 \$ 1,515,621 \$ 7,683 \$ 305 \$ 7,988 \$ 1,523,609           Occupancy         315,046 \$ 203,943 \$ 215,063 \$ 734,052 \$ 167,568 \$ - \$ 167,568 \$ 901,620           Professional fees         158,158 \$ 155,740 \$ 54,144 \$ 368,042 \$ 30,652 \$ - \$ 30,652 \$ 398,694 \$ 40,4215ing and printing \$ 27,899 \$ 10,584 \$ 12,541 \$ 51,024 \$ 3,446 \$ 3,785 \$ 7,231 \$ 58,255 \$ 1,254 \$ 1,254 \$ 1,254 \$ 1,254 \$ 1,256 \$ 1,256 \$ - \$ 1,256 \$ 220,992 \$ 1,256 \$ 1,25  |                            |              |              | 1 Services   |              |              | Support Service  | <u>s</u>   |              |
| Salaries and wages         \$1,658,179         \$1,224,968         \$1,186,597         \$4,069,744         \$357,892         \$80,716         \$438,608         \$4,508,352           Employee benefits         471,223         349,772         338,813         1,159,808         94,012         23,047         117,059         1,276,867           Total salaries and related expenses         2,129,402         1,574,740         1,525,410         5,229,552         451,904         103,763         555,667         5,785,219           Financial assistance         517,690         134         997,797         1,515,621         7,683         305         7,988         1,523,609           Occupancy         315,046         203,943         215,063         734,052         167,568         -         167,568         901,620           Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,9   |                            |              | ,            |              |              |              |                  |            |              |
| Salaries and wages Employee benefits         \$ 1,658,179 471,223         \$ 1,224,968 349,772         \$ 1,186,597 338,813         \$ 4,069,744 1,159,808         \$ 357,892 94,012         \$ 80,716 23,047         \$ 438,608 1,276,867           Total salaries and related expenses         2,129,402         1,574,740         1,525,410         5,229,552         451,904         103,763         555,667         5,785,219           Financial assistance         517,690         134         997,797         1,515,621         7,683         305         7,988         1,523,609           Occupancy         315,046         203,943         215,063         734,052         167,568         -         167,568         901,620           Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992  |                            |              |              | ,            |              | •            |                  |            |              |
| Employee benefits 471,223 349,772 338,813 1,159,808 94,012 23,047 117,059 1,276,867  Total salaries and related expenses 2,129,402 1,574,740 1,525,410 5,229,552 451,904 103,763 555,667 5,785,219  Financial assistance 517,690 134 997,797 1,515,621 7,683 305 7,988 1,523,609  Occupancy 315,046 203,943 215,063 734,052 167,568 - 167,568 901,620  Professional fees 158,158 155,740 54,144 368,042 30,652 - 30,652 398,694  Advertising and printing 27,899 10,584 12,541 51,024 3,446 3,785 7,231 58,255  Local travel/vehicle 188,127 25,528 6,081 219,736 1,256 - 1,256 220,992   |                            | Services     | Services     | Services     | Total        | and General  | Fundraising      | Total      | Total        |
| Employee benefits 471,223 349,772 338,813 1,159,808 94,012 23,047 117,059 1,276,867  Total salaries and related expenses 2,129,402 1,574,740 1,525,410 5,229,552 451,904 103,763 555,667 5,785,219  Financial assistance 517,690 134 997,797 1,515,621 7,683 305 7,988 1,523,609  Occupancy 315,046 203,943 215,063 734,052 167,568 - 167,568 901,620  Professional fees 158,158 155,740 54,144 368,042 30,652 - 30,652 398,694  Advertising and printing 27,899 10,584 12,541 51,024 3,446 3,785 7,231 58,255  Local travel/vehicle 188,127 25,528 6,081 219,736 1,256 - 1,256 220,992   | Salaries and wages         | \$ 1.658.179 | \$ 1,224,968 | \$ 1.186.597 | \$ 4.069.744 | \$ 357.892   | \$ 80.716        | \$ 438.608 | \$ 4.508.352 |
| Total salaries and related expenses 2,129,402 1,574,740 1,525,410 5,229,552 451,904 103,763 555,667 5,785,219  Financial assistance 517,690 134 997,797 1,515,621 7,683 305 7,988 1,523,609  Occupancy 315,046 203,943 215,063 734,052 167,568 - 167,568 901,620  Professional fees 158,158 155,740 54,144 368,042 30,652 - 30,652 398,694  Advertising and printing 27,899 10,584 12,541 51,024 3,446 3,785 7,231 58,255  Local travel/vehicle 188,127 25,528 6,081 219,736 1,256 - 1,256 220,992  | 0                          | 471,223      | 349,772      | 338.813      | 1.159.808    | 94.012       | 23.047           | 117,059    | 1,276,867    |
| expenses         2,129,402         1,574,740         1,525,410         5,229,552         451,904         103,763         555,667         5,785,219           Financial assistance         517,690         134         997,797         1,515,621         7,683         305         7,988         1,523,609           Occupancy         315,046         203,943         215,063         734,052         167,568         -         167,568         901,620           Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992  | 1 /                        |              |              |              |              |              |                  |            |              |
| expenses         2,129,402         1,574,740         1,525,410         5,229,552         451,904         103,763         555,667         5,785,219           Financial assistance         517,690         134         997,797         1,515,621         7,683         305         7,988         1,523,609           Occupancy         315,046         203,943         215,063         734,052         167,568         -         167,568         901,620           Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992  | Total salaries and related |              |              |              |              |              |                  |            |              |
| Financial assistance 517,690 134 997,797 1,515,621 7,683 305 7,988 1,523,609 Occupancy 315,046 203,943 215,063 734,052 167,568 - 167,568 901,620 Professional fees 158,158 155,740 54,144 368,042 30,652 - 30,652 398,694 Advertising and printing 27,899 10,584 12,541 51,024 3,446 3,785 7,231 58,255 Local travel/vehicle 188,127 25,528 6,081 219,736 1,256 - 1,256 220,992   |                            | 2.129.402    | 1.574.740    | 1.525.410    | 5.229.552    | 451.904      | 103.763          | 555.667    | 5.785.219    |
| Occupancy         315,046         203,943         215,063         734,052         167,568         -         167,568         901,620           Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing Local travel/vehicle         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992   | схрензез                   | 2,127,102    | 1,57 1,7 10  | 1,323,110    | 3,227,332    | 131,701      | 103,703          | 333,007    | 3,703,217    |
| Occupancy         315,046         203,943         215,063         734,052         167,568         -         167,568         901,620           Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing Local travel/vehicle         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992   | Financial assistance       | 517,690      | 134          | 997,797      | 1,515,621    | 7,683        | 305              | 7,988      | 1,523,609    |
| Professional fees         158,158         155,740         54,144         368,042         30,652         -         30,652         398,694           Advertising and printing Local travel/vehicle         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992   |                            |              | 203,943      |              |              | 167,568      | -                | 167,568    |              |
| Advertising and printing         27,899         10,584         12,541         51,024         3,446         3,785         7,231         58,255           Local travel/vehicle         188,127         25,528         6,081         219,736         1,256         -         1,256         220,992   | , ,                        | 158,158      | 155,740      | 54,144       | 368.042      | 30,652       | -                | 30,652     | 398,694      |
| Local travel/vehicle 188,127 25,528 6,081 219,736 1,256 - 1,256 220,992   |                            | ,            | ,            | ,            | ,            | ,            | 3,785            | ,          |              |
|   | 0 , 0                      |              |              | ,            |              | ,            | -                | ,          |              |
|   | Telephone                  | 27,521       | 13,500       | 9,238        | 50,259       | 11,133       | 277              | 11,410     | 61,669       |

|   | Services                | Services                | Services                | Total                     | and General          | Fundraising         | Total                 | Total                     |
|---|-------------------------|-------------------------|-------------------------|---------------------------|----------------------|---------------------|-----------------------|---------------------------|
| Salaries and wages<br>Employee benefits | \$ 1,658,179<br>471,223 | \$ 1,224,968<br>349,772 | \$ 1,186,597<br>338,813 | \$ 4,069,744<br>1,159,808 | \$ 357,892<br>94,012 | \$ 80,716<br>23,047 | \$ 438,608<br>117,059 | \$ 4,508,352<br>1,276,867 |
| Total salaries and related              |                         |                         |                         |                           |                      |                     |                       |                           |
| expenses                                | 2,129,402               | 1,574,740               | 1,525,410               | 5,229,552                 | 451,904              | 103,763             | 555,667               | 5,785,219                 |
| Financial assistance                    | 517,690                 | 134                     | 997,797                 | 1,515,621                 | 7,683                | 305                 | 7,988                 | 1,523,609                 |
| Occupancy                               | 315,046                 | 203,943                 | 215,063                 | 734,052                   | 167,568              | -                   | 167,568               | 901,620                   |
| Professional fees                       | 158,158                 | 155,740                 | 54,144                  | 368,042                   | 30,652               | -                   | 30,652                | 398,694                   |
| Advertising and printing                | 27,899                  | 10,584                  | 12,541                  | 51,024                    | 3,446                | 3,785               | 7,231                 | 58,255                    |
| Local travel/vehicle                    | 188,127                 | 25,528                  | 6,081                   | 219,736                   | 1,256                | -                   | 1,256                 | 220,992                   |
| Telephone                               | 27,521                  | 13,500                  | 9,238                   | 50,259                    | 11,133               | 277                 | 11,410                | 61,669                    |
| Depreciation                            | 92,603                  | 25,853                  | 24,049                  | 142,505                   | 7,077                | -                   | 7,077                 | 149,582                   |
| Conferences and conventions             | 26,045                  | 14,994                  | 12,555                  | 53,594                    | 4,116                | 3,170               | 7,286                 | 60,880                    |
| Supplies                                | 30,548                  | 17,824                  | 16,707                  | 65,079                    | 4,528                | 135                 | 4,663                 | 69,742                    |
| Other office expense                    | 39,805                  | 39,477                  | 42,878                  | 122,160                   | 3,366                | 60,179              | 63,545                | 185,705                   |
| Postage and shipping                    | 12,495                  | 8,581                   | 8,168                   | 29,244                    | 2,349                | 816                 | 3,165                 | 32,409                    |
| Licenses and professional               |                         |                         |                         |                           |                      |                     |                       |                           |
| membership                              | 8,046                   | 5,018                   | 4,816                   | 17,880                    | 1,300                | 50                  | 1,350                 | 19,230                    |
| Subscriptions and reference materials   | 1,180                   | 2,801                   | 687                     | 4,668                     | 2,578                | 180                 | 2,758                 | 7,426                     |
| Total functional expenses               | \$ 3,574,565            | \$ 2,098,717            | \$ 2,930,134            | \$ 8,603,416              | \$ 698,956           | \$ 172,660          | \$ 871,616            | \$ 9,475,032              |

## **Statement of Cash Flows**

|   | Year Ended |                  |    |              |  |
|---|------------|------------------|----|--------------|--|
|   | М          | ay 31, 2012      | Μ  | lay 31, 2011 |  |
| Cash Flows from Operating Activities                        |            |                  |    |              |  |
| Increase in net assets                                      | \$         | 421,765          | \$ | 432,590      |  |
| Adjustments to reconcile increase in net assets to net cash | Ψ          | 121,703          | Ψ  | 132,370      |  |
| from operating activities:                                  |            |                  |    |              |  |
| Depreciation  |            | 171,973          |    | 149,582      |  |
| Bad debt expense  |            | 36,132           |    | 52,146       |  |
| Change in beneficial interest                               |            | 100,316          |    | (164,423)    |  |
| (Gain) loss on sale of assets                               |            | (11,500)         |    | 32,016       |  |
| Contributed asset   |            | (27,870)         |    | -            |  |
| Changes in operating assets and liabilities which           |            | ( , ,            |    |              |  |
| provided (used) cash:                                       |            |                  |    |              |  |
| Accounts receivable   |            | 137,211          |    | (756,936)    |  |
| Prepaid expenses and other current assets                   |            | (37,636)         |    | (5,210)      |  |
| Accounts payable  |            | 80,001           |    | 23,289       |  |
| Accrued liabilities   |            | (41,956)         |    | (118,743)    |  |
| Postretirement benefits                                     |            | (96,909)         |    | (68,774)     |  |
| Deferred revenue  |            | (24,711 <u>)</u> |    | 2,211        |  |
| Net cash provided by (used in) operating                    |            |                  |    |              |  |
| activities  |            | 706,816          |    | (422,252)    |  |
| Cash Flows from Investing Activities                        |            |                  |    |              |  |
| Acquisition of property and equipment                       |            | (135,603)        |    | (257,304)    |  |
| Proceeds from disposition of property and equipment         |            | 11,500           |    | 30,920       |  |
| Net cash used in investing activities                       | _          | (124,103)        |    | (226,384)    |  |
| Net Increase (Decrease) in Cash and Cash Equivalents        |            | 582,713          |    | (648,636)    |  |
| Cash and Cash Equivalents - Beginning of year               |            | 2,043,955        |    | 2,692,591    |  |
| Cash and Cash Equivalents - End of year                     | \$         | 2,626,668        | \$ | 2,043,955    |  |

### Notes to Financial Statements May 31, 2012 and 2011

#### Note I - Nature of Business and Significant Accounting Policies

**Nature of Organization** - Jewish Family Service (the "Organization"), a not-for-profit corporation located in West Bloomfield, Michigan, is dedicated to helping individuals and families cope, survive, and thrive in an ever-changing world. The Organization is focused on the needs of the Jewish community while providing services to all.

The Organization is made up of the following programs:

<u>Older Adult Services</u> - The Organization provides case management services, home care services, Meals on Wheels, transportation, translation, and volunteer services for seniors in the community who are in need. The Organization provides resettlement, acculturation, citizenship preparation classes, and Holocaust survivor restitution services to refugees who have settled in the community.

<u>Family Life Center Services</u> - The Organization provides counseling, domestic violence intervention, substance abuse counseling, assistance in divorce situations, mentoring services and outreach to schools for families in the community who are in need.

<u>Safety Net Services</u> - The Organization connects low-income uninsured members of the Jewish community to needed health care through a network of institutional and individual volunteer partner providers, monitors compliance to prescribed treatment regimens, and provides guidance and coordination to affect improved health outcomes for program clients. The Organization also provides family life education, financial assistance for those in need, and provides housing assistance and home renovation support.

Significant accounting policies are as follows:

Cash and Cash Equivalents - Cash and cash equivalents consist of cash on hand and all highly liquid investments purchased with an original maturity of three months or less. Cash equivalents also include \$891,478 and \$937,950 at May 31, 2012 and 2011, respectively, in funds invested in a pooled investment fund through the United Jewish Foundation of Metro Detroit (UJF). The agreement allows the Organization the right to withdraw all or any part of the funds upon written notice to UJF.

Accounts Receivable - The Organization's accounts receivable are comprised primarily of program service fees and grants and allocations committed from various funding agencies for use in the Organization's activities. Accounts receivable at May 31, 2012 are expected to be collected within one year. The Organization has recorded an allowance for doubtful accounts for amounts that may become uncollectible. This estimate is based on a review of the existing accounts receivable as well as historical write-off experience. The allowance for doubtful accounts was \$100,000 at May 31, 2012 and 2011.

### Notes to Financial Statements May 31, 2012 and 2011

## Note I - Nature of Business and Significant Accounting Policies (Continued)

**Beneficial Interest in Endowment Funds** - The Organization is a designated beneficiary of trust funds held by Jewish Federation of Metropolitan Detroit and United Jewish Foundation of Metro Detroit (JFMD/UJF). A portion of these funds is restricted as to use by donors and all funds are restricted through consent of JFMD/UJF. At May 31, 2012 and 2011, permanently and temporarily restricted net assets associated with the beneficial interest in endowment funds totaled \$1,303,511 and \$1,403,827, respectively.

**Property and Equipment** - Property and equipment are recorded at cost and depreciated over estimated useful lives, ranging from 3 to 20 years, using the straight-line method. Costs of repairs and maintenance are charged to expense as incurred.

Donated furniture, fixtures, and equipment are recorded at fair value as temporarily restricted assets and are depreciated over the estimated useful lives of the assets using the straight-line method.

**Collections of Artwork** - The Organization has capitalized its collections since its inception. If purchased, items are capitalized at cost, and if donated, they are capitalized at their fair value as of the date of donation. Gains or losses on the deaccession of collection items are classified on the statement of activities as unrestricted or temporarily restricted support depending on donor restrictions, if any, placed on the item at the time of accession. There have been no deaccessions as of May 31, 2012 and 2011.

**Classification of Net Assets** - Net assets of the Organization are classified as unrestricted, temporarily restricted, or permanently restricted depending on the presence and characteristics of donor-imposed restrictions limiting the Organization's ability to use or dispose of contributed assets or the economic benefits embodied in those assets.

Unrestricted net assets are not subject to donor-imposed restrictions. Donor-imposed restrictions that expire with the passage of time or can be removed by meeting certain requirements result in temporarily restricted net assets. Permanently restricted net assets result from donor-imposed restrictions that limit the use of net assets in perpetuity. Earnings, gains, and losses on restricted net assets are classified as unrestricted unless specifically restricted by the donor or by applicable state law.

**Contributions** - Contributions of cash and other assets are reported as revenue when received, measured at fair value.

# Notes to Financial Statements May 31, 2012 and 2011

## Note I - Nature of Business and Significant Accounting Policies (Continued)

Contributions without donor-imposed restrictions and contributions with donor-imposed time or purpose restrictions that are met in the same period as the gift are both reported as unrestricted support. Other restricted gifts are reported as restricted support and temporarily or permanently restricted net assets.

**Grant Revenue** - Grant revenue received for grants determined to be exchange transactions is recognized as services are provided. Grant money received in excess of that earned is recorded as deferred revenue.

**Program Service Fee Revenue** - The Organization receives revenue for the various programs the Organization administers. Revenue is recognized at net realizable value when services are provided.

**Donated Services** - Donated goods and services for individuals in need are not reported in the Organization's financial statements because the Organization acts only as an intermediary agent between the donor and the beneficiary.

**Functional Allocation of Expenses** - The costs of providing the program and support services have been reported on a functional basis in the statement of activities and changes in net assets. Indirect costs have been allocated between the various programs and support services based on estimates, as determined by management. Although the methods of allocation used are considered reasonable, other methods could be used that would produce a different amount.

**Tax Status** - The Organization is a not-for-profit corporation and has been granted tax-exempt status by the Internal Revenue Service under the provisions of Code Section 501(c)(3). Net income from activities unrelated to the Organization's tax-exempt purpose is subject to taxation. Taxes on unrelated business income are not material to the financial statements.

Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by the Organization and recognize a tax liability if the Organization has taken an uncertain position that more likely than not would not be sustained upon examination by the IRS or other applicable taxing authorities. Management has analyzed the tax positions taken by the Organization and has concluded that as of May 31, 2012 and 2011, there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements. The Organization is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. Management believes it is no longer subject to income tax examinations for years prior to May 31, 2009.

# Notes to Financial Statements May 31, 2012 and 2011

## Note I - Nature of Business and Significant Accounting Policies (Continued)

**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 revenue, expenses, and other changes in net assets during the reporting period. Actual results could differ from those estimates.

Concentration of Credit Risk - Balances maintained at each financial institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At times, the Organization may have bank balances in excess of the FDIC insurance limits. As a result, the Organization evaluates each financial institution with which it deposits funds and assesses the level of risk of each institution; only those institutions with an acceptable estimated risk level are used as depositories.

**Reclassification** - Certain reclassifications were made to amounts in the 2011 financial statements to conform to the classifications used in 2012. As a result of these reclassifications, there were no changes in reported net assets, changes in net assets, or cash flow.

**Subsequent Events** - The financial statements and related disclosures include evaluation of events up through and including November 14, 2012, which is the date the financial statements were available to be issued.

### **Note 2 - Property and Equipment**

The cost of property and equipment is summarized as follows:

|                          | <br>2012      | _         | 2011      |
|--------------------------|---------------|-----------|-----------|
| Equipment                | \$<br>186,012 | \$        | 186,012   |
| Vehicles                 | 283,017       |           | 270,743   |
| Furniture and fixtures   | 396,047       |           | 381,353   |
| Computers                | 536,806       |           | 510,448   |
| Leasehold improvements   | <br>38,534    |           | 19,559    |
| Total cost               | 1,440,416     |           | 1,368,115 |
| Accumulated depreciation | (922,717)     |           | (841,916) |
| Net carrying amount      | \$<br>517,699 | <u>\$</u> | 526,199   |

Depreciation expense was \$171,973 and \$149,582 for 2012 and 2011, respectively.

# Notes to Financial Statements May 31, 2012 and 2011

#### **Note 3 - Community Foundation**

Certain funds donated by outside donors for the benefit of the Organization are held and managed by the Community Foundation for Southeastern Michigan (the "Foundation"). The Foundation maintains variance power, which, as a result, requires that the assets it holds not be recorded as assets of the Organization. The fair market value of these funds is approximately \$3,737,000 and \$3,977,000 at May 31, 2012 and 2011, respectively. These funds are not reflected in the financial statements. Earnings are available for distribution to the Organization at the discretion of the Foundation and therefore are not reflected as revenue in the financial statements until received by the Organization. During the years ended May 31, 2012 and 2011, the Organization received approximately \$180,000 and \$151,000, respectively, from these endowments.

#### **Note 4 - Employee Benefit Plans**

The Organization has a defined contribution retirement plan (the "Plan"). Under the Plan, eligible employees can elect to defer a portion of their compensation, as defined by the Plan, up to maximum amounts as described in the Plan and allowed by the Internal Revenue Service. The Organization did not make any contributions to the Plan for the years ended May 31, 2012 and 2011.

The Organization participates in a multiple employer defined benefit retirement plan for the benefit of substantially all full-time professional and support staff of JFMD and participating agencies. During 2012 and 2011, the Organization expensed approximately \$195,000 and \$205,000, respectively, to support the plan. The position of the Organization relative to other contributors to the plan has not been determined with respect to plan assets and accumulated benefits; however, the plan, as a whole, is underfunded as of January 1, 2011. In the event of a withdrawal from the plan and certain other conditions, a contributor to a plan may be liable for the plan for a portion of the underfunded status.

### Note 5 - Operating Leases

The Organization leases offices space for its branch office in Oak Park, Michigan, expiring on June 30, 2015. Monthly rental payments range from \$7,285 to \$8,095 during the course of the lease term.

The following is a schedule of future minimum lease payments under this operating lease:

| 2013 | \$       | 90,863  |
|------|----------|---------|
| 2014 |          | 93,291  |
| 2015 |          | 95,719  |
| 2016 |          | 8,095   |
|      | Total \$ | 287,968 |

### Notes to Financial Statements May 31, 2012 and 2011

#### **Note 5 - Operating Leases (Continued)**

Total rent expense on this lease and other short-term operating leases for 2012 and 2011 was approximately \$115,000 and \$113,000, respectively.

### **Note 6 - Related Party Transactions**

**Use of Facilities** - The Organization conducts its primary operations in a building owned by UJF. UJF does not charge the Organization rent. The Organization recorded a contribution and the related rent expense based on the fair value of the building of \$576,000 for the years ended May 31, 2012 and 2011.

**Appropriation Allocation and Other Funding** - The Organization is a constituent agency of the Jewish Federation of Metropolitan Detroit (JFMD, a not-for-profit organization). The Organization received approximately \$4,462,000 and \$4,283,000 in contribution allocations and other funding from JFMD during the years ended May 31, 2012 and 2011, respectively, to help the Organization supplement operations.

**Insurance** - The Organization also participates in a group insurance policy with JFMD/UJF and other agencies which covers workers' compensation and general liability. The Organization incurred insurance expenses of approximately \$40,000 and \$39,000 during the years ended May 31, 2012 and 2011, respectively.

#### Note 7 - Line of Credit

The Organization has a line of credit with a bank in the amount of \$100,000. There was no outstanding balance on the line of credit as of May 31, 2012 and 2011.

#### **Note 8 - Fair Value Measurements**

Accounting standards require certain assets be reported at fair value in the financial statements and provide a framework for establishing that fair value. The framework for determining fair value is based on a hierarchy that prioritizes the inputs and valuation techniques used to measure fair value.

The following tables present information about the Organization's assets measured at fair value on a recurring basis at May 31, 2012 and 2011 and the valuation techniques used by the Organization to determine those fair values.

In general, fair values determined by Level 1 inputs use quoted prices in active markets for identical assets that the Organization has the ability to access.

Fair values determined by Level 2 inputs use other inputs that are observable, either directly or indirectly. These Level 2 inputs include quoted prices for similar assets in active markets and other inputs such as interest rates and yield curves that are observable at commonly quoted intervals.

# Notes to Financial Statements May 31, 2012 and 2011

#### Note 8 - Fair Value Measurements (Continued)

Level 3 inputs are unobservable inputs, including inputs that are available in situations where there is little, if any, market activity for the related asset. These Level 3 fair value measurements are based primarily on management's own estimates using pricing models, discounted cash flow methodologies, or similar techniques taking into account the characteristics of the asset.

In instances whereby inputs used to measure fair value fall into different levels in the above fair value hierarchy, fair value measurements in their entirety are categorized based on the lowest level input that is significant to the valuation. The Organization's assessment of the significance of particular inputs to these fair value measurements requires judgment and considers factors specific to each asset.

The Organization's policy is to recognize transfers in and transfers out of Level 1, 2, and 3 fair value classifications as of the actual date of the event of change in circumstances that caused the transfer. There were no significant transfers between levels of the fair value hierarchy during the years ended May 31, 2012 and 2011.

#### Assets Measured at Fair Value on a Recurring Basis at May 31, 2012

|  | Le        | evel I |    | Level 2 |    | Level 3   | -  | Balance at<br>ay 31, 2012 |
|--|-----------|--------|----|---------|----|-----------|----|---------------------------|
| Beneficial interest in endowment funds                             | <u>\$</u> |        | \$ |         | \$ | 1,303,511 | \$ | 1,303,511                 |
| Assets Measured at Fair Value on a Recurring Basis at May 31, 2011 |           |        |    |         |    |           |    |                           |

|  | _  | Level I | _  | Level 2 | <br>Level 3     | Balance at<br>1ay 31, 2011 |
|--|----|---------|----|---------|-----------------|----------------------------|
| Beneficial interest in endowment funds | \$ | _       | \$ |         | \$<br>1,403,827 | \$<br>1,403,827            |

Changes in the Level 3 asset measured at fair value on a recurring basis for the years ended May 31, 2012 and 2011 are as follows:

|  | Beneficial<br>Interest in<br>Endowment<br>Funds |
|--|---|
| Balance at May 31, 2011<br>Contributions<br>Change in value of funds<br>Income distributed | \$ 1,403,827<br>20,500<br>(63,292)<br>(57,524)  |
| Balance at May 31, 2012  | \$ 1,303,511                                    |

# Notes to Financial Statements May 31, 2012 and 2011

#### Note 8 - Fair Value Measurements (Continued)

|   | Beneficial<br>Interest in<br>Endowment<br>Funds |
|---|---|
| Balance at May 31, 2010 Contributions Change in value of funds Income distributed | \$ 1,239,404<br>30,000<br>183,231<br>(48,808)   |
| Balance at May 31, 2011   | \$ 1,403,827                                    |

Realized and unrealized gains for the years ended May 31, 2012 and 2011 are reported in the statement of activities and changes in net assets and are related to the beneficial interest in endowment funds investments held at year end.

The fair value of the beneficial interest in endowment funds at May 31, 2012 and 2011 was determined primarily based on Level 3 inputs. The beneficial interest in endowment funds consists of a pooled investment portfolio, which consists of commonly traded mutual funds, stocks, and bonds for which an active and liquid market exists and investments in partnerships, hedge funds, and private equity funds which are not publicly traded. The Organization estimates the fair value of the underlying assets of the funds which are valued based on reports received from JFMD/UJF based upon the fair value of the assets in the pooled investment portfolio unless the facts and circumstances indicate the fair value would be different from the present value of the estimated future distributions. For the years ended May 31, 2012 and 2011, respectively, JFMD/UJF has classified the investment portfolio it holds as 67 percent and 66 percent Level 1, 12 percent and 19 percent Level 2, and 21 percent and 15 percent Level 3 assets in their financial statements.

Both observable and unobservable inputs may be used to determine the fair value of positions classified as Level 3 assets. As a result, the unrealized gains and losses for these assets presented in the tables above may include changes in fair value that were attributable to both observable and unobservable inputs.

# Notes to Financial Statements May 31, 2012 and 2011

#### **Note 9 - Temporarily Restricted Net Assets**

Temporarily restricted net assets at May 31, 2012 and 2011 are restricted for the following purposes:

|   | <br>2012        | 2011            |
|---|-----------------|-----------------|
| Donated equipment and works of art                | \$<br>268,647   | \$<br>265,262   |
| Beneficial interest in endowment funds            | 411,257         | 505,119         |
| Contributions restricted for specific program use | 759,682         | 652,372         |
| Other   | 399,171         | 54,109          |
| Total temporarily restricted net assets           | \$<br>1,838,757 | \$<br>1,476,862 |

Permanently restricted net assets at May 31, 2012 and 2011 consist of endowment funds held in a beneficial interest and a pooled investment fund.

#### Note 10 - Postretirement Benefit Plan

The Organization has a postretirement benefit plan which provides all or a portion of medical insurance premiums for retired employees who meet certain age and service requirements. The plan is contributory with participants' contributions adjusted annually. The Organization's participation ranges from 0 percent to 100 percent of the medical insurance premiums, depending on the date of retirement.

Effective December I, 2004, the plan was amended to limit the Organization's participation for eligible employees retiring after December 31, 1981 to 50 percent of the cost of coverage as of December I, 2004. Increases in cost of coverage after December I, 2004 will be the responsibility of the participant.

For the years ended May 31, 2012 and 2011, there were no plan assets. Obligations recognized in the balance sheet consist of the following:

|                        | <br>2012      | _  | 2011    |
|------------------------|---------------|----|---------|
| Current liabilities    | \$<br>34,605  | \$ | 48,648  |
| Noncurrent liabilities | <br>109,008   |    | 191,874 |
| Total                  | \$<br>143,613 | \$ | 240,522 |

The net periodic benefit cost of the defined benefit pension plan, which is included in the functional expense of the Organization, includes the following components for the years ended May 31:

|               | <br>2012    |     | 2011   |
|---------------|-------------|-----|--------|
| Interest cost | \$<br>9,377 | \$_ | 19,331 |

### Notes to Financial Statements May 31, 2012 and 2011

### **Note 10 - Postretirement Benefit Plan (Continued)**

#### **Change in Benefit Obligation**

|  |           | 2012     | <br>2011      |
|--|-----------|----------|---------------|
| Projected benefit obligation           | <u>\$</u> | 143,613  | \$<br>240,522 |
| Benefit obligation - June 1            | \$        | 240,522  | \$<br>309,296 |
| Interest cost                          |           | 9,377    | 19,331        |
| Actuarial loss                         |           | (73,705) | (36,627)      |
| Benefits paid                          |           | (97,810) | (139,736)     |
| Participant contributions              |           | 61,649   | 88,258        |
| Actuarial assumption change            |           | 3,580    |               |
| Projected benefit obligation - May 3 I | \$        | 143,613  | \$<br>240,522 |

#### **Assumptions**

Assumptions used to determine benefit obligations at May 31, 2012 and 2011 are as follows:

|                        | 2012   | 2011   |
|------------------------|--------|--------|
| Discount rate          | 5.00 % | 6.25 % |
| Health cost trend rate | 7.00 % | 7.50 % |

Assumed healthcare cost trend rates at May 31, 2012 and 2011 are as follows:

| <u>-</u>  | 2012  | 2011  |
|---|-------|-------|
| Healthcare cost trend rate assumed for next year        | 7 %   | 8 %   |
| Rate to which the cost trend rate is assumed to decline |       |       |
| (the ultimate trend rate)                               | 0.5 % | 0.5 % |
| Year that the rate reaches the ultimate trend rate      | 2017  | 2016  |

The following benefit payments, which reflect expected future service, as appropriate, are expected to be paid by the Organization:

| Years Ending | g Po | stretirement |
|--------------|------|--------------|
| May 31       |      | Benefits     |
| 2013         | \$   | 31,883       |
| 2014         |      | 26,714       |
| 2015         |      | 22,133       |
| 2016         |      | 18,180       |
| 2017         |      | 14,833       |
| 2018-2022    |      | 40,969       |