MARTIN COUNTY HEALTHY START COALITION, INC.

FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

June 30, 2018



MARTIN COUNTY HEALTHY START COALITION, INC.

Vero Beach, Florida

FINANCIAL STATEMENTS June 30, 2018

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Martin County Healthy Start Coalition, Inc.

We have audited the accompanying financial statements of Martin County Healthy Start Coalition, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2018, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Martin County Healthy Start Coalition, Inc. as of June 30, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



Adjustments to Prior Period Financial Statements

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The financial statements of Martin County Healthy Start Coalition, Inc. as of and for the year ended June 30, 2017, were audited by other auditors whose opinion dated January 15, 2018, expressed an unmodified opinion on those statements. As discussed in Note 18 to the financial statements, Martin County Healthy Start Coalition, Inc. restated its 2017 financial statements during the current year to correct misstatements identified in the previously issued financial statements. The other auditors reported on the 2017 financial statements before the restatement. As part of our audit of the 2018 financial statements, we also audited the adjustments described in Note 18 that were applied to restate the 2017 financial statements. In our opinion, such adjustments are appropriate and have been properly applied. We were not engaged to audit, review, or apply any procedures to the 2017 financial statements of Martin County Healthy Start Coalition, Inc. other than with respect to the adjustments and, accordingly, we do not express an opinion or any other form of assurance on the 2017 financial statements as a whole.

Vero Beach, Florida

May 1, 2019

MARTIN COUNTY HEALTHY START COALITION, INC. STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2018

ASSETS	
Current assets	
Cash and cash equivalents	\$ 403,070
Grants receivable	169,719
Other receivables	41,845
Prepaid expenses and other assets	1,235
Total current assets	615,869
Property and equipment, net	 2,907
Total assets	\$ 618,776
LIABILITIES AND NET ASSETS Current liabilities	
Accounts payable	\$ 73,764
Accrued expenses	15,240
Deferred income	49,144
Total current liabilities	138,148
Unrestricted net assets	310,909
Temporarily restricted net assets	169,719
Net Assets	480,628
Total liabilities and net assets	\$ 618,776

MARTIN COUNTY HEALTHY START COALITION, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2018

OPERATING REVENUES	Unr	estricted		Temporarily Restricted		Total
	\$	812,581	\$	160 710	\$	982,300
Grants from government agencies	Ф	012,301	Ф	169,719	Ф	962,300
Special event, net costs of direct benefit		90.003				90,003
to donors of \$41,022		89,093		-		89,093
Local grant and contract revenues		65,943		-		65,943
Contributions		6,835		-		6,835
Contributions in-kind		4,800		-		4,800
Other income		1,336		-		1,336
Interest income		900				900
Subtotal operating revenues		981,488		169,719		1,151,207
Net assets released from restriction		175,401		(175,401)		<u> </u>
Total operating revenues		1,156,889		(5,682)		1,151,207
EXPENSES Program services						
Coalition services		915,470		-		915,470
Father support services		62,234		-		62,234
Total program services		977,704		-		977,704
Supporting services						
Management and general		166,181		_		166,181
Fundraising		8,377		_		8,377
Total supporting services		174,558		_		174,558
•						
Total expenses		1,152,262		-		1,152,262
Change in net assets		4,627		(5,682)		(1,055)
Net assets, beginning of year		306,282		175,401		481,683
Net assets, end of year	\$	310,909	\$	169,719	\$	480,628

MARTIN COUNTY HEALTHY START COALITION, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2018

	Program Services			Supporting Services			
	01141	Father		M		0	
	Coalition Services	Support Services	Total	Management and General	Fundraising	Grand Total	
	<u> </u>	Services	I Otal	and General	Fullulaising	IOlai	
Payroll and Related Expenses							
Salaries and wages	\$ 193,659	\$ 3,074	\$ 196,733	\$ 104,515	\$ 6,148	\$ 307,396	
Payroll taxes	16,652	264	16,916	8,987	529	26,432	
Other employee benefits	12,569	200	12,769	6,783	399	19,951	
Retirement	5,902	94	5,996	3,185	187	9,368	
Total	228,782	3,632	232,414	123,470	7,263	363,147	
Direct Service Dollars							
Care coordination	358,249	_	358,249	_	_	358,249	
Prenatal care programs	201,090	_	201,090	-	_	201,090	
MomCare and healthy start screening	53,086	_	53,086	_	_	53,086	
Father support coordination	-	40,808	40,808	-	_	40,808	
Program supplies	10,855	1,514	12,369	2,609	_	14,978	
Total	623,280	42,322	665,602	2,609		668,211	
Office Administration and Facilities							
Leases, storage	26,990	3,133	30,123	18,074	-	48,197	
Office supplies	10,107	2,462	12,569	4,760	328	17,657	
Audit	4,050	1,125	5,175	2,175	150	7,500	
Legal services	-	4,800	4,800	2,483	-	7,283	
Travel	5,127	-	5,127	2,673	-	7,800	
Telephone	3,912	1,087	4,999	2,101	145	7,245	
Information systems support	3,904	1,085	4,989	2,097	145	7,231	
Licenses, dues and memberships	2,036	566	2,602	1,093	75	3,770	
Insurance	1,988	552	2,540	1,067	74	3,681	
Training	1,865	518	2,383	1,002	69	3,454	
Advertising	1,636	454	2,090	878	61	3,029	
Utilities	961	267	1,228	516	36	1,780	
Printing	832	231	1,063	447	31	1,541	
Depreciation				736		736	
Total	63,408	16,280	79,688	40,102	1,114	120,904	
Total expenses	\$ 915,470	\$ 62,234	\$ 977,704	\$ 166,181	\$ 8,377	\$1,152,262	

See notes to the financial statements and Independent Auditors' Report.

MARTIN COUNTY HEALTHY START COALITION, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2018

CASH FLOWS FROM OPERATING ACTIVITIES	
Change in net assets	\$ (1,055)
Adjustments to reconcile change in net assets	
to net cash used for operating activities:	
Depreciation	736
Changes in operating assets and liabilities:	
Grants receivable	(27,339)
Other receivables	(9,038)
Prepaid expenses and other assets	(1,235)
Accounts payable	27,073
Accrued expenses	(4,332)
Deferred income	 5,296
Net cash used for operating activites	(9,894)
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchase of fixed assets	(2,801)
Net cash used for investing activies	 (2,801)
Net change in cash	(12,695)
Cash and cash equivalents, beginning of year	 415,765
Cash and cash equivalents, end of year	\$ 403,070
NONGAGU TRANSACTION	
NONCASH TRANSACTION:	
Disposal of fully depreciated fixed assets	\$ 33,561

NOTE 1 NATURE OF ORGANIZATION

Martin County Healthy Start Coalition, Inc. located in Stuart, Florida, is a nonprofit 501(c)(3) corporation organized in 1992 in Florida pursuant to Florida Statute 383. The goal of the Healthy Start program is to provide a network of community-based care coordination to reduce adverse birth outcomes; and expand coverage for pregnant women in the Martin County community. The Coalition's focus is to address the needs of pregnant women, infants and children up to age three. The Coalition assesses community needs, identifying gaps and barriers to effective service delivery and develops a service plan to address identified problem areas and issues. The Coalition's programs are as follows:

• Coalition Services

Coalition services include direct service dollars for pregnant women, infants and children up to age three and the support for the providers of these services in Martin County. These services disburse, oversee and monitor outcomes of funds from the State of Florida Department of Health, Children's Services Council of Martin County, the Agency for Health Care Administration (AHCA), and United Way. Programs include:

- a. Care Coordination
- b. MomCare and healthy start screening
- c. Prenatal care programs

Father Support Services

Father support services include the Father Child Resource Center. The Father Child Resource Center program helps children achieve healthy growth and development by promoting responsible fatherhood and by developing and implementing resources that improve the quality and quantity of fathers' involvement with their children. Funds for these programs come from the Children's Services Council of Martin County and United Way.

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Coalition have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables and other liabilities.

Basis of Presentation

The Coalition has adopted the Financial Accounting Standards Board Accounting Standards Codification ("ASC") 958 Topic, *Not-for-Profit Organizations*. Under ASC 958, the Coalition is required to report 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.

Revenue Recognition

The Coalition recognizes grants, contracts and contributions of cash or other assets as restricted support if they are received with grantor or donor stipulations that limit the use of the donated assets. Temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction when a donor restriction expires, stipulated time restriction ends or purpose restriction is accomplished.

Property and Equipment

Property and equipment are recorded at cost or, if donated, at the estimated fair value at the date of donation. The Coalition has a policy of capitalizing expenditures for property and equipment with costs greater than \$500. Depreciation is provided using the straight-line method over the estimated useful lives of assets ranging between 5 to 10 years. If donors stipulate how long the assets must be used or restrict the use of such assets for a specific purpose, the contributions are recorded as restricted support. In the absence of such stipulations, gifts of property are recorded as unrestricted support.

Use of Estimates

The preparation of financial statements in conformity with GAAP in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

The Coalition considers all highly liquid investments with maturities of three months or less when purchased to be cash equivalents.

Net Assets

The Coalition's net assets are classified into three categories: (1) unrestricted net assets, which include no donor-imposed restrictions, (2) temporarily restricted net assets, which include donor-imposed restrictions that will expire in the future and (3) permanently restricted net assets, which include donor-imposed restrictions that the assets be maintained permanently.

The unrestricted net assets consist of operating funds available for any purpose authorized by the board of directors.

Temporarily restricted net assets consist of funds arising from gifts in which the donor has stipulated, as a condition of the gift, restrictions on how or when the gift may be spent.

Permanently restricted net assets consist of funds arising from a gift or bequest in which the donor has stipulated, as a condition of the gift that the principal be maintained in perpetuity and only the investment income from investment of the funds be expended. Certain donor endowments may also specify that a portion of the earnings from the investment be reinvested as principal, or that all income earned over

a period of time be reinvested. Amounts are also transferred for specific uses from time to time, as requested by the donor. At June 30, 2018, the Coalition had no permanently restricted net assets.

Gifts and Contributions

Gifts and contributions are recorded at their fair market value on the date of receipt. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Gifts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset categories.

Donated Property and Services

GAAP requires recognition of contributed services, if such services (1) create or enhance nonfinancial assets or (2) require specialized skills and are provided by individuals possessing those skills, who would typically charge a fee. For the year ended June 30, 2018, contributed legal services donated by local lawyers for the Father Support Services program were estimated by management to be approximately \$4,800. The Coalition receives a significant amount of donated services from unpaid volunteers who assist in fundraising, administration and program services. However, these amounts have not been recognized in the accompanying financial statements because they do not meet the recognition criteria.

Concentration of Credit Risk

Financial instruments which potentially subject the Coalition to concentration of credit risk include cash and cash equivalents in financial institutions which may exceed amounts insured by the Federal Deposit Insurance Corporation (FDIC). As of June 30, 2018, the Coalition has approximately \$176,000 in excess of FDIC limits.

Net Assets Released from Restrictions

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.

Fair Value of Financial Instruments

The Coalition's financial instruments, which include cash and cash equivalents, grants receivable, other receivables, accounts payable, accrued expenses, and deferred income are recorded at fair value on June 30, 2018.

Functional Expenses

The costs of providing various services have been summarized on a functional basis in the statement of activities and statement of functional expenses. Costs that are directly related to the Coalition's specific purpose have been recorded as a direct expense and included as program services. Certain costs have been allocated among the programs and supporting services benefited based on a percentage of direct labor and management's estimates of the benefit derived by each activity.

Federal Income Tax

The Coalition is exempt from federal and state income taxes under Section 501(c)(3) and, accordingly, no provision for income taxes has been made in the accompanying financial statements. Management has evaluated the Organization's tax position and concluded that the Organization has taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of the Income Tax Topic of the FASB Accounting Standards Codification. With few exceptions, the Coalition is no longer subject to income tax examinations by the U.S. federal or state tax authorities for years prior to 2015.

Subsequent Events

In accordance with FASB ASC 855, Subsequent Events, the Coalition evaluated subsequent events through May 1, 2019; the date the financial statements were available for issue. Management is not aware of any events subsequent to the statement of financial position date which would require additional adjustments to, or disclosure in, the accompanying financial statements.

NOTE 3 GRANTS RECEIVABLE

Grants receivable are, primarily, amounts due from governmental agencies and local grantors particular to cost reimbursement grants, which are deemed to be fully collectible. As of June 30, 2018 grants receivable are as follows:

Healthy Start MomCare Network	\$ 76,507
Florida Department of Health	55,924
Children's Services Council	37,288
	\$ 169,719

NOTE 4 OTHER RECEIVABLES

As of June 30, 2018, the Healthy Start MomCare Network, Inc. has held back \$41,845 for the purpose of any potential Medicaid payback situations that may arise during a five year period. If the Agency of Health Care Administration deems repayment should be made for a Coalition's previously submitted incorrect billable services, the Healthy Start MomCare Network, Inc. shall apply these funds at that time. If there is not a Medicaid payback situation after the fifth year then the Healthy Start MomCare Network, Inc. will release the funds back to the Coalition within 30 days of the beginning of the upcoming state fiscal year (July 1st).

NOTE 5 PROPERTY AND EQUIPMENT

Property and equipment consist of the following at June 30, 2018:

Office equipment	\$ 2,802
Computer equipment	2,622
	5,424
Less: accumulated depreciation	(2,517)
	\$ 2,907

Depreciation expense for the year ended June 30, 2018 was \$736.

NOTE 6 ACCRUED EXPENSES

As of June 30, 2018 accrued expenses primarily consist of accrued payroll and accrued paid time off of \$6,400 and \$8,840, respectively.

NOTE 7 DEFERRED INCOME

Deferred income represents contract agreement revenue and special events revenue for the following fiscal year that has been received in advance. As of June 30, 2018, deferred revenue amounted to \$49,144.

NOTE 8 DEFINED CONTRIBUTION RETIREMENT PLAN

The Coalition sponsors a defined contribution annuity plan that consist of elective salary deferral by the employee plus a discretionary contribution amount. For the year ended June 30, 2018, the discretionary contribution amount made by the Coalition totaled \$7,918.

NOTE 9 LINE OF CREDIT

The Coalition has a line of credit totaling \$75,000 with a local bank to cover temporary cash flow needs. The line of credit bears interest at the Wall Street Journal Prime plus 1% floating with a floor rate of 4.25%. The line of credit renews annually. During the fiscal year ended June 30, 2018, the Coalition did not draw on the line of credit.

NOTE 10 COMMITMENTS

The Coalition leases office space from the Children's Services Council of Martin County, Inc. under an annual lease agreement effective January 1, 2017 through December 31, 2018. This lease automatically renews for an additional one-year term on the same terms and conditions. Total lease expense for the year ended June 30, 2018 amounted to \$18,547 and is determined by a cost sharing arrangement based on square footage.

The Coalition also leases space from Coury LLC for its prenatal outreach center under an annual lease effective July 1, 2017 through June 30, 2018. Total lease expense for the year ended June 30, 2018 amounted to \$34,815 of which Treasure Coast Food Bank reimbursed the Coalition \$9,294 under a sublease contract.

NOTE 11 TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets resulting from time constrictions consist of the following as of June 30, 2018:

\$ 76,507
55,924
 37,288
\$ 169,719

NOTE 12 NET ASSETS RELEASED FROM RESTRICTION

During the year ended June 30, 2018, net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes imposed by the following funding sources.

Florida Department of Health	\$ 72,716
United Way	51,308
Community foundations and compaigns	27,194
Other	20,002
CSC Healthy Start Services	2,641
Pre 2006 Department of Health funds	 1,540
	\$ 175,401

NOTE 13 FEDERAL FUNDING

The Coalition received a combination of federal and state matching grants. In the event that the Coalition expends \$750,000 or more in Federal awards in its fiscal year, the Coalition must have a single or program-specific audit conducted in accordance with the provisions of OMB Circlar A-133. The funding sources awarded to the Coalition pursuant to the Department of Health and Healthy Start MomCare Network grants at June 30, 2018 are as follows:

		Mat	tching and		State	
	Federal	MOI	E Amounts	N	/latching	Total
Department of Health	\$ 41,755	\$	293,790	\$	-	\$ 335,545
MomCare Network	 186,682		-		113,211	 299,893
	\$ 228,437	\$	293,790	\$	113,211	\$ 635,438

NOTE 14 STATE GRANT MATCHING REQUIREMENTS

The Florida Department of Health grant requires a total match by the Coalition in the amount of \$36,975, which represents 25% of the planning dollars received through the contract with the Florida Department of Health. Donated services are recognized in accordance with the Coalition's contributed services policy as described in footnote two to these financial statements. Donated services by volunteers which do not meet the criteria, are not recognized in the financial statements, however, they are allowed toward meeting the grant's in-kind match requirements. The matching requirement for the year ended June 30, 2018, was met using local grant funding.

NOTE 15 SPECIAL EVENT REVENUE

During the year ended June 30, 2018, the Coalition held its main fundraising event: Dancing with the Martin Stars. Revenue from the special event was recorded at the fair market value net the costs of direct benefit to donors.

Special event revenue consists of the following at June 30, 2018:

Special event revenue	\$ 130,115
Costs of direct benefit to donors	(41,022)
	\$ 89,093

NOTE 16 CONCENTRATIONS

The Coalition is economically dependent on three major funding sources, the Children's Services Council of Martin County, Inc., the Florida Department of Revenue, and the Healthy Start MomCare Network.

Concentrations of revenue consist of the following for the year ended June 30, 2018:

	F	Revenue	Percentage of total revenue
Children's Services Council Florida Department of Health Healthy Start MomCare Network	\$	346,862 335,545 299,893	30% 29% 26%
,	\$	982,300	85%

NOTE 17 CONTINGENCIES

The Organization may be subject to audit examination by funding sources to determine compliance with grant conditions. In the event that expenditures would be disallowed, repayment could be required. Management believes that the Organization is in compliance with the terms of its grant agreements and no significant contingent liabilities exist. Therefore, no provision has been recorded in the financial statements for such contingencies.

NOTE 18 PRIOR PERIOD ADJUSTMENTS

The Organization restated its 2017 financial statements during the current year to correct misstatements identified in the previously issued financial statements. Prior period adjustments were recorded to increase cash and cash equivalents and accounts payable by \$44,582 for two checks that were improperly dated during fiscal year 2017, to increase accrued expenses and payroll and related expenses by \$7,068, to increase grants receivable and unrestricted net assets by \$16,887, and to record the Healthy Start MomCare Network holdback receivable and increase unrestricted net assets in the amount of \$32,280. Prior period adjustments were also made to reclassify \$7,666 of fundraising period costs from prepaid assets to net costs of direct benefit to donors and license expense in the amounts of \$7,171 and \$495, respectively.

The following financial statement line items for fiscal year 2017 were affected by the changes:

Statement of Activities - Year Ended June 30, 2017

	As Originally					As	
	Reported		Adj		Adjusted		
Special events, net costs of direct benefit							
to donors of \$44,032	\$	111,400	\$	(7,171)	\$	104,229	
Other revenue		1,093,375		-		1,093,375	
Total revenues		1,204,775		(7,171)		1,197,604	
Total expenses		1,162,785		7,563		1,170,348	
Change in net assets		41,990		(14,734)		27,256	
Net assets, beginning of year		405,260		49,167		454,427	
Net assets, end of year	\$	447,250	\$	34,433	\$	481,683	

Statement of Financial Position - June 30, 2017

	As Originally				As	
	Reported		Adj		 Adjusted	
ASSETS						
Cash and cash equivalents	\$	371,183		44,582	\$ 415,765	
Grants receivable		125,493		16,887	142,380	
Other receivables		527		32,280	32,807	
Prepaid expenses and other assets		7,666		(7,666)	 _	
Total current assets		504,869		86,083	 590,952	
Property and equipment, net		842		-	 842	
Total assets	\$	505,711	\$	86,083	\$ 591,794	
LIABILITIES AND NET ASSETS						
Accounts payable	\$	2,261		44,582	\$ 46,843	
Accrued expenses		12,352		7,068	19,420	
Deferred income		43,848		-	 43,848	
Total current liabilities		58,461		51,650	110,111	
Unrestricted net assets		271,849		34,433	306,282	
Temporarily restricted net assets		175,401		-	 175,401	
Net Assets		447,250		34,433	 481,683	
Total liabilities and net assets	\$	505,711	\$	86,083	\$ 591,794	